GBP GAS LIMITED

BUSINESS PLAN FOR

LPG PRODUCTION PLANT

FIVE YEARS BUSINESS PLAN

FROM 2021-2025

Contact Information;

GBP Gas Limited

P.O. Box 3728

Dar es Salaam

JUNE, 2021

CORPORATE INFORMATION

Registration Number:

Business Activity : Processing, buying, marketing and distribution of Liquefied Petroleum Gas (LPG)

Shareholders:

Name	Address	Shares
Badar Seif Sood	C/O P.O. Box 3728, Dar es salaam	900
GBP Tanzania Limited	C/O P.O. Box 3728, Dar es salaam	100

Registered Office & Address:

P. O. Box 3728, Dar es salaam

Kurasini Industrial Area, Dar es Salaam

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1.0 EXECUTIVE SUMMARY

GBP Gas Limited is private company limited by shares registered in Tanzania with the main purpose to engage in exploration, processing, buying, storing, marketing and distribution of Liquefied Petroleum Gas (LPG) and Liquefied Natural Gas (LNG) as well as other gas-related items. Currently, the company has embarked on establishing a project aimed at establishment of LPG processing, filling, storing and distribution to various markets. The processing plants shall be based in Dar es Salaam and Tanga regions. This business plan was prepared to establish the viability of the LPG processing in Tanzania and guide the procurement, operational and marketing activities of the project. The plan establishes a strategic framework that provides a focus, direction and most importantly a common language that acts as a guide for all production, marketing/brand activities creating cohesive strategic alignment between the company mission, vision and goals.

An LPG is a lucrative business opportunity in Tanzania and Africa as there has been a substantial rise in consumption of the product in the country. Also, the demand of LPG is increasing every year in the whole world. The highest LPG importers are USA, EU as well as African countries and northeast Asia such as China, Japan, South Korea. On the other hand, the largest exporters are Middle East, West Africa and Norway.

The company requires a total of **USD 25,972,503 (TZS 60.8 billion)** that will be used to purchase machineries & equipment, land acquisition and setting up a plant, raw materials, and cover some operational costs at the beginning of the project. The projected production capacity per annum is **120,000 cubic meters**. The financial analysis indicates the feasibility of the project as the company will be able to recover all the invested capital within first three years of operations and start making substantial profits from the fourth year on wards. The financing of the project is expected to be **100% equity financing**. The project expects to employ at least **116 persons,** majority being Tanzanians who shall be directly employed by the project. In addition, the project expects to create more than **1000 indirect jobs** through sales and commissioning agreements with local traders.

1.1 Vision, Mission and Core Values

Vision

Our vision is to emerge as the leading company in production, processing of LPG and LNG products for the local and foreign markets.

Mission

Our mission is to provide professional commercial processing and production through modern facilities and clean environment for production of high-quality petroleum and gas products.

Core Values

Quality – We strive to perform at an excellent level in everything we do. We are reliable. We are committed to producing and delivering products to the highest standard possible every time.

Teamwork - We work together collectively to achieve our common vision and goals.

Honesty & Integrity - We are truthful and our actions are consistent with our words. We are honest and direct in all of our communications.

Respect & Dignity - We demonstrate respect for and appropriate loyalty towards our customers, colleagues and suppliers.

Innovation & Improvement -We drive change and challenge the status quo to exceed our customers' expectation.

Safety – We are committed to the safety, wellbeing and security of the business, facilities, people whom we serve and our employees.

1.2 Project Location

The project is located at the plot with title deed No. 123037, Kurasini Industrial Area in Dar es salaam as the head office, while the production plant shall be situated at the plot with title deed No 9741, Raskazone Area in Tanga. Both sites are owned by GBP

Gas Limited. The project areas are accessible by road with direct access to electricity and water necessary for the plant to operate. The facilities have been approved by the government for the kind of plant we want to establish and it is easily accessible and we are deliberate about that to facilitate easy movement of raw materials and finished products.

1.3 Implementation Period

The project is expected to commence on 1st July, 2021. The project area has already been acquired and prepared for the plant to be installed. The project shall be implemented in three phases. Phase one shall include preliminary stages such as site preparation, construction, plant installation and procurement of beginning raw materials. These processes will commence in July, 2021 to December, 2021. Phase two shall include activities for project expansion such as construction of a more production facilities, new equipment and installation. The activities in phase two shall commence in January, 2022 through December, 2022. Then on Phase three the project shall be implemented at the installed capacity for the rest of the period. The installation of machinery and equipment and start of production is described in the following Table.

Table 1.1: Implementation Schedule

NO.	ACTIVITIES	PHASE ONE (July 2021-Dec, 2021)		PHASE TWO	PHASE THREE
		July 2021-Sept. 2021	Oct-Dec.2021	Jan-Dec 2022	Jan 2023-2025
1	Site preparations and resource Mobilisation				
2	Preparation of project facilities and procurement of equipment				
4	Installation of machines and equipment; Procurement of raw materials.				
5	Production starts				

6	Production and distribution continue		

1.4 Project Objectives

We are in the business of buying, processing, marketing and distribution of petroleum and natural gas products to cater for the need of both domestic and international markets. We are also in business to make profits and at the same time to give our customers value for their money; we want to give people and businesses who patronize us the opportunity to be part of the success story of our business and serve the rising demand in the country and nearby markets. Notably the business will focus on the following specific objectives;

- To ensure availability and reliability of high-quality LPG products.
- Achieve and maintain the highest standards of safety, ethics, total quality and environmental performance in all operations.
- To improve competitive performance through a more effective utilization of technology.
- To generate sufficient income through sales to meet the needs of the owners and tax revenues to the government.
- To employ at least 120 people and improve livelihood to the community and join hands with the government to reduce unemployment level in the country.

1.5. Project components and costs

The project is still at the initial stages; require some investments in terms of fixed assets, labour and materials. The Project has already obtained required documentations to allow its implementations. Some preliminary costs such as paying rent and grounds works where a processing plant shall be installed has started. The details of the requirements are explained in Table 1.2 below.

Table 1.2: Project Requirements (US$)

S/N	Type of Investment	QTY	Cost/Unit	Amount $
	Land & Buildings			
1	Land Acquisition			2,914,103
2	Plant Construction			1,000,000
3	Office Buildings			500,000
	Total Land & Buildings			**4,414,103**
	Plant Machinery			
	Sub-Total Plant and Machinery			**17,200,000**
	Installation Cost			50,000
	Total Machinery			**17,250,000**
	Office Equipment			
1	Furniture & Fixtures			10,000
2	Computers, Printers, Telephones & Fax			5,000
	Total Office Equipment			**15,000**
	Motor Vehicles			
1	Pick-up	2	25,000	50,000
2	LPG Trucks-20 Ton	5	55,000	275,000
	Total Vehicles			**325,000**
	Total Investment			**22,004,103**
	Working Capital			
1	Raw Materials			3,600,000
2	Direct labour			705,000
3	Production Overheads			391,200
	Total working Capital			**4,696,200**
	Total Project Requirements			**26,700,303**

2.0 BUSINESS DESCRIPTION

The project gears towards setting up of a Liquefied Petroleum Gas (LPG) Bottling plants in Dar es Salaam and in Tanga, with distribution network across the country for domestic use as cooking gas as well as for industrial use. LPG is a mixture of commercial butane and commercial propane having saturated and unsaturated hydrocarbons. The Tanzanian LPG scenario presents a gap between demand and

supply. The major utility of LPG is a cooking gas. It is approximated that LPG is being used by around 55 % of the households. In urban areas where LPG is the common fuel, used by the households as fuel for cooking.

2.1 Liquefied Petroleum Gas

Liquefied petroleum gas (LPG)- is either propane, butane or a mixture of the two. LPG is flammable hydrocarbon gas used as fuel for gas heaters, hot water, gas cooking and to fuel vehicles. LPG is manufactured by refining crude oil or raw natural gas, being derived exclusively from fossil fuel sources. It is stripped from the wet natural gas stream during natural gas processing and is a co-product of refining crude oil. Whilst liquid under pressure when released from pressure at ambient temperature, it is gaseous. It is stored and transported in LPG cylinders as a liquid under moderate pressure.

LPG addresses aspects like quality, costs, efficiency, and environment, heat controllability making it a suitable fuel choice for domestic and industrial applications. LPG also finds many other applications such as fuel for vehicles, refrigerant, chemical feed stock, in running turbines to produce electrical energy and in Centralized heating solutions for domestic and industrial applications.

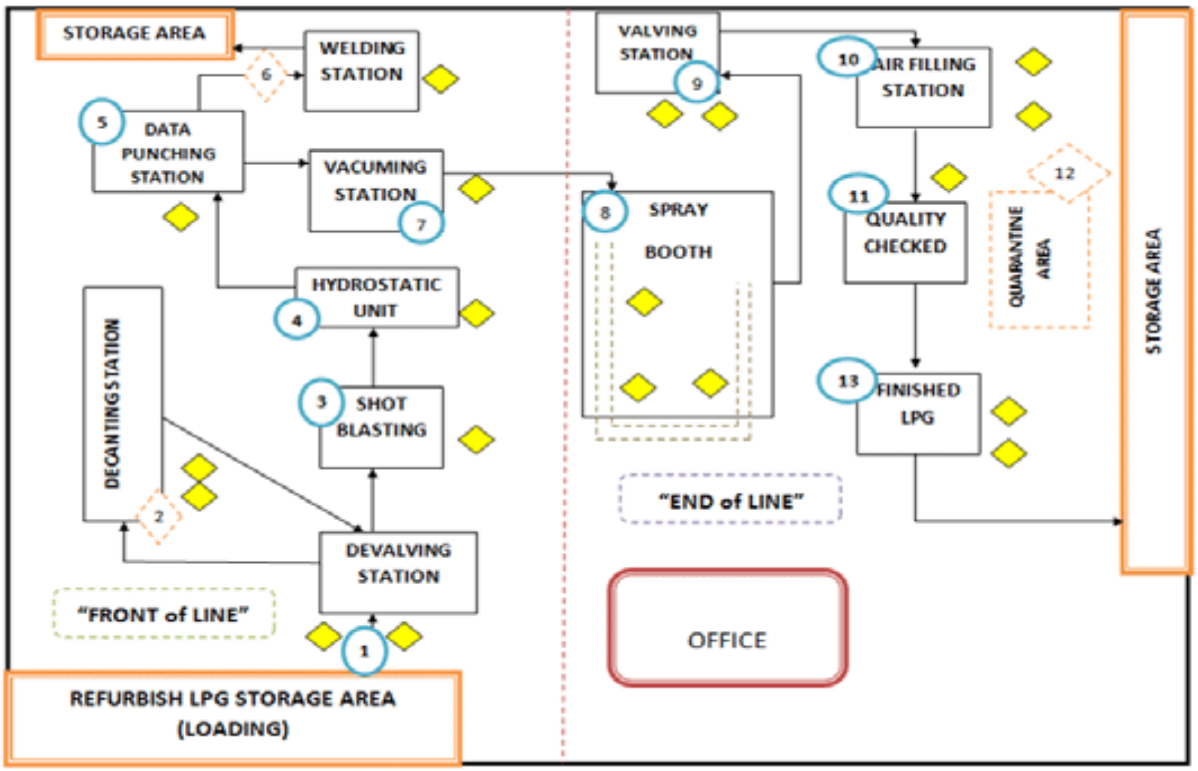
2.1.1 LPG loading, storage and distribution

LPG gas is made from an LPG gas manufacturing process (LPG production process) that occurs during the natural gas processing and fractional distillation of crude oil. LPG comes from separation during natural gas processing using an LPG gas refrigeration manufacturing process (NGL fractionation process). LPG is made from crude oil refining and comes from fractional distillation of crude oil using an LPG fractionation type of LPG manufacturing process (LPG production process).

LPG is gaseous at normal atmospheric pressure, but may be condensed to the liquid state at normal temperature, by the application of moderate pressures. Although they are normally used as gases, they are stored and transported as liquids under pressure for convenience and ease of handling. Liquid LPG evaporates to produce about 250

times volume of gas. Thus, a large quantity of energy can be packed, stored, transported and used in small containers. Most commonly, LPG cylinders are available in compact 3kg, 5kg, 10kg, 12.5kg (Most common), 15kg, 25kg, and 50kg. The diagram below illustrates the flow through which LPG passes from filling into cylinders, storage and final product ready for the market.

Diagram 1: Production Layout of liquefied petroleum gas (LPG) cylinder



2.1.2 Market of LPG

Liquefied petroleum gas (LPG) market (popularly cooking gas) is expected to grow by fifty percent in the near future due to the wide adoption of LPG as a cooking gas from residential replacing other traditional cooking fuel such as charcoal and firewood. The demand for LPG globally is rapidly increasing, suffice to say Tanzania will never struggle to find the LPG buyers. According to the Shell LNG &LPG outlook, the global demand grew by 12.5% to 359 million in 2019. Tanzania stands much chance to capitalize on the global liquefied natural gas market. Tanzania's consumption of LPG was estimated to be 145,800 metric tonnes in 2019. The demand has been on a

rise due to the product being used by number of individuals for domestic and industrial uses.

3.0 BUSINESS ENVIRONMENT

The business may be affected by factors beyond owner's control, and these need to be taken into account before making any investment decision. The company has considered many opportunities and challenges that may arise out of the expected changes. Thus, analysis of business environment key factors is paramount to this plan in order to determine external factors and how they are likely to affect the project.

Economically; Tanzania is now experiencing economic growth whereby the purchasing power of people is increasing and people's interactions is increasing as trade grows in the East African Region. The country is highly improving business environment to encourage investors in various sectors where manufacturing is one of the leading sector which attracts the intention of the government in attaining economic growth and improve livelihood to the Tanzanians. The burning issue currently is the rate of inflation and continuous fall in domestic currency, as this would lead to increased cost of production as the price of fuels are rising. Issues like Common Market for the East Community and SADC arrangements are opening up business performance and later opportunities for exportation which necessitates expansion of production.

Politically; the political environment is conducive for the business operations. The current government regime is in support of industries. There have been adequate policies to support the industrial sectors as echoed in the National Development Vision 2025 (VISION 2025) which recognizes the leading role of the industrial sector in the process of transforming Tanzania's economy to a self-sustainable semi-industrial one by 2025. The Sustainable Industrial Development Policy 1996-2020 (SIDP) declared the government's decision to phase the public sector out of productive activities and allow the private sector to become the principal vehicle for economic growth.

Social-Cultural: The social aspect focuses on the forces within the society. Family, friends, colleagues, neighbours and the media are social factors. These factors can

affect our attitudes, opinions and interests. So, it can impact sales of products and revenues earned. There is no doubt that the society is continually changing. The tastes and preferences are a great example of this change for the Tanzanian culture. Most of Tanzanians currently are willing to pay a premium price for a product that satisfies their expectations. Demographically, the country is increasing in population where currently the country is estimated to have over 59 million people. The increase in population necessitates increase in products and services.

Technological factors: Technological factors are variables that are being used for evaluating available alternatives with respect to technological capabilities. Our company consider it as an important tool for improving operations and functions. Technological factors are one of various external environment factors that affect businesses greatly and are also an integral component of the PESTLE analysis. In the present scenario, utmost dependence on equipment, technological factors can have more effect on business operation and success globally than ever before.

Furthermore, development of technology has also introduced digital marketing strategies through which companies are able to sell their products and services. Even the research and development (R&D) divisions in companies have changed its way of functioning and more advanced techniques in the development of products and services have been introduced only through technological advancements. *GBP Gas Limited* is constantly looking for development and updates within the technological environment. In this way, we do not only improve our operations but, we will also be well aware of business transformational phase. We will derive ground-breaking strategies to grow exponentially.

4.0 MARKET ANALYSIS

The objective of market assessment is to determine demand level and whether the company shall be able to capture some of the market share. Also, the project shall determine methods of production, market size, pricing methods and competitors' analysis. Key stakeholders in the petroleum industry and the gas market are focusing on product differentiation by offering innovative, better quality and affordable products.

GBP Gas Limited is aware of all the market forces that are surrounding the LPG business. We will utilise all reasonable means to ensure that our products meet the global standards and be able to sustain competition.

4.1 TARGET MARKETS AND THEIR CHARACTERISTICS

The exponential rise in the demand for liquefied petroleum gas can be largely attributed to its unique properties due to which, in the current day and age, it can potentially be used in a broad spectrum of industrial spheres for multiple applications. Tanzania has been faster to develop in terms of LP Gas Growth. With favorable government initiatives, that has escalated the rapid growth of LP Gas consumption in the country.

When it comes to gas products, there is indeed a wide range of available customers. In essence, our target market can't be restricted to just a group of people or organization, but all those who reside in our target market locations. In view of that, we have conducted our market research and we have ideas of what our target market is expecting from us. There are opportunities for LP Gas in households (families) hotels, schools, restaurants, clubs, mission and lodges, and commercials clients. The market for liquefied petroleum gas (LPG) is growing at 25 percent, and cooking gas retail shops are in every street corner.

4.2 Market Size

Liquefied petroleum gas has emerged as a clean, efficient, and portage energy source that has garnered considerable popularity around the world. In Tanzania, the market for LPG is promising. The liquefied petroleum gas production has witnessed unprecedented growth in the past decade due to **considerable demand** from the domestic sector wherein liquefied petroleum gas is used for heating and cooking purposes. Our feasibility field survey indicates that; the market is poised to keep on growing as population grows. Highest demand comes from local consumers. The production is expected to be done throughout the year leading to a total production of **550 tonnes** per month. This amount is expected to generate total revenue of **US$**

825,000 per month that is US$ 9,900,000 per annum. Table 4.1 below summarises the expected demand for the business during the first year of the project.

Table 4.1: Expected Demand of LPG (US$)

S/N	Potential Customer	Quantity (kgs)/month	Price per unit	Value/month	Annual Value
1	Distributors	350,000	1.5	525,000	6,300,000
2	Wholesalers	150,000	1.5	225,000	2,700,000
3	Retailers	50,000	1.5	75,000	900,000
	Total	**550,000**		**825,000**	**9,900,000**

4.3 SWOT ANALYSIS

GBP Gas Limited has conducted a thorough SWOT analysis that will help us achieve our business goals and objectives. This is the summary of the SWOT analysis that was conducted. The analysis is carried out to assess the strength that the business can leverage on, and then assess its weaknesses that need to be improved. In this part also potential opportunities are identified and how the business can utilize these opportunities. Lastly, the business has identified potential threats and challenges that are likely to face the business and the workable mitigation plans.

Strengths: Part of what is going to count as positives *GBP Gas Limited* is the vast experience and knowledge of our management team; we have people on board and the company intend to hire people who are highly experienced in gas and oil sector and who understand how to grow business from the scratch to profitability. So also, our distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

Weakness: A major weakness that may count against us is the fact that we are still at infancy stage of manufacturing LPG products in the country; and we have not yet engaged in the kind of publicity that we intend giving the business.

Opportunities: Limited processing plants in the country opens up a huge opportunity to our business. We only need to position our business to take advantage of the existing market of oils and gas and also to create our own new market. We know that it is going to require hard work, but we are determined to achieve it.

Challenges/Threats: We are quite aware that just like any other business, one of the major threats that we are likely going to face is economic downturn and unfavourable government policies. It is a fact that economic downturn affects purchasing power. Another threat that may likely confront us is the likelihood of other companies to start manufacture of same products in similar locations where we are. However, we understand on how to position ourselves in the market, at the same time making sure that our products meet the demand requirements.

4.4 Marketing, Distribution and Communication Strategy

Various methods of marketing mix will be used to cub the existing and potential weaknesses and challenges/threats while utilizing the arising opportunities and leveraging on the key strengths of the company.

Pricing: The objectives of price strategy depend on a number of factors such as business economic and marketing objectives. Price setting can be based on cost or market based. With demand and competition orientation concepts, a fair price can be set which customers are willing to pay at the same time covers operational costs with some profit margin. Our products will be competitively priced in relation to the dictates of the market. Due to the introductory nature of our products we intend to implement a penetration pricing strategy which will ensure that potential customers are not frightened away by our prices, up until our products are appreciated and fully operational. In this case our products will be priced a bit cheaper. However, this will dictate that our costs are prudently kept so as to ensure our financial goals come to fruition.

Distribution: *GBP Gas Limited* has arranged to start operations by looking at the most convenient market segment. The main targeted market is selling the products to identified distributors and wholesalers in all selected regions. This helps to save time

and cost of establishing shops at the start. After production expansion, distribution shall be done throughout the country distributed monthly and regular follow-up shall be made. While for other customer segments, online marketing shall be fully applied to contact potential customers and make orders online. However, the company shall mainly focus to engage agents for distribution (wholesalers) in strategic regions such as Dar es Salaam, Tanga, Mwanza, Dodoma, Morogoro. Pwani, Kilimanjaro, Mbeya, Arusha and Zanzibar.

Promotion: A word of mouth has been the major promotion strategy for the business. This strategy is cheap and the product can effectively describe itself as it is clean and self-sufficient. The company shall make use of the media that will help to promote the products. The company will also be printing t-shirts and fliers as a communication strategy and promotional tools. The official website will be launched and maintained by the company. This strategy will help to promote the company in both local and foreign markets. The expected marketing expenses amounts to US$ 21,000 per annum as summarized in Table 4.2.

Table 4.2 Marketing expenses

S/N	Promotional tool	Qty	Price per unit ($)	Amount per Year ($)
1	T-shirts	2000	6	12,000
2	Fliers	5000	0.4	2,000
3	TV and radio advertisements			5,000
4	Website and maintenance			2,000
	Total			**21,000**

5.0 OPERATIONAL PLAN

5.2 Operational Requirements

The project shall be operated through four main departments; the finance and administration; operations and production; maintenance and marketing. The Finance and Administration department is responsible for all administrative and personnel issues; while the operation and production department is responsible for field operations and technical aspects of the plant shall be handed by maintenance; the marketing department shall be responsible for all sales and distribution and marketing

activities. The operations manager is a skilled salaried employee who work day to day to achieve plant targets. The Finance and Administrative Manager will lead the strategic plans and make sure they correspond to available operational environment. The Marketing Manager shall ensure that products are well marketed and sales targets are reached. The operational plan is associated with production costs as well as materials required as inputs in the production process.

5.3 Labour Requirements

Labour is one of the most important inputs in any industrial enterprise. The proposed plant will require both skilled and unskilled labour who will be Tanzanians and some expats. Table 5.1 indicates labour required amounts to US$ 58,750 per month that is US$ 705,000 per year.

Table 5.1: Labour Requirement (US$)

Description	Qty	Local / Foreign	Unit price $	Monthly Salary $	Annual Salary $
Managing Director	1	Local	3,500.00	3,500.00	42,000.00
Operations					
Operations Manager	1	Foreign	3,000.00	3,000.00	36,000.00
Section Operators	15	Local	500	7,500.00	90,000.00
Section Operators	3	Foreign	2000	6,000.00	72,000.00
Casual labourers	60	Local	150	9,000.00	108,000.00
Maintenance Department					
Maintenance Manager	1	Local	1,500.00	1500	18,000.00
Safety & Health Officer	1	Local	700	700	8,400.00
Electricians	2	Local	500	1000	12,000.00
HR & Administration Department					
Human Resources Manager	1	Local	1,700.00	1700	20,400.00
Assistant Personnel Officer	1	Local	1000	1000	12,000.00
Procurement Officer	1	Local	1000	1000	12,000.00
IT Officer	1	Local	1000	1000	12,000.00
Personal Secretary	1	Local	350	350	4,200.00
Office Attendants	2	Local	250	500	6,000.00
Drivers	5	Local	250	1250	15,000.00
Security Officer	3	Local	150	450	5,400.00
Finance Department					
Finance Controller	1	Local	1,800.00	1800	21,600.00
Accountant	2	Local	1,700.00	3400	40,800.00
Cashiers	2	Local	800	1600	19,200.00
Store keeper	1	Local	800	800	9,600.00

Marketing Department					
Marketing manager	1	Local	1,700.00	1700	20,400.00
Sales Officers	10	Local	1000	10000	120,000.00
Total	**116**			**58,750.00**	**705,000.00**

5.4 Raw Materials Requirements

The project requires raw materials that will be sourced within the country and other nearby countries through imports. The project intends to procure raw materials every 3 months, thus annul material requirements amounts to USD 3,600,000. The company shall import natural gas and fill them into gas containers ready for distribution to Tanzanian markets.

Table 5.2: Raw Materials Requirements per Month (US$)

Type of raw materials	Qty	Price/Unit	Amount per year (4 times)
Natural Gas Liquids (lts)	17,000	50	1,720,000
Packaging materials (pcs)	200,000	2	1,600,000
Other materials	7,000	10	280,000
Total Purchases			**3,600,000**

5.5 Production Overheads

Production overheads covers costs such as utilities for water and electricity, postage and telephone, maintenance and other costs directly associated with production. Table 5.3 shows production overheads amounting to US$ 32,600 per month that is US$ 391,200 per year.

Table 5.3: Production Overheads (US$)

Item	Monthly Expenses	Annual Costs
Postage& Telephone	300	3,600
Electricity bills	12,000	144,000
Water bills	300	3,600
Fuel &Lubricants	15,000	180,000
Maintenance Costs	4,000	48,000

Others	1,000	12,000
Total Costs	**32,600**	**391,200**

5.6 Total production Cost

The estimated total production cost is US$ 4,696,200 per annum as shown in Table 5.4 below. The raw materials are purchased 4 times a year, thus materials per consignment amounts to US$ 90,000, therefore annual cost is US$ 3,600,000. The costs labour and production overheads are calculated on monthly basis.

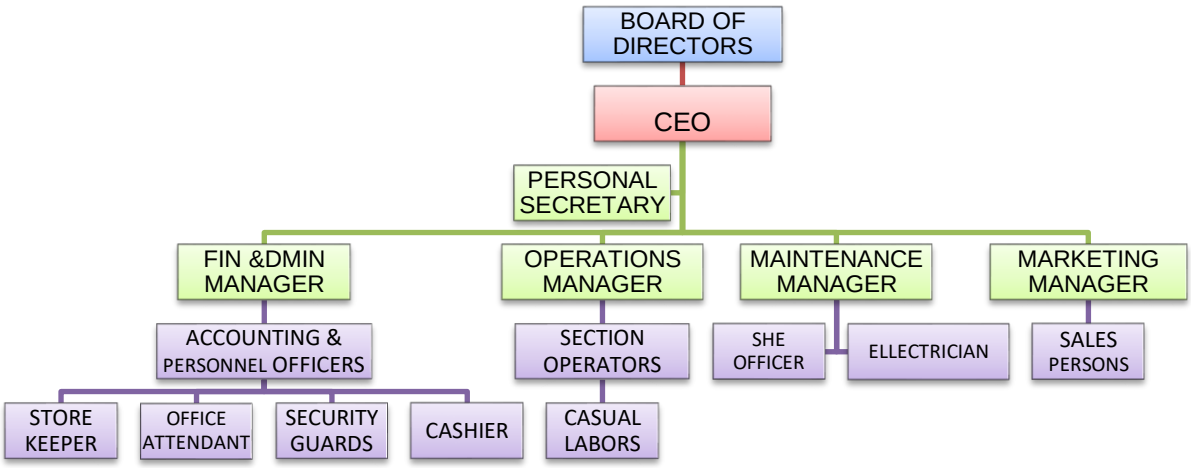
Table 5.4: Total Production Cost (US$)

Item	Cost per month/Consignment	Estimated Annual Cost
Raw materials	900,000	3,600,000
Direct labour	58,750	705,000
Production Overheads	32,600	391,200
Total Costs		**4,696,200**

6.0 MANAGEMENT PLAN

The management structure of **GBP Gas Limited** will be headed by the CEO who shall be overseeing all company's operations on daily basis. The Operations Manager shall be responsible for day-to-day production and operations and manage all staff under his/her line. The Finance and Administrative Manager shall be responsible for all administrative duties and finances and supervises all personnel under his/her line; The Marketing Manager shall be responsible for daily operations, sales and engaging casual workers at different levels when needed. The engineering and maintenance manager shall be responsible for technical issues of the plant. The following figure illustrates the organisation structure of the company.

Figure 6.1: Organization Chart



7.0 FINANCIAL PLAN

7.1 Financial Assumption

Several assumptions were made and considered in the preparation of this financial plan and projection. The assumptions are based on professional judgment, economic trends and current financial market environment. These are as noted below;

(i) The focus market shall be domestic market through wholesalers, retailers, direct sales and later to other countries through exports;

(ii) All sales will take place throughout the month and billing will be done at the end of the month;

(iii) The annual sales is projected to grow by 5% per annum;

(iv) Depreciation will be charged on straight line method to allocate the cost of each value over its estimated useful life. The rates to be used are as follows;

(a) Buildings 5%

(b) Furniture & Fittings 10%

(c) Equipment 10%

(d) Motor vehicles 20%

The financial assumptions will also include issues on credit sales, payments of interest rates, taxes and other levies. From the beginning, we recognize that payment terms and hence collection days are critical, but not a factor we can influence easily. At least we are planning on the problem, and dealing with it. Interest rates, tax rates, and personnel burden are based on conservative assumptions. Some of the more important underlying assumptions are:

- We assume a strong economy, without major recession.
- We assume, of course, that there are no unforeseen changes in economic policy to make our service immediately obsolete or unwanted.
- We assume an inflation rate of 5% yearly.
- Maintenance costs 5% of Property Plant and Equipment
- Corporate tax is 30% of Net Income

7.2 Sources of Funds

The project financing shall come from owners' equity. The owners have already committed some funds into the project used for land acquisition and preliminary costs of the project.

7.3 Profitability Analysis

The project profitability analysis indicates that the project will be able to generate substantial amounts of profits throughout the project, table 7.1 summarizes the profit analysis for 5 years.

Table 7.1: Profit Projections (US$)

Year	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEARS 5
Sales	9,900,000	10,395,000	10,914,750	11,460,488	12,033,512
Total production cost	4,696,200	4,931,010	5,177,561	5,436,439	5,708,260
Profit Margin (Loss)	**5,203,800**	**5,463,990**	**5,737,190**	**6,024,049**	**6,325,251**

7.3 Operating Expenses

The following table shows the projected operating costs for five years. All expenses reflect an annual inflation rate of 5% annually.

Table 7.2 Operating Expenses

Expenses	Year 1	Year 2	Year 3	Year 4	Year 5
Marketing expenses	21,000	22,050	23,153	24,310	25,526
Bank Charges	522	548	576	604	634
Insurance	880,164	836,156	794,348	754,631	716,899
Office expenses	10,045	10,547	11,075	11,628	12,210
Permits and Licenses	2,435	2,557	2,685	2,819	2,960
Vehicle expenses	103,480	108,654	114,087	119,791	125,781
Professional fees	22,608	23,738	24,925	26,172	27,480
Provisional for bad & doubtful debts	213,670	224,354	235,571	247,350	259,717
Depreciations	3,300,615	2,805,523	2,384,694	2,026,990	1,722,942
Miscellaneous expenses	22,100	23,205	24,365	25,584	26,863
Total	**4,576,639**	**4,057,332**	**3,615,478**	**3,239,878**	**2,921,011**

7.4 The Projected Income Statements

The Projected income statements for five years indicate that the project shall be able to generate substantial amounts of profits as detailed below.

Table 7.3 Projected Income Statements for five years

Description	Year 1	Year 2	Year 3	Year 4	Year 5
	US$	US$	US$	US$	US$
Sales	9,900,000	10,395,000	10,914,750	11,460,488	12,033,512
Less: Cost of sales	4,696,200	4,931,010	5,177,561	5,436,439	5,708,260
Gross Profit	**5,203,800**	**5,463,990**	**5,737,190**	**6,024,049**	**6,325,251**
Less Operating Expenses	4,576,639	4,057,332	3,615,478	3,239,878	2,921,011

Earnings before Interest and Tax (EBIT)	*627,161*	*1,406,658*	*2,121,712*	*2,784,171*	*3,404,240*
Less Loan interest	0	0	0	0	0
Earnings Before Tax	*627,161*	*1,406,658*	*2,121,712*	*2,784,171*	*3,404,240*
Less TAX 30%	188,148	421,998	636,513	835,251	1,021,272
NET PROFIT/ (Loss)	**439,013**	**984,661**	**1,485,198**	**1,948,920**	**2,382,968**
Dividend 30%	131,704	295,398	445,559	584,676	714,890
Retained Earnings	**307,309**	**689,263**	**1,039,639**	**1,364,244**	**1,668,078**

7.5 Projected Balance Sheet

The Projected balance sheet for five years indicates the capacity of the project to finance its operations throughout the projected period as shown in Table 7.4.

Table 7.4 Projected Balance Sheet for Five Years

DESCRIPTIONS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	US$	US$	US$	US$	US$
NON-CURRENT ASSETS					
Land& Buildings	4,414,103	4,193,397	3,972,692	3,751,987	3,531,282
Machinery &Equipment	17,265,000	14,250,090	11,235,180	8,220,270	5,205,361
Motor vehicles	325,000	260,000	195,000	130,000	65,000
Total Non-Current Assets	**22,004,103**	**18,703,488**	**15,402,873**	**12,102,258**	**8,801,643**
Stocks	277,750	358,440	359,284	352,500	453,100
Debtors & Prepayments	69,750	40,950	41,500	45,400	36,700
Cash and Bank balance	425,000	420,096	556,000	535,000	645,000
Total Current Assets	**772,500**	**819,486**	**956,784**	**932,900**	**1,134,800**
TOTAL ASSETS	**22,776,603**	**19,522,974**	**16,359,657**	**13,035,158**	**9,936,443**
Share Capital	427,350	427,350	427,350	427,350	427,350
Additions	20,341,295	16,607,061	13,139,068	9,599,164	5,983,315
Retained Earnings	**307,309**	**689,263**	**1,039,639**	**1,364,244**	**1,668,078**
Total Equity	**21,075,954**	**17,723,674**	**14,606,057**	**11,390,758**	**8,078,743**
Bank loan	-	-	-	0	0
Total Non-Current Liability	0	0	0	0	0
Trade Creditors and Accruals	1,512,500	1,614,300	1,617,600	1,512,400	1,513,700
Taxation	188,148	185,000	136,000	132,000	344,000
Total Current Liabilities	**1,700,648**	**1,799,300**	**1,753,600**	**1,644,400**	**1,857,700**
Total Liability & Equity	**22,776,603**	**19,522,974**	**16,359,657**	**13,035,158**	**9,936,443**

7.6 Projected Cash Flows

The projected cash flows for five years indicates that the project shall be able to maintain sufficient cash required to meet all operational needs as shown in Table 7.5.

Table 7.5 Cash Flow Projections for Five Years

DESCRIPTIONS	Year 1	Year 2	Year 3	Year 4	Year 5
	US$	US$	US$	US$	US$
Cash from operations:					
Profits before tax	627,161	1,406,658	2,121,712	2,784,171	3,404,240
Adjustments for non-cash items:					
Depreciations	-3,300,615	-2,805,523	-2,384,694	-2,026,990	-1,722,942
Change in Working Capital:					
Receivables	-69,750	-40,950	-41,500	-87,400	-36,700
Trade payables & Accruals	1,700,648	1,799,300	1,753,600	1,644,400	1,857,700
Total	**-1,042,556**	**359,486**	**1,449,117**	**2,314,181**	**3,502,299**
Tax payments	-188,148	-421,998	-636,513	-835,251	-1,021,272
Total Cash Inflow from Operating Activities	**-1,230,704**	**-62,512**	**812,604**	**1,478,929**	**2,481,027**
Cash from investing activities:					
Purchase of property, plant & equipment	-22,004,103				
Net Cash Outflow From Investing Activities	**-23,234,807**	**-62,512**	**812,604**	**1,478,929**	**2,481,027**
Cash from financing activities:					
Dividends	-131,704	-295,398	-445,559	-584,676	-714,890
Change in cash & cash equivalent	**-23,366,510**	**-357,910**	**367,044**	**894,253**	**1,766,136**
Beginning Cash Balance	**307,298**	**125,000**	**120,096**	**156,000**	**135,000**
Ending Cash Balance	***425,000***	***420,096***	***556,000***	***535,000***	***645,000***

7.7 Break-even Analysis

A **break-even analysis** is a financial tool which helps to determine at what stage a company, or a new service or a product, will be profitable. In other words, it's a financial calculation for determining the number of products or services a company should sell to cover its costs (particularly fixed costs). Break-even analysis (or break-even point) was calculated to determine how much of a good or service need to be sold in order to cover the total fixed costs. Table 7.6 indicates the break-even analysis.

Obtained as; *Break-even analysis in units = fixed costs / (sales price per unit – variable cost per unit)*

Table 7.6: Break-Even Analysis

Description	Unit	Value
Total Sales in year 1	US$	9,900,000
Total Volume in Year 1	Litres	550,000
Sales/per unit	US$	18
Fixed cost	US$	22,004,103
Variable cost	US$	4,305,000
Variable cost/unit	US$	7.83
Beak-even units	Litres	2,163,048.51
Break-even sales	**US$**	**38,934,873.16**

The financial analysis indicates that the break-even point will be reached within the second year and the project will start making substantial profits in the following years. The break-even sale is US$ 38,934,873.16 which could be realised in the third year year of the project.

7.8 Internal Rate of Return (IRR%)

The proposed project is expected to have an IRR of **30.27%** over its projected operational period of five years. This IRR is much higher than the cost of the borrowed

funds from financial institutions. This implies even with borrowed funds the project is an attractive investment proposition.

Table 7.7: Projected results

Item	Value
Total investment (US$)	22,004,103
Payback period	3 years; 9 months
IRR	30.27%
Break-even revenue (US$)	1,974,794.65

8.0 ECONOMIC ASPECTS

8.1 National economic and social Benefits

The economic and social impact of establishing the proposed project to Tanzania is expected to be positive. This positive impact is expected to be direct and indirect as explained below:

(i) Direct economic impact

Direct positive economic impact is expected to come from three factors, namely,

(a) Tax payments to the government

(b) Foreign currency savings,

(c) Employment opportunities generation; 116 direct jobs expected to be created (112 locals and 4 Foreigners).

(d) Technology transfer.

(ii) Indirect economic (job creation)

In addition to the direct employment opportunities that the proposed project is expected to generate, its operations are expected to boost operations of their distributers and suppliers of goods/services that the project will need to sustain its operations. With the increase in the activities of these suppliers, there is great

likelihood that the increase will create additional employment opportunities in their businesses.

(iii) Corporate Social Responsibility

The project is also expected to operate as a responsible corporate citizen by fulfilling some of its corporate responsibilities such as assisting some of the disadvantage communities by way of donations, starting from the communities living near the factory.

9.0 CONCLUSION

The financial analysis in this plan indicates a positive growth and ability of the project to recover initial investments and make substantial profits in the successive years. The objectives indicated in this plan are likely to me met; hence it is feasible undertaking this project. In addition, the community where the project will operate is likely to benefit from employment created through provision of locally made LPG products and other related products at a reasonable price and thus create more indirect jobs to all stakeholders engaged in the purchase and sell of company's products. The project is also expected to benefit the society through social corporate responsibility activities of the company; and most importantly; the government will get taxes from the project and help to contribute to countries economic growth strategies.

9.1 Recommendation

We are highly encouraged to undertake this project, due to the fact that it has proven to have great potentials of meeting the locally available demand and foreign markets as well. The financial analysis also shows a significant contribution of the to the country's economic activities through employment creation and raising tax revenues to the government. Various stakeholders both from the public and private sector are highly requested to support this project at whatever capacity that may make this project a success**.**

GBP GAS LIMITED

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CAPITAL GOODS LIST/ DEEMED CAPITAL GOODS LIST **TIN NO. 152-222-173**

LIQUIFIED PETROELUM GAS TERMINAL PROJECT

SNO.	ITEM NAME	UNIT OF MEASUREMENT	HS CODE	QUANTITY	ITEM GROUP
1	Shell & Crown Material of Horton Sphere.	KGM	731100000000	1,400,000	Plant & Machinery
2	Column Base & Rubbing Plate.	KGM	400819000000	120,000	Plant & Machinery

3	Hoton Sphere Nozzles and flanges.	NUMBER	730721000000	122,500	Plant & Machinery
4	Hardwares for Horton Sphere.	NUMBER	731813000000	400	Plant & Machinery
5	Spiral Wound Metallic Gasket	NUMBER	848410000000	250	Plant & Machinery
6	Manhole Davit Arm	NUMBER	847989000000	170	Plant & Machinery
7	Steel Structure	KGM	731100000000	2,100,000	Plant & Machinery
8	Safety Fittings Valves	NUMBER	848140000000	7,000	Plant & Machinery
9	Pressure Gauges	NUMBER	902620000000	2,300	Plant & Machinery
10	Sprinkler SYSTEM	NUMBER	842490000000	2,500	Plant & Machinery

11	Copper Jumpers	NUMBER	853649000000	8	Plant & Machinery
12	Electrical Transformer 200 KVA	NUMBER	850421000000	15	Equipment
13	Diesel Generator 300 KVA	NUMBER	850421000000	5	Equipment
14	Power Factor Control Panel.	NUMBER	853720000000	10	Equipment
15	Process Motor Control Centre	NUMBER	903180000000	10	Equipment
16	Process Distribution Board	NUMBER	853710000000	5	Plant & Machinery
17	Light Distribution Board. And Power Distribution Board	NUMBER	853720000000	15	Plant & Machinery
18	UPS Panel 5 KVA	NUMBER	850490000000	36	Plant & Machinery

19	PLC Panel	NUMBER	853710000000	15	Plant & Machinery
20	High Mast Tower	NUMBER	730890990000	14	Equipment
21	Flame Proof Lights	NUMBER	940510000000	200	Plant & Machinery
22	Lightning Arrestor	NUMBER	853540000000	10	Plant & Machinery
23	Power Cables	METER	854449000000	20,000	Equipment
24	Cable Trays	METER	730890900000	200	Equipment
25	Operator station As HMI	METER	847130100000	20	Plant & Machinery
26	Flame Proof ON/OFF Switches	NUMBER	853720000000	100	Plant & Machinery

27	**Earthing System.**	**NUMBER**	**854370000000**	**10**	**Plant & Machinery**
28	**Fire Fighting Panel**	**NUMBER**	**853710000000**	**10**	**Plant & Machinery**
29	**FLP Junction Box**	**NUMBER**	**853690300000**	**20**	**Plant & Machinery**
30	**Batch Controller system for Truck Loading Automation**	**NUMBER**	**903289000000**	**20**	**Plant & Machinery**
31	**Diesel Engine Driven Main Fire Fighting Pump.**	**NUMBER**	**841370100000**	**15**	**Equipment**
32	**Electrical Pump Driven Jockey Pump**	**NUMBER**	**841311000000**	**15**	**Equipment**
33	**Mather & Platt**	**NUMBER**	**8413 70100000**	**8**	**Plant & Machinery**
34	**Water monitors**	**NUMBER**	**842420000000**	**10**	**Equipment**

35	Line Air Recievers and associated structures	NUMBER	731100200000	18	Plant & Machinery
36	Portable Fire Extinguishers DCP Type	NUMBER	842410000000	36	Equipment
37	Fire Extinguisher Trolley Mounted CO2 Type	NUMBER	842410000000	36	Equipment
38	Strainers	NUMBER	842121900000	125	Plant & Machinery
39	Nominal Bore	NUMBER	842121900000	75	Plant & Machinery
40	Quardzoid Bulb	NUMBER	842489900000	5,000	Plant & Machinery
41	Level Transmitter for Fire Water Tank	NUMBER	902610000000	8	Equipment
42	Fire Water Storage Tank Cone Roof Vertical	KGM	842489900000	500,000	Equipment

43	Leak Detection sensors	SET	902710000000	5	Plant & Machinery
44	LPG Bottling Pump	NUMBER	841381900000	15	Plant & Machinery
45	Combi Pump in Segmental Design	NUMBER	841381900000	5	Plant & Machinery
46	Truck Loading Pump Model	NUMBER	841391000000	6	Plant & Machinery
47	LPG Unloading Compressor	NUMBER	841480900000	15	Equipment
48	LPG Unloading Arm	NUMBER	842890900000	25	Plant & Machinery
49	Mass Flow Meter	NUMBER	902610000000	10	Plant & Machinery
50	Cathodic Protection System	NUMBER	903090000000	10	Plant & Machinery

51	Monolithic Isolation Joints Seamless	NUMBER	854790900000	10	Plant & Machinery
52	Seamless pipe	METER	732112000000	12,000	Plant & Machinery
53	Air Compressor	NUMBER	841480900000	60	Plant & Machinery
54	Filters	NUMBER	842139200000	100	Plant & Machinery
55	PU-4 Fitting	NUMBER	841290900000	75	Plant & Machinery
56	PU-4 Tube	NUMBER	391729900000	900	Plant & Machinery
57	Pneumatic Piping	METER	846792000000	1,500	Plant & Machinery
58	Steel Structural Material	KGM	730890990000	20,000	Plant & Machinery

59	Prefabricated LPG Bullet	KGM	731100000000	1,300,000	Plant & Machinery
60	Half CPLG Class 6000 various sizes	NUMBER	730700000000	300	Plant & Machinery
61	Mass Flow Meter Coriolis	NUMBER	902620000000	140	Equipment
62	Earthing GI Strip	METER	721200000000	500	Plant & Machinery
63	Copper Strip	METER	740900000000	1,000	Plant & Machinery
64	10mm Dia x 40mm Long.	NUMBER	740710300000	300	Plant & Machinery
65	8mm Dia x 25mm Long.	NUMBER	740710300000	300	Plant & Machinery
66	Fire hydrant single head	NUMBER	848190000000	150	Plant & Machinery

67	Canvas hose roles with coupling	NUMBER	590900000000	150	Plant & Machinery
68	Hydrant box (Single)	NUMBER	391739900000	300	Plant & Machinery
69	Water Monitor 80 mm NB.	NUMBER	842420000000	300	Plant & Machinery
70	16 Kgs DCP Type Fire Extinguisher	NUMBER	842410000000	150	Plant & Machinery
71	Sand Bucket	NUMBER	842490000000	200	Equipment
72	MCC Panel	NUMBER	853890000000	220	Plant & Machinery
73	FLP Lights 125 W HPMV	NUMBER	853890000000	400	Plant & Machinery
74	FLP Junction Box	NUMBER	853890000000	250	Plant & Machinery

75	ET Plug	NUMBER	853890000000	300	Plant & Machinery
76	Non Flp PVC Glands	NUMBER	853890000000	100	Plant & Machinery
77	Z Bracket	NUMBER	730890900000	200	Plant & Machinery
78	STUD 193 Grade B7 with Two Nut 2H various sizes	NUMBER	731815000000	2,000	Plant & Machinery
79	SS Spiral Wound Gasket	NUMBER	848410000000	500	Plant & Machinery
80	U Clamp 8 mm Thickness various sizes	NUMBER	731819000000	1,500	Plant & Machinery
81	ISMC Channel	METER	721610000000	350	Plant & Machinery
82	Angle	METER	721610000000	300	Plant & Machinery

83	Flat -Toe Guard	METER	721119000000	500	Plant & Machinery
84	MS Steel Plate as per IS 2062 For Structural Base Plate.	KGM	720810000000	300	Plant & Machinery
85	Zinc Phospahte Primer	LTRS	320890000000	1,200	Building materials
86	Thinner For Zinc Phosphate Primer	LTRS	381400100000	1,200	Building materials
87	Epoxy	LTRS	320890000000	2,750	Building materials
88	Welding Rectifier 300 Amps.	NUMBER	851539900000	115	Equipment
89	Welding Holder 400Amps	NUMBER	851529000000	120	Equipment
90	Welding electrode	NUMBER	831110000000	50	Equipment

91	Black Glass	NUMBER	700729000000	175	Equipment
92	Filler Wire	KGM	831120000000	75	Equipment
93	Complete Argon Welding Set for Air cooled Machine	NUMBER	846800000000	25	Equipment
94	Tungsten	NUMBER	831190000000	50	Equipment
95	Coilet	NUMBER	851519000000	10	Plant & Machinery
96	Back Cap	NUMBER	851590000000	12	Plant & Machinery
97	Argon Regulator	NUMBER	903290000000	20	Plant & Machinery
98	Hose Fixing Clamps	NUMBER	732690200000	110	Plant & Machinery

99	Grinding Machine 5"dia Bosh Make	NUMBER	846721000000	20	Plant & Machinery
100	Armature	NUMBER	850490000000	20	Plant & Machinery
101	Cutting Wheel 14"Dia	NUMBER	680122100000	120	Plant & Machinery
102	Hydraulic Testing Pump	NUMBER	850140100000	15	Equipment
103	Spirit Level Small	NUMBER	901590000000	20	Equipment
104	Line Dori one Bundle	NUMBER	392690900000	50	Plant & Machinery
105	Double Ended Open Jaw Wrench as Per IS 2028 various sizes	NUMBER	820412000000	100	Equipment
106	Flange Joints 300	NUMBER	730721000000	1,000	Plant & Machinery

107	Chain Conveyor Along with Drive Units and Anti Jamming Devices	METERS	842839900000	100	Plant & Machinery
108	Roller Conveyor	METERS	842839900000	20	Plant & Machinery
109	Offline Purging Unit	NUMBER	847960000000	5	Plant & Machinery
110	Tabulation Post / Tare Weight Punching	NUMBER	847960000000	5	Plant & Machinery
111	Tangential / Radial Injection Unit	NUMBER	848130000000	5	Plant & Machinery
112	Carousel Frame 12 Head	NUMBER	730890990000	24	Plant & Machinery
113	Electronic Filling Scale	NUMBER	842330000000	100	Plant & Machinery
114	Inline Leak Detector Manual	NUMBER	902710100000	10	Plant & Machinery

115	Offline Electronic Check Scale	NUMBER	842390100000	20	Plant & Machinery
116	Resetting Scale	NUMBER	842390100000	15	Plant & Machinery
117	Power Supply Panel	NUMBER	842390000000	5	Plant & Machinery
118	Leak Detector Manual	NUMBER	902710100000	10	Plant & Machinery
119	Thermo sleeve Sealing Machine	NUMBER	730792100000	15	Plant & Machinery
120	Regulation skid	NUMBER	902620200000	15	Plant & Machinery
121	Production Data Management Software by OEM	NUMBER	847141000000	10	Plant & Machinery
122	Evacuation Pump	NUMBER	842230000000	25	Equipment

123	Manhole	NUMBER	730729000000	20	Plant & Machinery
125	SS Spiral Wound Gasket 300 varous sizes	NUMBER	848410000000	20	Plant & Machinery
126	Thinner For Mastic Primer	LITRES	381400100000	50	Building materials
127	Epoxy Thinner	LITRES	381400100000	100	Building materials
128	Positive Displacement	NUMBER	841311000000	20	Plant & Machinery
129	Vertical, Non Lubricating LPG Compressor Make	NUMBER	841480000000	10	Plant & Machinery
130	Loading/Unloading Smart Hose 2"NB x 4.25m	NUMBER	391733000000	200	Plant & Machinery
131	Loading/Unloading Smart Hose 1"NB x 4.25m	NUMBER	391733000000	200	Plant & Machinery

132	Expansion Bellows for LPG Unloading Pump and Compressor	NUMBER	830790000000	100	Plant & Machinery
133	LPG PRODUCT CS Seamless	METERS	730411000000	5,000	Plant & Machinery
134	HYDRANT & SPRINKER GI Medium Class Piping as per IS 1239	METERS	730419000000	12,000	Plant & Machinery
135	PU-4 Fitting	NUMBER	841290900000	500	Plant & Machinery
136	NB TEE Seamless	NUMBER	730719000000	3,000	Plant & Machinery
137	1/2"NPT 1500 PSIG	NUMBER	730790000000	1,700	Plant & Machinery
138	Level Transmitter Make OPW Probe	NUMBER	902620000000	120	Equipment
139	Mass Flow Meter Coriolis Type	NUMBER	902620000000	100	Equipment

140	Railing Pipe 11/4" NB Class A ERW	METER	730611000000	2,000	Plant & Machinery
141	LPG BOBTAIL TRUCK 5 TONS	NUMBER	870422400000	80	Vehicles
142	TRACTOR TRUCK	NUMBER	870120000000	200	Vehicles
143	LIVE STOCK TRUCK 5 TONS	NUMBER	870422300000	100	Vehicles
144	LIVE STOCK TRUCK 10 TONS	NUMBER	870422300000	100	Vehicles
145	FLEXIBLE MARINE HOSE	METERS		1,600	Plant & Machinery
146	Delivery Truck	NUMBER		200	Vehicle
147	Trailer	NUMBER		200	Vehicle

148	Tanker Truck	NUMBER		100	Vehicle
149	Staff Bus	NUMBER		5	Vehicle
150	Canter	NUMBER		30	Vehicle
151	Station Wagon	NUMBER		5	Vehicle
152	Pick up – Double Cabin	NUMBER		10	Vehicle
153	Pick up – Single Cabin	NUMBER		10	Vehicle
154	Hard Top	NUMBER		5	Vehicle
155	Saloon Car	NUMBER		10	Vehicle

156	Tractor Unit	NUMBER		100	Vehicle
157	Tipper truck	NUMBER		50	Vehicle
158	Full Container Reach Staker	NUMBER		5	Plant & Machinery
159	Empty Container Handler	NUMBER		5	Plant & Machinery
160	Mobile Crain truck	NUMBER		9	Plant & Machinery
161	Fork Lift	NUMBER		25	Plant & Machinery
162	Truck Loader	NUMBER		10	Plant & Machinery
163	Backhoe Loader truck	NUMBER		10	Plant & Machinery

164	Bull Dozer	NUMBER		10	Plant & Machinery
165	Ripper tractor	NUMBER		10	Plant & Machinery
166	Wheel Rollers	NUMBER		10	Plant & Machinery
167	Fire Bridgade	NUMBER		5	Vehicle
168	Fire Engine	NUMBER		4	Plant & Machinery
169	Jockey Pump	NUMBER		8	Plant & Machinery
170	Sprinkling System	SET		5	Plant & Machinery
171	Fire Extinguishers	NUMBER		300	Equipment

172	Fire Alarm System	SET		6	Equipment
173	Fire Hose Reel (15mtr & 30mtr)	NUMBER		150	Plant & Machinery
174	Fire Hydrant Nozzle	NUMBER		250	Equipment
175	Generator 100 to 380 KVA	NUMBER		20	Equipment
176	Generator 15 to 50 KVA	NUMBER		25	Equipment
177	Electrical panel	NUMBER		15	Equipment
178	Armored Cable	METERS		4,000	Equipment
179	Transformer	NUMBER		8	Equipment

180	Air Compressor	NUMBER		10*150 MT	Equipment
181	Weighing Scale	NUMBER		72	Equipment
182	Weigh Bridge	NUMBER		5	Plant & Machinery
183	Air Conditioner	NUMBER		30	Equipment
184	Office Furniture	NUMBER		2000	Equipment
185	Marble Tiles	COTONS		5000	Building materials
186	Cement	TONS		5000	Building materials
187	ELBOWS	NUMBER	73072200	3000	Plant & Machinery

188	CHECK VALVES	NUMBER	84813000	1000	Plant & Machinery
189	TRANSMITTERS WITH DISPLAY	NUMBER		100	Plant & Machinery
190	BALL VALVES	NUMBER	84811000	3,000	Plant & Machinery
191	SINGLE HYDRANT VALVE	NUMBER	84811000	3,000	Plant & Machinery
192	ERW PIPES	METRICS	73041100	10000	Plant & Machinery
193	BUTTERFLY VALVES	NUMBER	84811000	3,000	Plant & Machinery
194	GATE VALVES	NUMBER	84811000	3,000	Plant & Machinery
195	AMBULANCE	NUMBER	87039010	2	Vehicles

196	STEEL BARS	KGM	72131000	1,000,000	Plant & Machinery
197	HOSE PIPE	METER	39173100	500	Plant & Machinery
198	HOLLOW STUCTURE	KGM		500,000	Plant & Machinery
199	CHECKER PLATES	KGM		500,000	Plant & Machinery
200	H-BEAMS	KGM		500,000	Plant & Machinery
201	FILTERATION	SET		3	Equipment
202	FLOATING ROOF/ BLANKET	SET		3	Plant & Machinery
203	TOP SUCTION LOADING	SET		3	Plant & Machinery