

**SEEBEST LED COMPANY LIMITED**

**BUSINESS PLAN ON ELECTIC AND  
LIGHTING EQUIPMENTS  
MANUFACTURING**

**Presented By:**

**SEEBEST LED COMPANY LIMITED**

**P.O.Box 3496**

**DAR ES SALAAM**

NOVEMBER, 2022

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## **1.0 EXECUTIVE SUMMARY**

### **1.1 Introduction**

SEEBEST LED COMPANY LIMITED is a privately owned company incorporated for purposes of establishing a modern factory for the manufacturing of Electrical and lighting equipment's. The project will manufacture high quality products, with the aim of meeting increasing demand of Electrical and lighting equipment's

The company is registered under Certificate of Incorporation N0.141650378 dated 11<sup>st</sup> May, 2020. The business is registered under business licensing agency to manufacture ELICTICAL AND LIGHTING EQUIPMENTS products for home use.

### **1.2 The Project**

The promoters of this project through SEEBEST LED COMPANY LIMITED decided to invest on Electrical lighting and electrical equipment after taking into consideration of the following:

- a. Self assessment in order to understand their capabilities strength, limitation and preference of undertaking such a project.
- b. Explored possible and suitable opportunities based on environment, current business scene, technology and linkage related ideas.
- c. Assessed the market potentiality available.
- d. Identified viable project location.
- e. Considers finances mobilization to suit the project requirement
- f. Re assessed their managerial strengths and is in the process of pooling up human resources from local and foreign sources.

The project aims at manufacturing Electrical products for domestic purposes which will be over a wide range of products, domestic and other uses. The project will therefore have a positive indirect impact on the environment as it will reduce waste.

The macro objectives of establishing the project is to support economic, social and administrative in the country.

### 1.3 The Project Location

The project will be located in Migombani, Tabata Ilala, Dar es Salaam. The location is well served by all the necessary infrastructures and environmental requirements and hence well suited to the nature of the envisage project.

### 1.4 The Project Promoters

The project is being promoted by SEEBEST LED COMPANY LIMITED based in the Dar es Salaam. The shareholders to this project are;

S/N0:	NAME OF SHAREHOLDER	NATIONALITY	SHAREHOLDING (%)
1.	LIMEI TONG	CHINESE	60
2.	XIAOMING LYU	CHINESE	40

### 1.5 The Market

Recent reforms taking place in economy indicate that there is a continuous increase in demand for electrical products in the local market and in the International market .This has brought about a concern in the market.

### 1.6 Project Cost and Financing Plan

The total cost of the project is estimated at US Dollars 693,500

The following is the summary of the capital investment cost estimated;

## COST STRUCTURE

<b>Particulars</b>	<b>Amount (In USD)</b>
Land and Buildings	200,000
Machinery and Equipment	350,000
Motor Vehicles	60,000
Furniture and Fixtures	3,500
Pre- Expenses	-
Others	-
Working Capital	80,000
<b>TOTAL</b>	<b>693,500</b>

### 1.6. Financing

The projects cost will be financed partly by shareholders contribution 75% and partly by loan 25%

### 1.7. Financial Indicators

The following are some of the financial analysis highlights:

#### 1.7.1. Profitability

Profitability after tax over the year in US Dollar is as follows:

#### PROFIT PROJECTIONS

<b>Period (Year)</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>
Profit After Tax (USD)	102,980	88,960	103,260	118,990	136,293

#### 1.7.2. Liquidity

The projected net cash flow over the year shows a health position and demonstrates the ability of the company to meet financial commitments as they fall due. The summary thereof in US \$ is as follows:

### CASH FLOW PROJECTION

Period (Year)	2022	2023	2024	2022	2023
Cash Flow at the End of the Year	28,330	105,565	122,848	89,499	71,329



### 1.8. Social and Economic Impact

The proposed project will result into the following social and economic impacts

- 1.8.1. Increased availability of quality products along side competitive prices of these products will result in increase healthy competition among all trading and manufacturing companies.

1.8.2. The proposed project of the fleet of trucks investment in this sector will provide employment for about 80 people

1.8.3. The Government and other agencies will benefit from various taxes, fees and commission that will be paid to the Treasury.

## 1.9. Conclusion and Recommendations

The Executive Summary highlights indicate that the proposed project will be financially and economically viable. The project will generate significantly to the social and economic benefit by way of increasing the provision of quality ELECTRICAL LIGHTING AND ELECTRICAL EQUIPMENT products and collection of ELECTRICAL LIGHTING AND ELECTRICAL EQUIPMENT waste which reduces level of ELICTICAL AND LIGHTING EQUIPMENTS waste in the City. It is recommended that the project be accorded the required institutional and Financial Support to pave the way for its expeditious establishment and development.

## 2.0 THE PROMOTERS

The company was incorporated on 14<sup>th</sup> June 2022 with certificate of incorporation number 2554 as a limited liability company with an authorized share capital of Tshs 1,000,000,000/= divided into 100,000 shares of Tshs 10,000/= each.

The Shareholders of the Company are:

S/N0:	NAME OF SHAREHOLDER	NATIONALITY	SHAREHOLDING (%)
1.	LI SHIQING	CHINESE	60
2.	SIMON CHRISPIN HAULE	Tanzanian	4
3.	XING XIAOLI	CHINESE	16

LI SHIQING has a high National Diploma in Business and has been in business operation in manufacturing sector in the number of years. He is the founder of SEEBEST LED COMPANY LIMITED and director. This gives him an enough experience in the ELICTICAL AND LIGHTING EQUIPMENTS business especially serving the home user segment.

Manish Nita Radia business woman and is the founder of Manish home needs industries and director. She has been working with Manish home needs industry which is an enough experience in the ELICTICAL AND LIGHTING EQUIPMENTS business especially serving the home user segment.

## 3.0. THE PROJECT

SEEBEST LED COMPANY LIMITED has invested on Electrical equipments after taking the following into consideration:

- a. Self assessment in order to understand their capabilities strengths, limitation and preferences of undertaking such project.
- b. Explored possible and suitable opportunities based on environment, current business scene, technology change and linkage related ideas.
- c. Assessed the market potentiality available.
- d. Identified viable project location
- e. Considers finances mobilization to suit the project requirements.
- f. Re assessed their managerial strengths and is in the process of pooling up human resources from local and foreign sources.

### **3.1. Machines technology capacity and utilities**

The project will need the following machineries:

- injection moulding machines
- Blow Moulding Machines
- Grinders
- Compressors
- Chiller Plant/Cooling Tower
- Moulds

### **3.2. Source of Technology and Capacity**

The machines will be import from china .The annual production capacity will be two millions pieces annually. The pieces will be of various designs as per production schedules and demand

### **3.3. Other Inputs**

These will include cars necessary for administration purpose and distribution:

- Civil works will include renovation of the existing workshop in and office buildings at the project site on the premises owned by the shareholders at plot N0. 6, Mbagala Industrial area, Dar es Salaam.  
The site has the entire necessary infrastructure required for the business, including a workshop.

### 3.4 The project time table

The expansion should be in fully operational with two production lines and a diversified product range by January of the year 2022

### 3.5 Sales revenue forecast and direct & indirect cost estimates

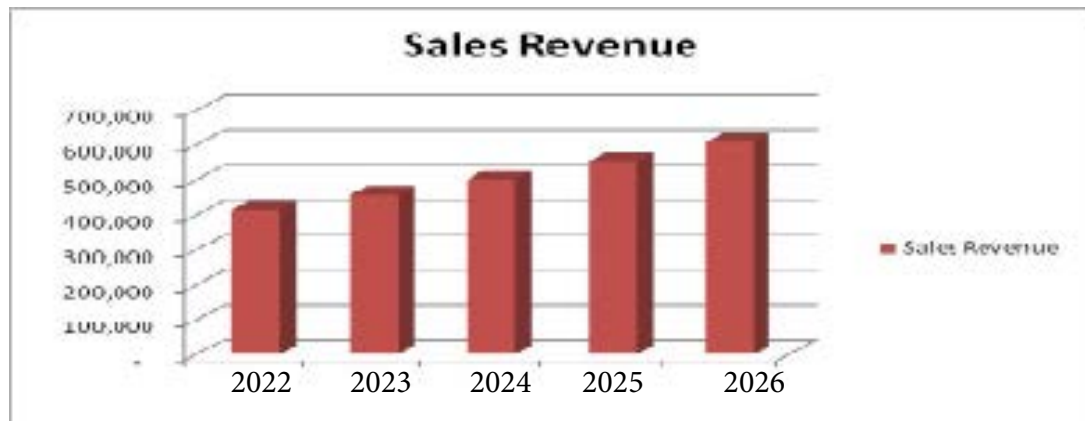
#### 3.5.1 Sales Forecast

The expansion is scheduled to begin July 2011, after completion of machinery installation and pre production activities. The sales generation will be as follows:

#### REVENUE PROJECTION (USD)

Period (Year)	2022	2023	2024	2022	2023
Sales Revenue	415,468	457,015	502,717	552,988	608,287

#### 3.5.2 Operating Costs



The production cost will increase year after year to reflect the expansion of market and other cost which increases with inflation. These will be as follows:

## Schedule 2: Other Operating Costs (in USD)

	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>
Administrative overhead costs	7,478	8,226	9,049	9,954	10,949
Motor vehicle running expenses	6,232	6,855	7,541	8,295	9,124
Salaries and Wages	45,702	50,272	55,299	60,829	66,912
Depreciation	38,600	77,200	77,200	77,200	77,200
Marketing costs	4,155	4,570	5,027	5,530	6,083
Utility costs	58,166	63,982	70,380	77,418	85,160
Insurance	16,619	18,281	20,109	22,120	24,331
Communication	8,309	9,140	10,054	11,060	12,166
<b>Total Expenses</b>	<b>185,260</b>	<b>238,526</b>	<b>254,659</b>	<b>272,405</b>	<b>291,925</b>

### 3.6 Environmental Aspects

Generally, Tanzania has environmental regulations governing the operation of garages and workshops. Nevertheless each operator takes basic precautions to ensure that during operations and in case of an accidental spillage or fire, damage to environment is limited to the minimum possible level. The company has taken into consideration environmental aspect in the factory and will put all necessary required facilities.

## 4.0 CAPITAL INVESTMENT AND FINANCING PLAN

### 4.1 Investment Plan

The total capital investment of the project is **USD 693,500**. The promoters will contribute 75% of finances and acquire loan finance 25% for project. The capital investment breakdown is as indicated below:

### Schedule 3: Cost Structure

<b>Particulars</b>	<b>Amount (In USD)</b>
Land and Buildings	200,000
Machinery and Equipment	350,000
Motor Vehicles	60,000
Furniture and Fixtures	3,500
Pre- Expenses	-
Others	-
Working Capital	80,000
<b>TOTAL</b>	<b>693,500</b>

## **5.0 MARKET AND MARKETING ASPECTS**

### **5.1 General Overview**

There is a wide market for Electrical and lighting equipment's in Tanzania. Likewise, there is external market and the demand is increasing. Hence, it can be expected that the sponsors would not face marketing and operational problems in managing the proposed project.

The existing market is supplied by importation of the products from overseas. Based on the nature of the products and its users, the company's product has a good market in Tanzania.

The ports of Dar es Salaam have undergone major rehabilitation, modernization and expansion so as not only to be able to compete with South African ports in handling of the cargo and this will substantially enhance cargo handling in all phases of the project. The port would also provide the proposed freight haulage project necessary condition for its soft establishment and expansion of its future operations.

SEEBEST LED COMPANY LIMITED will endeavor to achieve the projected sales for both domestic and transits business in the neighboring eastern Africa countries.

### **5.2 Key Success Factors**

Following are Key Success Factors of the manufacturing industry

- Financial Resources
- Working Capital
- Use of technology
- Proper logistics to meet demand

The importance of having huge funds to finance the use of latest technology will yield a quality product, which is important in project success operation. Further with a quality product there must be proper delivery of the product to the customers to meet their demand. All this depends on financial resources which the owner has to achieve desired result

## **6.0 MANAGEMENT AND ORGANIZATION STRUCTURE**

### **6.1 Management**

The company policy is to have adequate manpower to manage its operations efficiently. SEEBEST LED COMPANY LIMITED believes in keeping on board only the very essential manpower strength, to develop them into highly motivated and sincere company team for the best and efficient operations of the company.

The company will have a team of qualified and experienced functional managers in the areas of Operations/Marketing, Workshop Operations and Finance & Administration. Other senior and middle level staff will be available for the start up and subsequent operations of the company. The personnel will be qualified, well seasoned and most possessing considerable industrial experience.

### **6.2 Management Policy**

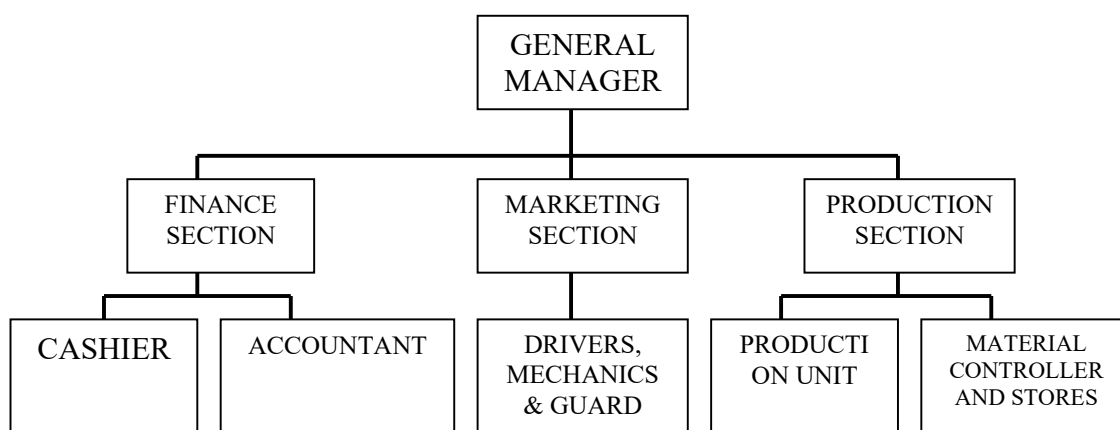
The day to day operations will be managed by the director, to be assisted by the Operations Manager who will be the overall in charge of the fleet, a Sales & Marketing Manager whose major responsibility will be marketing and a Finance & Administrative Manager who will manage finance and administrative issues. The Company's fleet pool will therefore be professionally managed.

### **6.3 Organizational Structure**

Once the company has well established the market its organizational structure will have to change so as to give it a corporate structure of freight Haulage Company. Therefore, the shareholders will have to embark on a meticulous manpower planning and recruitment, which will be preceded by a manpower consultant's report.

It is proposed that the company's operations then be headed by the General Manager under whom there will be functional managers, that is: Personnel & Administration Manager, Sales & Marketing Manager, Finance & Administration Manager, and Production Manager.

The Marketing Manager will be responsible for both the countrywide and regional wide sales and marketing for the service. The job responsibilities will include market planning and development, sales promotion and sales co-ordination.



#### 6.4 Manpower requirement and emoluments

Schedule 5: Salaries & Wages (In USD)

Department/Designation	No. of employees	Salary per Month	Subtotal Monthly Salary	Annual Gross Salary
Managing Director	1	800	800	9,600
General Manager	1	750	750	9,000
Personnel Administration Dept	5	200	200	2,400
Finance Department	3	300	300	3,600
Marketing Department	10	200	200	2,400
Laboratory	4	200	200	2,400
Production Department	20	200	200	2,400
<b>TOTAL</b>	<b>44</b>	<b>2,650</b>	<b>2,650</b>	<b>31,800</b>

## **6.5 Financial Viability**

The analysis of the proposed SEEBEST LED COMPANY LIMITED transport project shows that the project can generate a fairly good profit and that it generates sufficient cash to meet its financial obligations.

## **6.6 Fundamental Assumptions**

The preparation of the financial projections took into account the following main assumptions:

- 7.2.1. The operating period under which the viability of the project is being evaluated is 5 years.
- 7.2.2. The capital cost of the proposed project is US\$ 693,000
- 7.2.3. All the calculations throughout the economic lifetime of the project are constant with September 2011 being the base date.
- 7.2.4. The projected operational costs are shown.
- 7.2.5. Capital expenditure has been assumed to be incurred for a period of 1 year.
- 7.2.6. The financial plan is for the shareholders to finance the project from own sources by ploughing back profits.

## **6.7 Working Capital Requirements**

Ideally, working capital requirements are directed by the volume and business tempo.

## **6.8 Projected Profitability**

The projected profit and loss account is shown in the Financial Analysis Schedules. On the basis of the operating assumptions and cost the proposed investment is expected to be profitable throughout the project period of five years. The after tax profits (US\$) are as follows:

## Profit Projection

Period (Year)	2022	2023	2024	2022	2023
Profit After Tax (USD)	102,980	88,960	103,260	118,990	136,293

## 7.5 Cash Flow Projection

The liquidity performance of the project is shown in the Financial Analysis Schedules. The projections take into account the assumed sources and applications of funds over the planned period and show the ability of the project to meet financial obligations and capital expenditure requirements. **Cash flow on the 5<sup>th</sup> year will be used to pay back the loan** and this reflects the small balance at the end of the year but the activities will be performed as usual.

## CASH FLOW PROJECTION

Period (Year)	2022	2023	2024	2025	2026
CashFlow at the End of the Year	28,330	105,565	122,848	89,499	71,329

## **7.6 Financial Review**

The financial review of the proposed SEEBEST LED COMPANY LIMITED shows that:

- 7.6.1 The project is profitable
- 7.6.2 The liquidity position is sound and that is should be able to meet its financial commitments without any undue difficulty
- 7.6.3 The operations are financially viable. It is therefore recommended that the project should go ahead as conceived in this report.

## **7.7 Development Aspects**

The following are the major economic and social benefits, which will be generated by the proposed project.

- 7.7.1 Revenue to the government Treasury and other organs in the form of taxes, fees and levies
- 7.7.2 Increase in employment opportunities
- 7.7.3 Savings/earnings of foreign exchange because of the project's active engagement in the transit trade.
- 7.7.4 Facilitate in increased improvement and availability of the freight haulage services especially in the transportation of raw materials, crops, building materials and finished products to and from markets.

## **8.0 CONCLUSION AND RECOMMENDATIONS**

The foregoing discussion highlights on the social, economic and financial dimensions which the envisaged project is set to generate in this country. The brief financial analysis indicates that the project will be financially viable. Therefore, it is strongly recommended that the sponsors, SEEBEST LED COMPANY LIMITED be availed with the required institutional assistance so as to enable them establish the propose project.

**FINANCIAL PROJECTIONS FOR SEEBEST  
LED COMPANY LIMITED L**

## SEEBEST LED COMPANY LIMITED

### PROJECTED INCOME & EXPENDITURE STATEMENT

(Figures in USD)

	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>
Sales revenue	415,468	457,015	502,717	552,988	608,287
Cost of sales	83,094	91,403	100,543	110,598	121,657
<b>Gross Profit</b>	<b>332,375</b>	<b>365,612</b>	<b>402,173</b>	<b>442,391</b>	<b>486,630</b>
<b>Operating Expenses</b>					
Administrative overhead costs	7,478	8,226	9,049	9,954	10,949
Motor vehicle running expenses	6,232	6,855	7,541	8,295	9,124
Salaries and Wages	45,702	50,272	55,299	60,829	66,912
Depreciation	38,600	77,200	77,200	77,200	77,200
Marketing costs	4,155	4,570	5,027	5,530	6,083
Utility costs	58,166	63,982	70,380	77,418	85,160
Insurance	16,619	18,281	20,109	22,120	24,331
Communication	8,309	9,140	10,054	11,060	12,166
<b>Total Expenses</b>	<b>185,260</b>	<b>238,526</b>	<b>254,659</b>	<b>272,405</b>	<b>291,925</b>
Profit before Tax	147,114	127,086	147,514	169,986	194,704
Tax @30%	44,134	38,126	44,254	50,996	58,411
<b>Profit after Tax</b>	<b>102,980</b>	<b>88,960</b>	<b>103,260</b>	<b>118,990</b>	<b>136,293</b>

## SEEBEST LED COMPANY LIMITED

### PROJECTED BALANCE SHEET

(Figures in USD)

	2022	2023	2024	2025	2026
<b><u>Fixed Assets</u></b>					
Long - term Assets	713,500	713,500	713,500	713,500	713,500
Accumulated Depreciation	38,600	115,800	193,000	270,200	347,400
<b>Net Long -term Assets</b>	<b>674,900</b>	<b>597,700</b>	<b>520,500</b>	<b>443,300</b>	<b>366,100</b>
<b><u>Current Assets</u></b>					
Cash	28,330	105,565	122,848	89,499	71,923
Accounts Receivable	48,500	87,300	157,140	282,852	424,278
Inventory	70,000	126,000	226,800	340,200	442,260
<b>Total current Assets</b>	<b>146,830</b>	<b>318,865</b>	<b>506,788</b>	<b>712,551</b>	<b>938,461</b>
<b>Total Assets</b>	<b>821,730</b>	<b>916,565</b>	<b>1,027,288</b>	<b>1,155,851</b>	<b>1,304,561</b>
<b><u>Current Liabilities</u></b>					
Accounts Payables	22,500	27,000	32,400	38,880	46,656
Other Current Liabilities	2,750	4,125	6,188	9,281	13,922
<b>Total Current Liabilities</b>	<b>25,250</b>	<b>31,125</b>	<b>38,588</b>	<b>48,161</b>	<b>60,578</b>
<b><u>Long- term Liabilities</u></b>					
Long -term Liabilities	200,000	200,000	200,000	200,000	200,000
<b>Total Liabilities</b>	<b>225,250</b>	<b>231,125</b>	<b>238,588</b>	<b>248,161</b>	<b>260,578</b>
<b>Net Assets</b>	<b>596,480</b>	<b>685,440</b>	<b>788,700</b>	<b>907,690</b>	<b>1,043,983</b>
<b><u>Capital and Reserves</u></b>					
Owners' Contribution	493,500	493,500	493,500	493,500	493,500
Retained Earnings	102,980	191,940	295,200	414,190	550,483
<b>Total Capital</b>	<b>596,480</b>	<b>685,440</b>	<b>788,700</b>	<b>907,690</b>	<b>1,043,983</b>

**SEEBEST LED COMPANY LIMITED**

**PROJECTED CASHFLOW**

(Figures in USD)

	2022	2023	2024	2025	2026
<b>CashFlow From Operations:</b>					
Cash Sales	361,796	378,254	416,473	448,476	486,237
VAT Receipt	65,123	68,086	74,965	80,726	87,523
<b>Subtotal Cash Received</b>	<b>426,920</b>	<b>446,340</b>	<b>491,439</b>	<b>529,201</b>	<b>573,760</b>
<b>Expenditures From Operations:</b>					
Purchases	(280,863)	(239,605)	(331,706)	(405,856)	(419,566)
Additional Cash Spent	(20,298)	(22,328)	(24,561)	(27,017)	(29,719)
VAT Payments	(97,429)	(107,171)	(117,889)	(129,677)	(142,645)
<b>Subtotal Cash Payment</b>	<b>(398,590)</b>	<b>(369,105)</b>	<b>(474,156)</b>	<b>(562,550)</b>	<b>(591,930)</b>
<b>Cash From Operations</b>	<b>28,330</b>	<b>77,235</b>	<b>17,283</b>	<b>(33,349)</b>	<b>(18,170)</b>
<b>Cash Flow From Investments:</b>					
Purchase of Assets	(613,500)	-	-	-	-
Working Capital and Pre-Expenses	(80,000)	-	-	-	-
<b>CashFlow From Investments</b>	<b>(693,500)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>CashFlow From Financing:</b>					
Owners' Equity Contribution	693,500	-	-	-	-
<b>Cash Flow From Financing</b>	<b>693,500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Cash Flow For the period</b>	<b>28,330</b>	<b>77,235</b>	<b>17,283</b>	<b>(33,349)</b>	<b>(18,170)</b>
CashFlow at Start of the Year	-	28,330	105,565	122,848	89,499
<b>CashFlow at the End of the Year</b>	<b>28,330</b>	<b>105,565</b>	<b>122,848</b>	<b>89,499</b>	<b>71,329</b>

## SEEBEST LED COMPANY LIMITED

### SCHEDULES AND TABLES

(All Figures in USD)

#### Schedule 1: Revenue Projection (in USD)

	2022	2023	2024	2025	2026
Sales	415,468	457,015	502,717	552,988	608,287
<b>TOTAL</b>	<b>415,468</b>	<b>457,015</b>	<b>502,717</b>	<b>552,988</b>	<b>608,287</b>

#### Schedule 2: Other Operating Costs (in USD)

	2022	2023	2024	2025	2026
Administrative overhead costs	7,478	8,226	9,049	9,954	10,949
Motor vehicle running expenses	6,232	6,855	7,541	8,295	9,124
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Insurance	16,619	18,281	20,109	22,120	24,331
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<b>Total Expenses</b>	<b>185,260</b>	<b>238,526</b>	<b>254,659</b>	<b>272,405</b>	<b>291,925</b>

#### Schedule 3: Cost Structure

Particulars	Amount (In USD)
Land and Buildings	200,000
Machinery and Equipment	350,000
Motor Vehicles	60,000
Furniture and Fixtures	3,500
Pre- Expenses	-
Others	-
Working Capital	80,000
<b>TOTAL</b>	<b>693,500</b>

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**Schedule 4: Other Operating Costs  
(in USD)**

<b>Name of Asset</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>
Land and Buildings	200,000	192,500	177,500	162,500	147,500
Machinery and Equipment	350,000	323,750	271,250	218,750	166,250
Motor Vehicles	60,000	55,500	46,500	37,500	28,500
Furniture and Fixtures	3,500	3,150	2,450	1,750	1,050
<b>Opening NBV</b>	<b>613,500</b>	<b>574,900</b>	<b>497,700</b>	<b>420,500</b>	<b>343,300</b>
<b>Depreciation</b>					
Land and Buildings	7,500	15,000	15,000	15,000	15,000
Machinery and Equipment	26,250	52,500	52,500	52,500	52,500
Motor Vehicles	4,500	9,000	9,000	9,000	9,000
Furniture and Fixtures	350	700	700	700	700
<b>Annual Depreciation</b>	<b>38,600</b>	<b>77,200</b>	<b>77,200</b>	<b>77,200</b>	<b>77,200</b>
<b>Accumulated Depreciation</b>	<b>38,600</b>	<b>115,800</b>	<b>193,000</b>	<b>270,200</b>	<b>347,400</b>
<b>Closing NBV</b>	<b>574,900</b>	<b>497,700</b>	<b>420,500</b>	<b>343,300</b>	<b>266,100</b>

**Schedule 5: Salaries & Wages (In USD)**

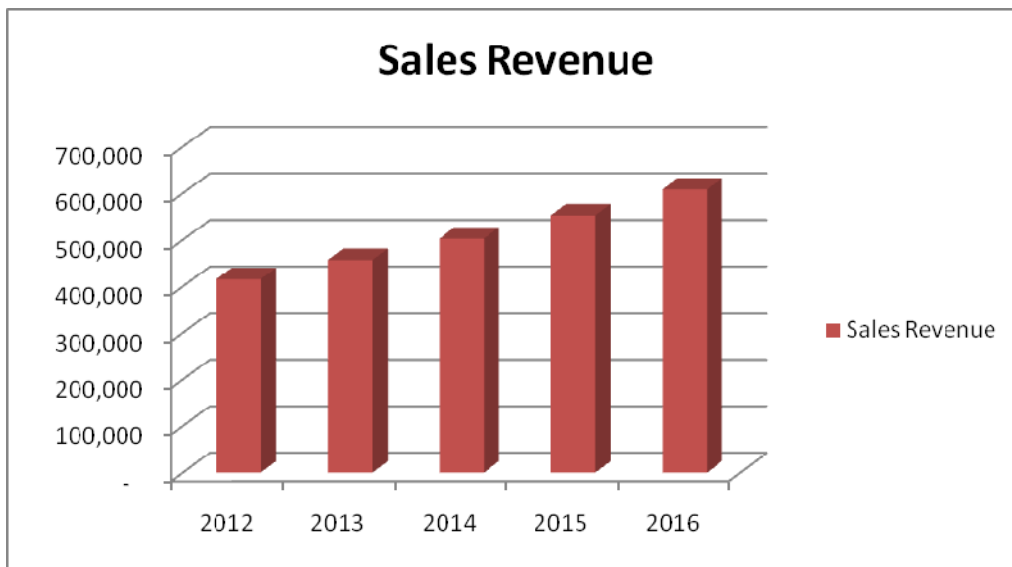
<b>Department/Designation</b>	<b>No. of employees</b>	<b>Salary per Month</b>	<b>Subtotal Monthly Salary</b>	<b>Annual Gross Salary</b>
Managing Director	1	800	800	9,600
General Manager	1	750	750	9,000
Personnel Administration Dept	5	200	200	2,400
Finance Department	3	300	300	3,600
Marketing Department	10	200	200	2,400
Laboratory	4	200	200	2,400
Production Department	20	200	200	2,400
<b>TOTAL</b>	<b>44</b>	<b>2,650</b>	<b>2,650</b>	<b>31,800</b>

### Schedule 6: PAYBACK PERIOD (Figures in USD)

	<b>2022</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>
Cash Outflow at the start of the Project	(693,500)				
CashFlow at the End of the Year	188,058	423,300	700,181	983,994	1,286,497
Discounted Cash Inflow	174,808	365,751	562,362	734,626	892,794
<b>Remaining</b>	<b>(518,692)</b>	<b>(152,942)</b>	<b>409,420</b>	<b>1,144,046</b>	<b>2,036,840</b>

## REVENUE PROJECTION (USD)

Period (Year)	2022	2023	2024	2025	2026
Sales Revenue	415,468	457,015	502,717	552,988	608,287



## PROFIT PROJECTIONS

Period (Year)	2022	2023	2024	2025	2026
Profit After Tax (USD)	102,980	88,960	103,260	118,990	136,293



## CASH FLOW PROJECTIONS

Period (Year)	2022	2023	2024	2025	2026
CashFlow at the End of the Year	28,330	105,565	122,848	89,499	71,329

