

TEXAS HARDWARE LIMITED

P.O BOX 2647

MWANZA – TANZANIA

BUSINESS PLAN FOR THE NEW TRANSPORTATION
PROJECT.

SUBMITTED TO TANZANIA INVESTMENT CENTER FOR THE
REGISTRATION OF THE NEW PROJECT AND APPLICATION FOR
THE CERTIFICATE OF INCENTIVES.

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TABLE OF CONTENTS.

- 1.0 EXECUTIVE SUMMARY.
- 2.0 INCORPORATION AND HISTORY OF THE COMPANY
- 3.0 SHAREHOLDERS AND DIRECTORS OF THE COMPANY
- 4.0 SHARE CAPITAL
- 5.0 PROJECT ASPECTS
- 6.0 SWOT ANALYSIS
- 7.0 THE PLAN
- 8.0 THE FINANCING PLAN
- 9.0 STRATEGIC OBJECTIVES
- 10.0 OUR SERVICES
- 11.0 TARGETED MARKET
- 12.0 DEMAND / SUPPLY GAP
- 13.0 COMPETITION
- 14.0 MANAGEMENT AND ORGANIZATION
- 15.0 COMPANY LOGISTICS CAPACITY
- 16.0 FINANCIAL PERFORMANCE AND FORECAST
- 17.0 POLICIES AND PROCEDURES
- 18.0 MANAGING RISK
- 19.0 PERSONNEL PLAN
- 20.0 CONCLUSION AND RECOMMENDATION.

TEXAS HARDWARE LIMITED

P.O.BOX 2647

MWANZA - TANZANIA

**BUSINESS PLAN FOR THE ESTABLISHMENT OF THE NEW TRANSPORTATION AND
LOGISTICS PROJECT.**

1.0 EXECUTIVE SUMMARY.

TEXAS HARDWARE LIMITED dealing with Logistic, Transportation Hardware and finishing product is located at Misungwi district in Mwanza City Center. Mwanza city is one of the busiest city in Mwanza due to high population as well as good infrastructure. The company is strategically located in such a way easily accessible by customers in need of hardware and building materials and the demand for transport and Logistics has rapidly increase that TEXAS HARDWARE LIMITED has seen the opportunity for that so as it can provide logistics and transportation solutions for business clients in the multiple routes starting within the country and then expanding to East and Central African countries.

The Company in order to grab the opportunity and solve the problem has decided to open the new project that will specifically deal with Logistics and Transportation of cargos .Whereby we do expect to import brand new 50 Trucks and 50 Trailers , And the project will be financed by the bank loan of Tshs 2,000,000,000/ = from DTB Bank Limited .

2.0 INCORPORATION AND HISTORY OF THE COMPANY

Texas Hardware Limited is a private Company which was incorporated on 28th May 2012 under the Company Act, 2002. The Company took over all the assets and liabilities of formerly registered company under business name (Registration) Cap213 named Texas Hardware limited which was owned and run by Mr. Jonex Joel Kinyonyi.

3.0 SHAREHOLDERS AND DIRECTORS OF THE COMPANY

NO.	NAMES & ADDRESS	SHARES
1	Jonex Joel Kinyonyi P.O. Box 2647 Mwanza	50000
2	Hellen John P.O. Box 2647 Mwanza	8000
3	Betty Jonex P.O. Box 2647 Mwanza	3000

3.1 HISTORICAL BACKGROUND

- **Mr Jonex Joel Kinyonyi**

Mr Jonex Joel Kinyonyi was born in Bukoba district, Kagera region. He was born on 1962 at Ishunju, Ishoju in Bukoba Municipal. He started his primary education and finish on 1978, he was not able to continue with further education because his parents were not able to take him into another level. Jonex Joel decided to manage his life with casual work at

kagera Sugar on 1979. Mr Jonex was able to save his salary. By using the salary he saved he went to Morogoro in 1981 hoping that he can get a better job than the former one, unfortunately he could not get a job as he expected. He decided to go back to his home village. In 1983 Mr Jonex went to Dar - Es - Salaam with his cousin he joined with one of the garage. He struggled with garage work; he was good in mechanics and welding work, being good in mechanics work he joined with brothers engineering in Mwanza. Mr Jonex decided to live in mwanza because it was difficult for him to visit his parents in Bukoba because of the transportation cost. He decided to live in mwanza because it was easy to visit his parents. He continues to be good in mechanics and welding were every customer appreciated his work. By doing so he decided to start his own work with his friend at Mabatini were by the machine he was doing it was not his he was doing the work and sharing with his friend of what he was collecting. At the end he was working harder and sharing with his friend of what he was collecting, because of that he decided to shift into another area. He was able to purchase his own machine and doing his job very well his customers appreciated his work. Mr Jonex Joel Managed to save his Income were he able to purchase Peugeot 404 station wagon on 1988. He was able to employ a taxi driver where he was driving Peugeot 404 station wagon as a tax. Mr Jonex was collecting income from both mechanics and welding also collecting income from tax service. On 1993 he was able to sell his first car Peugeot 404 station wagon and purchased another vehicle Peugeot 504 station wagon and he continued with his business. Because we all know that if you have your own asset you will be taking care of your asset but if you give such asset to another person he won't be taking good care of such asset like his, so Mr Jonex decided to stop with mechanics he started driving his car as a taxi driver were he decided to name his tax as Tax Texas. On 1994 he sold Peugeot 505 station wagon with Tanzanian Shilling Three Million (3,000,000) with such amount he decided to buy another vehicle Toyota Coroner he continued with his business. On the same year he got a Son Jovin Jonex. On 1995 he started building his own house from the income he was collecting from tax. He continued with his work but at the same time he was getting orders from customers of selling cars. He obtained some capital were by he started other business of selling hardware were he applied for a loan from NIC Bank with amount of Tanzanian Shilling Ten Million (10,000,000) after that his working capital was enough to start with his own company

known as J.J Ndyagati Co. Ltd business of selling building materials. 1.] Ntdyagati Co. Ltd was supplying with hardware at Baric Mining. According to the management of J Ndyagati made J.J Ndyagati Co.Ltd to collapsed on 2002 because of poor management of the company. After that Mr Jonex Moved on with small capital, little by little he moved on with selling of building materials (hardware) under sole proprietor Jonex Joel Kinyonyi. On 2002 the proprietor purchased one pickup which was used to distribute items to customers. On 2010 Jonex Joel Kinyonyi purchased one truck on credit from NIC Bank. The business was growing day by day were by Jonex decided to shift from sole proprietor to a Company.

The Company took over all the assets and liabilities of formerly registered company under business name (Registration) Cap213 named Texas Hardware limited which was owned and run by Mr. Jonex Joel Kinyonyi.

- **Hellen John**

Hellen John is the director and shareholder of a company. She was born in Bukoba. She started primary school at kashai primary school and finished in 1989. After she finished primary school she joined with Bukoba secondary school and finished in 1993. She undertaking diploma in accountancy at Collage of Business Education (CBE) in Dar - Es Salaam. In 1996 she was employed by kagera Sugar Co. ltd as a clerk. She worked for two years were by she resigned due to low monthly pay she was paid. She decided to enter into business were by she was buying women and Children clothes from Zanzibar and selling them in Dar - es - salaam and other mainland regions. She used to sell the clothes by peddling them from house to house and around the office. In 2004 she joined Mr. Jonex Joel Kinyonyi in his business of selling hardware, Hellen John is good at handling Customers and Selling.

- **Miss Betty Jonex**

Miss Betty Jonex is the director and shareholder of the Company. She is a manager of IT department. Miss Betty Jonex is holder of bachelor of Computer Science she is also managing and controlling the company's system.

4.0 SHARE CAPITAL.

The total authorized share capital of the company is Tanzanian shillings Tshs 5,000,000,000 / = which is divided into 100,000 Ordinary share valued at Tshs 50,000 / = each and paid up share capital is Tshs 3,050,000,000 / = which is divided into 61,000 Ordinary Shares valued at 50,000 / = per share. All shares have been issued and paid.

4.1 LEGALITY OF THE COMPANY.

Texas Hardware Limited was appointed by Twiga Cement Company vide letter with ref.TPCC / CD / 002/2012 dated 7th August 2012 as agent and distributor of cement in the region of Bukoba, Geita, Kahama, Mwanza and surrounding areas.

- Texas hardware Limited is registered by the Registrar of Companies (BRELA) with Certificate of registration no.91218.
- The company is registered by TRA as taxpayer with TIN number 118-690-265
- The Company is registered with TRA under VAT regime and with certificate of registration number VRN 40-013744-O

5.0: PROJECT ASPECTS:

5.1 : Project location:

The headquartes for the projects will be at Misungwi –Mwanza and will provide the trucking and Transportation management solutions for the business clients in multiple routes within the country regions and later the projects will expand to East and Central African countries. The business will haul freight from suppliers to manufacturer to distributors and retailers, operating with distribution centers, warehouses and wholesalers.

6.0: SWOT ANALYSIS

The company business like any other business has characteristics in terms of strength. Weaknesses, opportunities and threats. These are the features which are normally found in any business.

On the side of **strengths**, the company has been in this business for a quite long time. The company is famous in this area and it has been an advantage over other business people in this area. The company maintains the business records so that, the company can easily control the stocks as well as determining when and how much to order even before stock have been exhausted in the shop. And the company in the hardware business is using its own trucks for transportation so already has an experience for the industry and is using GPS trucking system.

In the case of **weaknesses**, the company has been facing a few problems such as limited number of international drivers and controlling our third part partners.

There are good business **opportunities** are development of industrial and agricultural sectors ,where by we delighted to explore the development of agricultural industry as its expansion means there a lot of material and agricultural products from and to different

Location within the boundaries of our operations also constructions of industries in Tanga and other regions as government emphasizes on industrial revolution that guarantee us with nonstop operations, and reliable infrastructures.

The company business with a big **threats** including availability of competitors, climatic conditions as is so hard to control nature of different geographical locations and political instability and terrorism

7.0: THE PLAN

- Securing financial support for all activities and for the entire years of implementation as for now the Company has already secure fund from DTB Bank Limited.
- Importing 50 Trucks and 50 Trailers.
- Targeting manufacturers in all five major cities of united republic of Tanzania in the first wave of marketing as the segment most in need of trucking's services.
- Recruiting required senior logistics personnel to manage implementation of the activities within the strategy.
- Establishing complete trucking business.
- Establishing a strong soft ware/ web component to the business to drive adoption of our preferred client services.

8.0: THE FINANCING PLAN

The Company is securing Tshs 2,000,000,000= from DTB Bank Limited of which the offer letter has already been granted for the same project ,where the major expenses will include payroll,marketing and promotion,Depreciation,Truck maintainance /repair,rent&utilities,insurance and payroll taxes.

9.0 STRATEGIC OBJECTIVES

9.1 Vision and Mission

Vision.

To become the most reliable logistics service provider within and outside the countries boundaries.

Mission.

The establishment of the project will simplify the distribution of goods for routes within the country regions and East and Central African countries of its operation, becoming their partner in operating efficiently and reliably .We will use the management of logistics ,on time ,accurate

delivery from destination to destination in the entire area of operations ,and partnerships with distribution centers and warehousing businesses to achieve its goals,

9.2: Objectives:

Quantifiable objectives:

- Owing 50 Trucks and 50 Trailers,where by purchasing will be conducted periodically and the fund will be allocated on the purchasing of trucks based on quality ,performance and cost.
- Having professional drivers staffs based on their certificates also developing the training program for drivers so as to increase the knowledge ,experience and skills in order to minimize the risks of accidents and to achieve on time delivery lastly is using of advanced technology in trucking example GPS.
- Holding storage facility.

Non- quantifiable objectives:

- Maximizing customers satisfaction by re engineering the accessibility via internet through emails and websites ,providing the room for feedback ,having regular boards meeting ,establishing the logistics performance scorecard and establishing a blended team delivering logistics outcomes.
- Green purchasing and environment consciousness by offering priority and proper credibility to green logistics ,outsourcing and hiring specialist for vehicle inspections in order to minimize effects of emissions to the environment that in turn will affect people and the atmosphere.

9.3 TIME FRAME FOR THE PROJECT IN IMPLEMENTING STRATEGIC LOGISTICS OBJECTIVES.

NO	STRATEGY	TIME FRAME	IMPLEMENTATION TOOL
1.	Owning 50 Trucks &50 Trailers	February 2022 –january 2023	-Acquiring long term bank loans.
2.	Having professional drivers staff	Within first 3 months of each year in all 5 years	-Recruitment and review of the available drivers. -Training the available drivers.
3	Achieve strong annual revenue	Almost 5 years	-Having better and new trucks -Employee motivation. -Diversification
4.	Holding atleast 3 storage facilities.	Within 3 years at least 1 storage facility at a year.	-Choosing better location. -Proper building of those storage.
5.	Acquisition of inventory management program	At least three first month of initiation of the project	Using the available resources.

10.OUR SERVICES

The so established project will offer the following services for business in multiple routes within country regions and in other countries of operations:

- Pickup and delivery of goods
- Online tracking information detailing the location of all GPS tagged trucks and the status of deliveries including expected arrival times for pick up or delivery.
- Phone support for all customers questions, delivery changes, and scheduling.
- Preferred client services including online accounts ,linking of client order information directly to TEXAS HARDWARE trucking's scheduling software to allow for scam less logistics

11.0 TARGETED MARKET.

The market segment that that the project will cover and serve will be

- Raw Material Suppliers;transporting large amount of raw material within and outside the country.
- Manufacturers;facilitating the distribution of their goods to businesses that specializes in serving one the type of retaile or business.
- Wholesalers /distributors;that serve large retailers assemble truckloads of goods from many manufacturers they serve While they often have their own truck or distribution means some of these firms do not either because they are smaller or because they are smaller or because they attempt to limit their investment in assests .

As to start the project will focus on provision of transportation within the country regions and later will expand to East and Cental African countries.

MARKET ANALYSIS TABLE

POTENTIAL CUSTOMERS	GROWTH	YEAR 1	YEAR2	YEAR 3	YEAR 4	YEAR5	
Raw Materials Suppliers	20%	1500	1800	2100	2400	2500	
Manufacturer	20%	2500	3000	3500	4000	4500	
Wholesalers/distributors	20%	1000	1200	1400	1600	1800	
Total		5000	6000	7000	8000	9000	

12.0 DEMAND / SUPPLY GAP:

Due to the development of agricultural and innovation of different industries the demand for transportation while the supply is still low .So establishment of this project will ensure the flexibility in the transportation and continuously operations of their businesses.

15.0 COMPANY LOGISTICS CAPACITY

1. Storage Capacity with storage of 200,000 bags of Cement & Other Items
2. The company has 125 truck and 135 trailers.
3. The company has a fleet of small cars are used for Company operation within Mwanza and neighboring areas.

16.0 FINANCIAL PERFORMANCE AND FORECAST

16.1 Financial Performance.

The company has recorded impressive financial performance. There large sale volume over the period of six months, sales has doubled compared to previous years and this shows there is positive and encouraging sign that the business will do well in future. The surge in sales has been attributed by excellent and efficient service which has been provided to the customer.

TEXAS HARDWARE LIMITED - FINANCIAL PERFORMANCE

Details / Year	30 th NOVEMBER, 2021	2020	2019
Turnover	46,107,094,410	42,564,182,852	37,436,832,228
Net Profit Before Tax	2,305,354,720	1,538,910,816	3,121,231,694
Profit Margin Ratio	5%	-4%	-8%

The financial performance from year 2019, 2020 and Management Accounts 2021 shows the trend of sales in terms of profit.

17.0: POLICIES AND PROCEDURES:

- Cost reduction policy.
- Green procurement policy.
- Quality initiative policy.

18.MANAGING RISK:

The company has sets its activities in a way that it adapt to change through the following strategies;

- Speculative strategy
- Operational shifting that is being flexible and shift operations from region to region.
- Information sharing will help to anticipate market changes /find new opportunities.
- Regional coordination.
- Political leverage.
- Provisional of escort to our delivery trucks.

19.0: PERSONNEL PLAN:

The project will need more personnel such as Accountant, Logistics/Transport manager, Techicians, Drivers and warehouse manager so as it can operate smoothly and their salary will be determined according to the given salary scale.

EMPLOYEES	NUMBERS	PAYROLL/EMPLOYEE(MONTHLY)
CEO	1	2,000,000/=
GENERAL MANAGER	1	1,500,000/=
SALES/MARKETING MANAGER	1	800,000/=
ACCOUNTANT	1	800,000/=
DRIVERS	51	300,000/=
MECHANICS	15	300,000/=

STATEMENT OF COMPREHENSIVE INCOME PROJECTED FOR 5 YEARS

		Year 1	Year 2	Year 3	Year 4	Year 5
	Notes	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
INCOME						
Revenue From Transport Local		6,151,900	9,240,000	9,270,000	9,054,000	9,240,000
Less Expenditure						
Employment		162,137	361,857	404,782	435,602	493,945
Operating expenses		3,367,299	5,446,807	5,475,556	5,416,254	5,849,118
Financial		477,228	882,691	633,950	81,070	2,322
General Expences		29,862	33,346	35,307	38,739	42,439
Establishments		1,137,034	2,364,742	1,770,684	1,331,987	1,003,568
Total Expenses		5,173,559	9,089,443	8,320,278	7,303,653	7,391,392
Profit / (Loss) Before Tax		978,341	150,557	949,722	1,750,347	1,848,608
Income Tax		293,502	45,167	284,916	525,104	554,582
Net Profit / (Loss) After Tax		684,838	105,390	664,805	1,225,243	1,294,026
TZS '000						
Equity		166,000	166,000	166,000	166,000	166,000
Retained Earnings		684,838	105,390	664,805	1,225,243	1,294,026
Closing		850,838	956,228	1,621,033	2,846,276	4,140,302

Projected Balance Sheet for 5 Years

Texas Hardware limited

Particulars		Year 1	Year 2	Year 3	Year 4	Year 5
ASSETS EMPLOYED	Notes	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
Property, plant and equipments		9,373,100	7,029,825	5,272,369	3,954,277	2,965,708
Current Assets:						
Cash and cash equivalents		8,806	469,354	889,254	307,070	3,059,248
Trade Debtors						
Deposits & Prepayments						
Spareparts						
Advance tax paid						
TOTAL ASSETS		<u>9,381,906</u>	<u>7,499,179</u>	<u>6,161,623</u>	<u>4,261,347</u>	<u>6,024,955</u>
EQUITY AND LIABILITIES						
Equity:						
Share Capital and Retained Earnings		850,838	956,228	1,621,033	2,846,276	4,140,302
Total Equity						
Liabilities:						
Non Current Liabilities						
Term Loan1- (For 2 Bin Inv.Loan) DTB Bank		1,622,138	1,159,908	639,056	-	
Term Loan2- (For 4 Bin Inv.Loan) DTB Bank		3,598,056	2,718,464	1,727,317	-	
Term Loan3- (For 3 Bin Inv.Loan) DTB Bank		3,000,000	2,378,538	1,678,260	-	
Current Liabilities:						
Payables		17,371	240,874	211,041	889,966	1,330,070
Taxation		293,502	45,167	284,916	525,104	554,582
TOTAL EQUITY AND LIABILITIES 2		<u>9,381,906</u>	<u>7,499,180</u>	<u>6,161,623</u>	<u>4,261,346</u>	<u>6,024,955</u>

Projected Cash Flow Statement for 5 years

Particulars	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	TOTAL YR1	TOTAL YR2	TOTAL YR3	TOTAL YR4
	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000	Tshs. '000
Income from Transport	190,000	205,000	210,000	205,100	225,500	661,500	667,500	693,000	649,500	663,000	661,800	1,120,000	9,240,000	9,270,000	9,054,000	9,240,000
Bank Loan	2,000,000					4,000,000						3,200,000				
Collections from Debtors																
Total Inflow	2,190,000	205,000	210,000	205,100	225,500	4,661,500	667,500	693,000	649,500	663,000	661,800	4,320,000	9,240,000	9,270,000	9,054,000	9,240,000
Outflow																
Purchase of stocks																
Motor Vehicle - fuel & Lubricants	87,400	94,300	96,600	94,346	103,730	304,290	307,050	318,780	298,770	304,980	304,428	515,200	4,250,400	4,264,200	4,164,840	4,250,400
Trucks Payments	2,000,000					4,228,623						4,228,623				
Motor Vehicle - Insurance	7,200					15,600						25,600	47,600	44,800	40,750	380,900
Motor Vehicle License	51	53	52	50	52	52	53	54	55	56	57	58	638	643	645	645
Traveling & Accommodation	17,500	12,500	12,500	12,500	12,500	37,500	37,500	37,500	37,500	37,500	37,500	62,500	900,000	901,260	918,912	909,184
Motor Vehicle Ferry & Board fees	1,050	1,205	1,023	1,038	1,038	1,350	1,387	1,396	1,295	1,305	1,349	1,345	21,983	23,809	25,940	26,121
Motor Vehicle - repair & servicing	102	153	145	134	127	193	135	123	183	197	135	129	1,983	1,999	2,590	2,897
Motor Vehicle - spare parts	900	850	951	1,358	923	979	1,049	835	988	989	1,932	1,200	60,000	65,310	76,006	82,007
Motor Vehicle Running Expenses	1,620	1,260	1,720	1,620	1,290	1,760	1,720	1,890	1,850	1,720	1,930	2,826	32,103	33,314	35,563	38,782
Loading & Offloading																
Road Tolls	495	596	529	500	530	1,503	1,610	1,589	1,521	1,515	1,714	1,814	30,000	30,000	30,000	30,000
Other M / Vehicle charges	2,567	2,685	2,684	2,875	2,842	2,914	2,521	2,615	2,645	2,781	2,818	38,912	102,100	110,221	121,008	128,182
Salaries & Wages	5,100	5,100	5,100	5,100	5,100	11,100	11,100	11,100	11,100	11,100	11,100	20,100	281,400	313,560	339,640	369,840
Directors Emoluments	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	30,000	36,000	48,000	60,000
NSSF	510	510	510	510	510	1,110	1,110	1,110	1,110	1,110	1,110	2,010	28,140	31,356	32,964	36,984
WCF	3	3	3	3	3	7	7	7	7	7	7	12	169	188	198	222
SDL	284	284	284	284	284	524	524	524	524	524	524	884	12,456	13,982	15,106	17,194
Staff Uniform	51	53	52	45	40	48	205	47	45	48	49	210	1,102	1,103	1,102	1,105
Staff welfare	421	498	431	423	452	829	412	789	987	675	869	1,523	8,590	8,592	8,593	8,600
Office & Godwan Rent																
Building Repairs & maintenance	150	180	80	250	259	222	293	149	128	126	194	194	2,325	2,412	2,563	2,789
Machinery & Equipment repair & Maintenance	67	86	79	78	91	94	99	80	103	105	98	104	10,206	1,390	1,480	1,570
Repairs & Renewal	328	268	245	326	527	895	218	798	893	847	324	539	8,936	9,426	9,852	10,640
Postage & Telephone	254	260	250	290	260	345	347	357	368	398	398	369	3,987	4,129	4,483	4,585
Water & Electricity	151	162	189	160	172	183	182	159	200	169	146	189	2,199	2,312	2,360	2,411
Legal Fee	102	80	78	90	103	105	107	132	123	162	80	250	1,537	1,867	1,830	1,943
Printing & Stationary	236	145	267	355	254	365	145	245	243	125	243	241	2,954	3,016	3,625	3,953
Consultancy fee	89	96	97	86	97	57	104	98	93	84	97	81	1,302	1,465	1,512	1,642
Security fees	500	500	500	500	500	500	500	500	500	500	500	500	6,600	7,200	8,104	8,809
Accounting & Auditing fees	146	134	138	137	183	135	143	152	139	134	141	123	1,892	1,999	2,023	2,311
Office consumable supplies	137	183	135	143	151	162	189	160	98	84	289	205	2,018	2,169	2,538	2,689
Equipments Hire	94	120	89	83	92	97	99	96	104	151	126	102	1,452	1,232	1,462	1,635
Licences and other taxes	210	291	213	237	231	315	213	121	96	173	198	205	2,803	2,931	3,128	3,842
City Service Levy	57	62	63	62	68	198	200	208	195	199	199	336	2,772	2,781	2,716	2,772
Advertisement Expenses																
Donation & Subscription	10	12	9	12	23	6	12	14	11	10	19	20	180	210	216	212
Staff Travelling & Entertainment	281	126	342	243	241	327	202	239	252	232	215	323	3,650	3,996	4,742	5,635
Bank Charges & Commission	11,989	212	221	182	129	16,142	132	126	138	142	125	16,139	1,921	2,173	2,143	2,322
Interest on Oversdraft																
Loan Repayment 1- (For 28In Inv.Loan) DTB PLC		52,668	52,668	52,668	52,668	52,668	158,003	158,003	158,003	158,003	158,003	158,003	2,844,054.00	2,844,054.00	3,649,550.67	-
Loan Repayment 2- (For 48In Inv.Loan) DTB PLC																
Loan Repayment 3- (For 3.18In Inv.Loan) DTB PLC																
Taxation	15,000			15,000			15,000			15,000			70,000	75,000	80,000	85,000
Total Cash Outflow	2,157,055	177,544	180,247	193,687	187,469	4,683,198	544,571	541,996	522,267	543,276	528,916	5,082,869	8,779,452	8,850,100	9,636,184	6,487,823
Changes for the year	32,945	27,456	29,753	11,413	38,031	(21,698)	122,929	151,004	127,233	119,724	132,884	(762,869)	460,548	419,900	(582,184)	2,752,177
Opening Balance	32,945	60,401	90,154	101,567	139,597	117,900	240,829	391,833	519,067	638,791	771,675	8,806	469,354	889,254	307,070	3,059,248
Closing Balance	32,945	60,401	90,154	101,567	139,597	117,900	240,829	391,833	519,067	638,791	771,675	8,806	469,354	889,254	307,070	3,059,248

Assuming on Projection:

1.0 New Trucks Loan T2S 2.0 Bin 4 bil & 3 bil

2.0 Loan Tenor: 48- Months

3.0 No Of New Employees 67

4.0 4 year we have huge cash at bank settle all Term loans

Date	Total Due	Principal	Interest	Outstand
15/02/2022	-	-	-	2,000,000,000
15/03/2022	52,667,671	32,667,671	20,000,000	1,967,332,329
15/04/2022	52,667,671	32,994,348	19,673,323	1,934,337,981
15/05/2022	52,667,671	33,324,291	19,343,380	1,901,013,690
15/06/2022	52,667,671	33,657,534	19,010,137	1,867,356,156
15/07/2022	52,667,671	33,994,109	18,673,562	1,833,362,047
15/08/2022	52,667,671	34,334,051	18,333,620	1,799,027,996
15/09/2022	52,667,671	34,677,391	17,990,280	1,764,350,605
15/10/2022	52,667,671	35,024,165	17,643,506	1,729,326,440
15/11/2022	52,667,671	35,374,407	17,293,264	1,693,952,033
15/12/2022	52,667,671	35,728,151	16,939,520	1,658,223,883
15/01/2023	52,667,671	36,085,432	16,582,239	1,622,138,451
15/02/2023	52,667,671	36,446,286	16,221,385	1,585,692,164
15/03/2023	52,667,671	36,810,749	15,856,922	1,548,881,415
15/04/2023	52,667,671	37,178,857	15,488,814	1,511,702,558
15/05/2023	52,667,671	37,550,645	15,117,026	1,474,151,912
15/06/2023	52,667,671	37,926,152	14,741,519	1,436,225,761
15/07/2023	52,667,671	38,305,413	14,362,258	1,397,920,347
15/08/2023	52,667,671	38,688,468	13,979,203	1,359,231,880
15/09/2023	52,667,671	39,075,352	13,592,319	1,320,156,527
15/10/2023	52,667,671	39,466,106	13,201,565	1,280,690,422
15/11/2023	52,667,671	39,860,767	12,806,904	1,240,829,655
15/12/2023	52,667,671	40,259,374	12,408,297	1,200,570,281
15/01/2024	52,667,671	40,661,968	12,005,703	1,159,908,312
15/02/2024	52,667,671	41,068,588	11,599,083	1,118,839,724
15/03/2024	52,667,671	41,479,274	11,188,397	1,077,360,451
15/04/2024	52,667,671	41,894,066	10,773,605	1,035,466,384
15/05/2024	52,667,671	42,313,007	10,354,664	993,153,377
15/06/2024	52,667,671	42,736,137	9,931,534	950,417,240
15/07/2024	52,667,671	43,163,499	9,504,172	907,253,741
15/08/2024	52,667,671	43,595,134	9,072,537	863,658,608
15/09/2024	52,667,671	44,031,085	8,636,586	819,627,523
15/10/2024	52,667,671	44,471,396	8,196,275	775,156,127
15/11/2024	52,667,671	44,916,110	7,751,561	730,240,017
15/12/2024	52,667,671	45,365,271	7,302,400	684,874,746
15/01/2025	52,667,671	45,818,924	6,848,747	639,055,823
15/02/2025	52,667,671	46,277,113	6,390,558	592,778,710
15/03/2025	52,667,671	46,739,884	5,927,787	546,038,826
15/04/2025	52,667,671	47,207,283	5,460,388	498,831,543
15/05/2025	52,667,671	47,679,356	4,988,315	451,152,188
15/06/2025	52,667,671	48,156,149	4,511,522	402,996,039
15/07/2025	52,667,671	48,637,711	4,029,960	354,358,328
15/08/2025	52,667,671	49,124,088	3,543,583	305,234,240
15/09/2025	52,667,671	49,615,329	3,052,342	255,618,912
15/10/2025	52,667,671	50,111,482	2,556,189	205,507,430
15/11/2025	52,667,671	50,612,597	2,055,074	154,894,833
15/12/2025	52,667,671	51,118,723	1,548,948	103,776,111
15/01/2026	52,667,671	51,629,910	1,037,761	52,146,201
15/02/2026	52,667,671	52,146,209	521,462	(8)

Date	Total Due	Principal	Interest	Outstand
27/07/2022	-	-	-	4,000,000,000
28/08/2022	105,335,342	65,335,342	40,000,000	3,934,664,658
28/09/2022	105,335,342	65,988,695	39,346,647	3,868,675,963
28/10/2022	105,335,342	66,648,582	38,686,760	3,802,027,380
28/11/2022	105,335,342	67,315,068	38,020,274	3,734,712,312
28/12/2022	105,335,342	67,988,219	37,347,123	3,666,724,093
28/01/2023	105,335,342	68,668,101	36,667,241	3,598,055,992
28/02/2023	105,335,342	69,354,782	35,980,560	3,528,701,210
28/03/2023	105,335,342	70,048,330	35,287,012	3,458,652,880
28/04/2023	105,335,342	70,748,813	34,586,529	3,387,904,067
28/05/2023	105,335,342	71,456,301	33,879,041	3,316,447,766
28/06/2023	105,335,342	72,170,864	33,164,478	3,244,276,901
28/07/2023	105,335,342	72,892,573	32,442,769	3,171,384,328
28/08/2023	105,335,342	73,621,499	31,713,843	3,097,762,829
28/09/2023	105,335,342	74,357,714	30,977,628	3,023,405,116
28/10/2023	105,335,342	75,101,291	30,234,051	2,948,303,825
28/11/2023	105,335,342	75,852,304	29,483,038	2,872,451,521
28/12/2023	105,335,342	76,610,827	28,724,515	2,795,840,694
28/01/2024	105,335,342	77,376,935	27,958,407	2,718,463,759
28/02/2024	105,335,342	78,150,704	27,184,638	2,640,313,055
28/03/2024	105,335,342	78,932,211	26,403,131	2,561,380,844
28/04/2024	105,335,342	79,721,534	25,613,808	2,481,659,310
28/05/2024	105,335,342	80,518,749	24,816,593	2,401,140,561
28/06/2024	105,335,342	81,323,936	24,011,406	2,319,816,625
28/07/2024	105,335,342	82,137,176	23,198,166	2,237,679,449
28/08/2024	105,335,342	82,958,548	22,376,794	2,154,720,901
28/09/2024	105,335,342	83,788,133	21,547,209	2,070,932,768
28/10/2024	105,335,342	84,626,014	20,709,328	1,986,306,754
28/11/2024	105,335,342	85,472,274	19,863,068	1,900,834,480
28/12/2024	105,335,342	86,326,997	19,008,345	1,814,507,482
28/01/2025	105,335,342	87,190,267	18,145,075	1,727,317,215
28/02/2025	105,335,342	88,062,170	17,273,172	1,639,255,045
28/03/2025	105,335,342	88,942,792	16,392,550	1,550,312,254
28/04/2025	105,335,342	89,832,219	15,503,123	1,460,480,034
28/05/2025	105,335,342	90,730,542	14,604,800	1,369,749,493
28/06/2025	105,335,342	91,637,847	13,697,495	1,278,111,646
28/07/2025	105,335,342	92,554,226	12,781,116	1,185,557,420
28/08/2025	105,335,342	93,479,768	11,855,574	1,092,077,652
28/09/2025	105,335,342	94,414,565	10,920,777	997,663,087
28/10/2025	105,335,342	95,358,711	9,976,631	902,304,376
28/11/2025	105,335,342	96,312,298	9,023,044	805,992,077
28/12/2025	105,335,342	97,275,421	8,059,921	708,716,656
28/01/2026	105,335,342	98,248,175	7,087,167	610,468,481
28/02/2026	105,335,342	99,230,657	6,104,685	511,237,824
28/03/2026	105,335,342	100,222,964	5,112,378	411,014,860
28/04/2026	105,335,342	101,225,193	4,110,149	309,789,666
28/05/2026	105,335,342	102,237,445	3,097,897	207,552,221
28/06/2026	105,335,342	103,259,820	2,075,522	104,292,401
28/07/2026	105,335,342	104,292,418	1,042,924	(17)

Date	Total Due	Principal	Interest	Outstand
27/01/2023	-	-	-	3,000,000,000.00
28/02/2023	79,001,506.00	49,001,506.00	30,000,000.00	2,950,998,494.00
28/03/2023	79,001,506.00	49,491,521.06	29,509,984.94	2,901,506,972.94
28/04/2023	79,001,506.00	49,986,436.27	29,015,069.73	2,851,520,536.67
28/05/2023	79,001,506.00	50,486,300.63	28,515,205.37	2,801,034,236.04
28/06/2023	79,001,506.00	50,991,163.64	28,010,342.36	2,750,043,072.40
28/07/2023	79,001,506.00	51,501,075.28	27,500,430.72	2,698,541,997.12
28/08/2023	79,001,506.00	52,016,086.03	26,985,419.97	2,646,525,911.09
28/09/2023	79,001,506.00	52,536,246.89	26,465,259.11	2,593,989,664.20
28/10/2023	79,001,506.00	53,061,609.36	25,939,896.64	2,540,928,054.84
28/11/2023	79,001,506.00	53,592,225.45	25,409,280.55	2,487,335,829.39
28/12/2023	79,001,506.00	54,128,147.71	24,873,358.29	2,433,207,681.69
28/01/2024	79,001,506.00	54,669,429.18	24,332,076.82	2,378,538,252.50
28/02/2024	79,001,506.00	55,216,123.47	23,785,382.53	2,323,322,129.03
28/03/2024	79,001,506.00	55,768,284.71	23,233,221.29	2,267,553,844.32
28/04/2024	79,001,506.00	56,325,967.56	22,675,538.44	2,211,227,876.76
28/05/2024	79,001,506.00	56,889,227.23	22,112,278.77	2,154,338,649.53
28/06/2024	79,001,506.00	57,458,119.50	21,543,386.50	2,096,880,530.03
28/07/2024	79,001,506.00	58,032,700.70	20,968,805.30	2,038,847,829.33
28/08/2024	79,001,506.00	58,613,027.71	20,388,478.29	1,980,234,801.62
28/09/2024	79,001,506.00	59,199,157.98	19,802,348.02	1,921,035,643.63
28/10/2024	79,001,506.00	59,791,149.56	19,210,356.44	1,861,244,494.07
28/11/2024	79,001,506.00	60,389,061.06	18,612,444.94	1,800,855,433.01
28/12/2024	79,001,506.00	60,992,951.67	18,008,554.33	1,739,862,481.34
28/01/2025	79,001,506.00	61,602,881.19	17,398,624.81	1,678,259,600.16
28/02/2025	79,001,506.00	62,218,910.00	16,782,596.00	1,616,040,690.16
28/03/2025	79,001,506.00	62,841,099.10	16,160,406.90	1,553,199,591.06
28/04/2025	79,001,506.00	63,469,510.09	15,531,995.91	1,489,730,080.97
28/05/2025	79,001,506.00	64,104,205.19	14,897,300.81	1,425,625,875.78
28/06/2025	79,001,506.00	64,745,247.24	14,256,258.76	1,360,880,628.54
28/07/2025	79,001,506.00	65,392,699.71	13,608,806.29	1,295,487,928.82
28/08/2025	79,001,506.00	66,046,626.71	12,954,879.29	1,229,441,302.11
28/09/2025	79,001,506.00	66,707,092.98	12,294,413.02	1,162,734,209.13
28/10/2025	79,001,506.00	67,374,163.91	11,627,342.09	1,095,360,045.22
28/11/2025	79,001,506.00	68,047,905.55	10,953,600.45	1,027,312,139.67
28/12/2025	79,001,506.00	68,728,384.60	10,273,121.40	958,583,755.07
28/01/2026	79,001,506.00	69,415,668.45	9,585,837.55	889,168,086.62
28/02/2026	79,001,506.00	70,109,825.13	8,891,680.87	819,058,261.49
28/03/2026	79,001,506.00	70,810,923.39	8,190,582.61	748,247,338.10
28/04/2026	79,001,506.00	71,519,032.62	7,482,473.38	676,728,305.48
28/05/2026	79,001,506.00	72,234,222.95	6,767,283.05	604,494,082.54
28/06/2026	79,001,506.00	72,956,565.17	6,044,940.83	531,537,517.36
28/07/2026	79,001,506.00	73,686,130.83	5,315,375.17	457,851,386.54
28/08/2026	79,001,506.00	74,422,992.13	4,578,513.87	383,428,394.40
28/09/2026	79,001,506.00	75,167,222.06	3,834,283.94	308,261,172.35
28/10/2026	79,001,506.00	75,918,894.28	3,082,611.72	232,342,278.07
28/11/2026	79,001,506.00	76,678,083.22	2,323,422.78	155,664,194.85
28/12/2026	79,001,506.00	77,444,864.05	1,556,641.95	78,219,330.80
28/01/2027	79,001,506.00	78,219,312.69	782,193.31	18.11

20.0: CONCLUSION AND RECOMMENDATION:

The analysis carried out throughout this report has indicated that the proposed project is technically feasible, financially viable and economically sound.