

ALGAWHARA LIMITED

BUSINESS PLAN FOR NEXT FIVE YEARS TO 2029

Business Plan

Algawhara Ltd

1. Executive Summary

Algawhara Ltd, established in 2020 and headquartered in Dar es Salaam, Tanzania, is a fast-growing manufacturer of premium polypropylene (PP) mats. With increasing production capacity and a robust supply network, we currently serve both the Tanzanian and Rwandan markets. Our goal is to become the leading synthetic mat manufacturer in East Africa through operational modernization and full automation.

We are committed to sustainable growth, quality products, and expanding our market footprint across the region.

2. Company Overview

- Company Name: Algawhara Ltd
- Head Office: Plot 88-89, Vingunguti Industrial Area, Dar es Salaam, Tanzania
- Year Established: 2020
- Number of Employees:
 - 155 Local Staff
 - 16 Expatriates
- Industry: Manufacturing – Plastics/Textiles
- Primary Product: Polypropylene (PP) Floor Mats

Algawhara Ltd is a privately owned company that prioritizes local employment, quality manufacturing, and sustainable growth. Our production facility is strategically located to optimize logistics across East Africa.

3. Products and Production

Our core product is polypropylene (PP) floor mats, manufactured using a combination of extrusion and weaving technologies. We are in the process of a three-phase modernization project to transition from semi-mechanical to fully computerized weaving systems.

Production Overview

- Current Output: 160 tons of finished mats per month
- Short-Term Target (2025): 200 tons/month
- Long-Term Goal (2026): 300 tons/month

Below is financial expectation as a result in output expansion plan. Amount in millions.

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Manufacturing Technology

- Extrusion: Produces PP sticks from raw polypropylene
- Weaving: Currently semi-mechanical, transitioning to computerized looms
- Upgrade Phases:
 - Phase 1 complete: 6 advanced computerized weaving machines installed
 - Phases 2 & 3 scheduled for completion by the end of 2026

4. Raw Materials and Markets

Raw Materials Composition

- Polypropylene (Virgin & Recycled): 87% – locally sourced
- Polypropylene Yarn: 12% – imported
- Masterbatch (Color Additive): 1% – imported

We maintain long-term supplier relationships to ensure a stable and cost-effective supply chain.

Target Markets

- Geographic Reach: Tanzania and Rwanda
- Customer Segments:
 - Distributors and wholesalers
 - Retail chains
 - Government and institutional buyers

Competitive Advantages

- High and consistent product quality
- Investment in automation and skilled labor
- Reliable local and international raw material supply chain
- Commitment to sustainable and scalable production

5. Business Objectives

Short-Term Objectives (2025)

- Increase monthly production to 200 tons
- Complete staff training for computerized weaving systems
- Improve production efficiency and reduce downtime

	AUDITED	MANAGEMENT	PROJECTION
	DEC 2023	DEC 2024	DEC 2025
	TSHS	TSHS	TSHS
Revenue	3,326,181,626	5,873,724,749	6,167,410,986
Cost of Sales	2,774,886,304	4,995,037,097	5,244,788,952
Gross Margin	551,295,322	878,687,652	922,622,035

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Mid-Term Objectives (By End of 2026)

- Achieve full production capacity of 300 tons/month
- Complete automation of the weaving process
- Expand distribution into new East African markets, including:
 - Kenya
 - Uganda

	AUDITED	MANAGEMENT	PROJECTION	PROJECTION
	DEC 2023	DEC 2024	DEC 2025	DEC 2026
	TSHS	TSHS	TSHS	TSHS
Revenue	3,326,181,626	5,873,724,749	6,167,410,986	6,784,152,085
Cost of Sales	2,774,886,304	4,995,037,097	5,244,788,952	5,769,267,847
Gross Margin	551,295,322	878,687,652	922,622,035	1,014,884,238

Our business strategy is focused on maximizing efficiency, expanding market reach, and reinforcing our brand as a leading producer of synthetic mats in East Africa.

Below is a financial projection for the next five years as expected to grow .

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ALGAWHARA LIMITED							
Profit & Loss A/c for the period ending 31 Dec year							
	AUDITED	MANAGEMENT	PROJECTION	PROJECTION	PROJECTION	PROJECTION	PROJECTION
	2023	2024	2025	2026	2027	2028	2029
	TSHS	TSHS	TSHS	TSHS	TSHS	TSHS	TSHS
Revenue	3,326,181,626	5,873,724,749	6,167,410,986	6,784,152,085	7,123,359,689	7,479,527,674	7,853,504,058
Cost of Sales	2,774,886,304	4,995,037,097	5,244,788,952	5,769,267,847	6,057,731,239	6,360,617,801	6,678,648,691
Gross Margin	551,295,322	878,687,652	922,622,035	1,014,884,238	1,065,628,450	1,118,909,872	1,174,855,366
Other Income							
Operating Income	551,295,322	878,687,652	922,622,035	1,014,884,238	1,065,628,450	1,118,909,872	1,174,855,366
Admin expenses	424,719,194	476,165,668	499,973,951	549,971,347	577,469,914	606,343,410	636,660,580
Selling and Distribution	0	68,455,110	71,877,866	79,065,652	83,018,935	87,169,881	91,528,375
Financial Charges	-3,353,269	90,021,283	94,522,347	103,974,582	109,173,311	114,631,977	120,363,575
Operating Expenses	421,365,925	634,642,061	666,374,164	733,011,580	769,662,159	808,145,267	848,552,531
Total Operating Profit	129,929,397	244,045,591	256,247,871	281,872,658	295,966,290	310,764,605	326,302,835
Profit before tax	129,929,397	244,045,591	256,247,871	281,872,658	295,966,290	310,764,605	326,302,835
Taxation	38,978,819	73,213,677	76,874,361	84,561,797	88,789,887	93,229,381	97,890,850
Profit after tax	90,950,578	170,831,914	179,373,510	197,310,861	207,176,404	217,535,224	228,411,985

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ALGAWHARA LIMITED Balance Sheet as at 31 Dec of year

	AUDITED	MANAGEMENT	PROJECTION	PROJECTION	PROJECTION	PROJECTION	PROJECTION
	2023	2024	2025	2026	2027	2028	2029
	TSHS	TSHS	TSHS	TSHS	TSHS	TSHS	TSHS
Capital & Liabilities							
Ordinary share capital	809,703,484	809,703,484	809,703,484	809,703,484	809,703,484	809,703,484	809,703,484
Retained earnings	205,353,608	376,185,522	547,017,436	726,390,946	923,701,806	1,130,878,210	1,348,413,434
	1,015,057,092	1,185,889,006	1,356,720,920	1,536,094,430	1,733,405,290	1,940,581,694	2,158,116,918
Non-current liabilities							
Term Loan	-	-	935,000,000	700,000,000	500,000,000	300,000,000	200,000,000
	-	-	935,000,000	700,000,000	500,000,000	300,000,000	200,000,000
Current liabilities							
Trade & Other Payables	609,712,051	1,130,680,513	791,476,359	799,391,123	807,385,034	815,458,884	823,613,473
Current tax	27,745,891	169,145,850	170,837,309	172,545,682	174,271,138	176,013,850	177,773,988
Overdraft	-	-	740,000,000	895,400,000	904,354,000	913,397,540	922,531,515
Borrowings	-	568,163,526	573,845,161	579,583,613	585,379,449	591,233,243	597,145,576
Provisions and accruals	24,719,433	66,277,249	66,940,021	67,609,422	68,285,516	68,968,371	69,658,055
Total Liabilities	662,177,375	1,934,267,138	3,278,098,850	3,214,529,839	3,039,675,137	2,865,071,889	2,790,722,608
TOTAL EQUITY & LIABILITIES	1,677,234,467	3,120,156,144	4,634,819,770	4,750,624,269	4,773,080,428	4,805,653,583	4,948,839,525
Non-current assets							
Property, plant and equipment	541,129,049	1,701,468,268	2,382,055,575	2,405,876,131	2,429,934,892	2,454,234,241	2,478,776,584
	541,129,049	1,701,468,268	2,382,055,575	2,405,876,131	2,429,934,892	2,454,234,241	2,478,776,584
Current assets							
Inventories	476,756,522	1,057,720,224	1,520,523,130	1,683,728,361	1,700,565,644	1,717,571,301	1,734,747,014
Trade receivables	447,951,724	275,660,213	595,749,163	523,162,955	503,344,501	493,220,297	593,281,907
Other receivables - VAT	112,186,786	-	-	-	-	-	-
Cash and cash equivalents	99,210,386	85,307,439	136,491,902	137,856,821	139,235,390	140,627,744	142,034,021
	1,136,105,418	1,418,687,876	2,252,764,195	2,344,748,138	2,343,145,535	2,351,419,342	2,470,062,942
Total Assets	1,677,234,467	3,120,156,144	4,634,819,770	4,750,624,269	4,773,080,428	4,805,653,583	4,948,839,525