



BUSINESS CONCEPT

&

FEASIBILITY PLAN

**PROPOSED COMMERCIAL MIXED USE HIGH
RISE BUILDING COMPLEX**

Plot No.87, Block E, Temeke

PREPARED BY:

M/s BAARWAQO INVESTMENT LIMITED

P. O. BOX 42577,

DAR ES SALAAM, TANZANIA



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PROPOSAL FOR DEVELOPMENT OF COMMERCIAL MIXED USE HIGH RISE BUILDING COMPLEX AT PLOT NO.87, BLOCK E, TEMEKE, DAR ES SALAAM, TANZANIA

1. BUSINESS PROPOSAL

This Business Plan has been prepared by **M/s Baarwaqo Investments Limited** for a proposed development of commercial mixed use high rise building complex in Temeke, Dar es Salaam, Tanzania.

The Business Plan has been prepared to manifest and analyze the financial and other resources required for the implementation of the proposed business and also assess its economic viability and commercial viability for presentation to the Shareholders of M/s Baarwaqo Investments Limited and external parties including financial institutions, the revenue authority and potential investment partners. Key to this presentation is the allocation of funds so as to supplement the equity contribution.

2. COMPANY'S BACKGROUND

M/S Baarwaqo Investments Limited is a private company registered / incorporated in Tanzania by Registrar of Companies.

The Company was incorporated on 31st October 2005, with Certificate of Incorporation Number 54397 under the name of **BARWAAQO INVESTMENTS LIMITED**.

We are a registered private company providing transportation services in the United Republic of Tanzania and neighboring countries. The company's vision gives insight of what to be achieved in the near future. A strong management team highly trained and modern facilities and equipment are deployed to accomplish the company's objectives. We strive for excellence in everything we do, driven by a sense of urgency and a wish to meet all your needs. This personal features are our corporate signature.

The company's shareholders and management are diversifying their product offering by investing in the real estate sector.



The company's shareholders have determined that there is need for provision of a world class commercial and residential facilities in the environs of Temeke in the southern part of the city of Dar es Salaam, Tanzania.

Dar es-Salaam or commonly known as Dar, is the largest city and financial hub of Tanzania. It is also the capital of Dar es Salaam Region. With a population of over six million people, Dar is the largest city in East Africa and the seventh-largest in Africa. Located on the Swahili coast, Dar es Salaam is an important economic centre and is one of the fastest-growing cities in the world. The town was founded by the first Sultan of Zanzibar in 1865 or 1866. It was the main administrative and commercial center of German East Africa, Tanganyika, and Tanzania.

Dar es Salaam is Tanzania's most prominent city for the arts, fashion, media, film, and television, as well as serving as its leading financial centre. It is the capital of the co-extensive Dar es Salaam Region, one of Tanzania's 31 administrative regions, and consists of five districts: Kinondoni in the north; Ilala in the centre; Ubungo and Temeke in the south; and Kigamboni in the east across the Kurasini estuary.

Historical trends in the Tanzania all demonstrate steadily rising numbers of citizens with migration towards the city of Dar es Salaam from all over the countryside.

Similarly, the population of the country is rapidly growing with Dar es Salaam estimated to be home to over ten million people in the new future.

This offers an exciting opportunity for us, Baarwaqo Investment Limited to offer an investment project that not only provides return to the shareholders but also offers social good by providing top quality residential space as well as commercial space for rent leading to a new modern approach to housing and construction in Temeke, Dar es Salaam, Tanzania.

Architecturally the project takes on a very iconic and modern approach, with a planned construction of a nine (9) floor high rise complex, well designed to meet global world class requirements and we believe this will also change the skyline and general area of Temeke, Dar es Salaam, Tanzania.

As part of our local content approach, we also aim to use only local contractors in the project and maximize use of locally available construction material such as ceramic tiles from Kibaha, premixed concrete from Simba Cement and steel rods from authorized local suppliers.



3. MARKET POTENTIAL

Market research shows that Temeke, Dar es Salaam, has a rich and vibrant history of being a busy trading center for over fifty years. Under the auspices of the Temeke Municipal Council, The Municipal under the authority of the Council is the largest in size compared to Ilala and Kinondoni Municipalities.

Readily available data from the Temeke Municipal Council Socio-Economic review clearly shows the need for housing and commercial property in Temeke. As such this clearly presents an opportunity for our organization to not only do profitable investment but also provide high quality social good to all our esteemed clientele and the wider society at large..

4. THE COMPANY'S OBJECTIVES

Proposed Design and Architectural Murals

Baarwaqo's Investment Limited's inaugural mixed use residential and commercial development is the ultra- modern Baarwaqo Tower, located at Plot No.87, Block E, Temeke where the beauty of nature combines with all the benefits of modern living. For the working community, Baarwaqo Tower will have a business center with 2 meeting rooms with a TV and virtual offices for impromptu meetings. Additional security features include; access to controlled entry into the apartments video door phone with intercom, CCTV camera and added security support to provide the safest conditions for living and working at the apartments. The apartments will also be supported by a variety of amenities and facilities; a fully equipped gym, children play area, barbecue area, Spa with Jacuzzi and Sauna, meditation area and yoga studio.

The ground floor shall be a grade A commercial offering within the Baarwaqo Tower mixed use development. The commercial offering shall boast world class technological capabilities befitting its status as a premier business address. The Northern and Southern façade of the building shall have magnificent double volume entrance foyers with marble finishes and modern concierge desks manned by a dedicated service team and large floor plates with great fit factors and ceiling-to-floor heights.

With a dedicated parking area, we believe this shall be an ideal facility for banking facilities, show room or home electronic sales premises.



Proposed Architectural Renders:

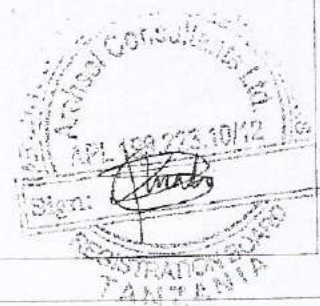


ARCHSOL CONSULTANT LTD
P.O.BOX 95522
DAR ES SALAAM

PROPOSED BLOCK OF RESIDENTIAL APARTMENTS



IN PLOT No. 87888 - BOCK "E" - TEMEKE - DAR ES SALAAM





M/s Baarwaqo Investment Limited has the following objectives in the setting up of this High Rise Commercial/Residential Complex.

- ❖ To provide high quality residential facilities in the United Republic of Tanzania;
- ❖ To provide high quality commercial property/facilities in the United Republic of Tanzania;
- ❖ To promote the availability of high quality housing facilities at affordable pricing to all our clientele;
- ❖ Job creation as the company will create employment opportunities;
- ❖ Skill development (Transfer of knowledge/human resources development) through on job training;
- ❖ Income generation;
- ❖ Improve their social welfare equally important the company contribute to the government revenue through taxes and other levies.



**5. PROPOSED IMPLEMENTATION SCHEDULE –
CONSTRUCTION OF BAARWAQO TOWER, LOCATED AT
PLOT NO.87, BLOCK E, TEMEKE**



Period	Activity Schedule
Quarter 1 Year 2022 (January to March)	Project Mobilization – Contractor, Local Authorities, Work force mobilization
Quarter 2 Year 2022 (April to June)	Project Mobilization – Contractor, Local Authorities, Work force mobilization
Quarter 3 Year 2022 (July to September)	Project Implementation – Construction
Quarter 4 Year 2022 (October to December)	Project Implementation – Construction
Quarter 1 Year 2023 (January to March)	Project Implementation – Construction
Quarter 2 Year 2023 (April to June)	Project Implementation – Construction
Quarter 3 Year 2023 (July to September)	Project Implementation – Construction
Quarter 4 Year 2023 (October to December)	Project Implementation – Construction
Quarter 1 Year 2024 (January to March)	Project Implementation – Construction
Quarter 2 Year 2024 (April to June)	Project Implementation – Construction
Quarter 4 Year 2024 (July to September)	Project Implementation – Construction
Quarter 1 Year 2025 (January to March)	Fitting and Fit Out of the Building
End Quarter 2 Year 2025 (June 2025)	Test and Fit Out – Building Occupancy Permit issued by Temeke Municipal Council
End Year 2025	100% Project is completed



6. CAPITAL INVESTMENT COST

Projected capital requirements for the project is highlighted below. We envisage a balanced mix of shareholder equity and external financing if required from banks.

Our expected capital to asset ratio is within desired capital adequacy ratio designed to promote adequacy of the operations.

This projections are highlighted below.

S/No	Source of Capital	Projected Amount (In USD)
01	Shareholders' Equity	1,260,000.00
Total Projected Equity/Capital for the Project		1,260,000.00
		United States Dollar One Million, Two Hundred and Sixty Thousand Only

7. FINANCIAL PLAN AND USE OF FUNDS

Projected expenditure for the project inclusive of startup costs are highlighted as structured below:

- GENERAL ASSUMPTIONS

The Company has the following key assumptions which guide this investment decision.

- A steady exponential growth curve based on real estate market demand for our residential/commercial facility;
- Fixed facilities costs which do not fluctuate with more than 10% deviation;
- New age technological tools and equipment designed to meet and match accommodation and commercial floor space rate estimates.

- SALES FORECAST

The projected high rise complex shall have nine (9) floors with each floor having four (4) apartments each. Well designed and apportioned we estimate that each apartment shall consist of a three bedroomed family unit with 1 master bedroom and 2 normal bedrooms, a family living room, kitchen, laundry room and dining area.



Such a designed apartment is estimated to bring in revenue of at least one (1) million shillings per month in rent revenue.

Temeke Municipality has an average home occupancy rate of ninety (90)%. This is also within industry estimates of ninety-two (92%) percent for the wider Dar es Salaam region.

This translates to estimated sales unit of

4 apartments per floor by 9 floors = 36 apartments rented out per month

36 apartments X 12 months = 432 Apartments rented out Annually

Units Produced Annually	Rental Price Per Unit per month	Projected Annual Revenue
432 Apartments	1,000,000 Tanzania Shillings per Apartment	432,000,000.00
Projected Annual Revenue		432,000,000.00
		Tanzania Shillings Four Hundred and Thirty Two Million Shillings Annually Only

This growth forecast is estimated to take off and grow progressively year on year. This is because real estate projects have a viable investment life plan of up to thirty years before further re-investment is required in the building complex. This will be due to factors such as market growth, technical know-how, skill learning and economies of scale.

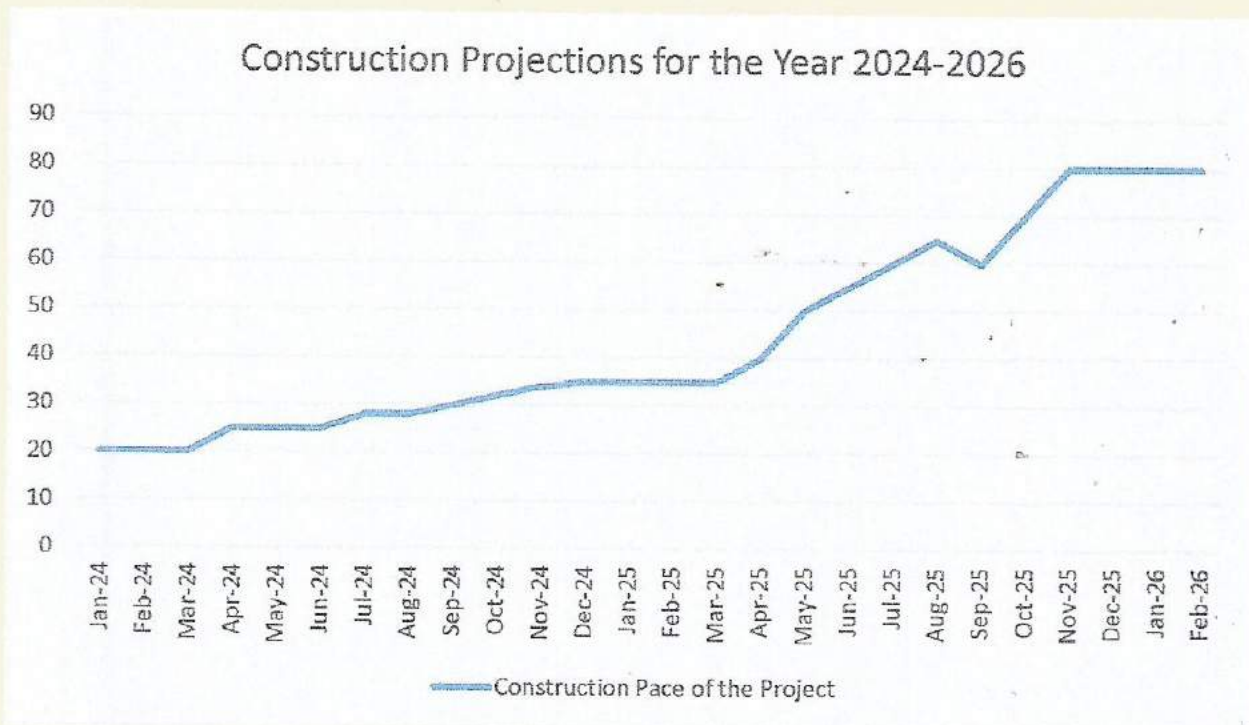
This projection also does not quantify expected revenue from the below streams of income namely:

- Ground Floor Commercial Rentals
- Fitness Center/Gym Revenue – (can be either owner operated or also leased out at rent)
- Ad hoc events such as commercial short term room hire



This can conservatively be expected to bring in at least 15% of extra total revenue for the establishment. A Pareto analysis estimation on annual revenue would mean that the establishment can bring in up to Tanzania Shillings Five Hundred Million on a yearly basis.

Our projected Year on Year building and project implementation plan till completion of the project growth curve would be as below:



- STARTUP COSTS**

Envisaged start-up costs for the project are highlighted as below.

S/No	Detailed Start Up Costs	Projected Amount (In USD)
01	Building Permits and Contractor/Consultants Engagement	60,000.00
02	Building Construction – Contractor Payments	1,000,000.00
03	Project Vehicles	45,000.00
04	Project General Running Expenses	75,000.00



05	Pre- Expenses	50,000.00
06	Others	30,000.00
Detailed Start Up Costs for the Project		1,260,000.00
		United States Dollar One Million, Two Hundred and Sixty Thousand Only

- **RUNNING COSTS**

Envisaged running costs for the project once operational are highlighted as below.

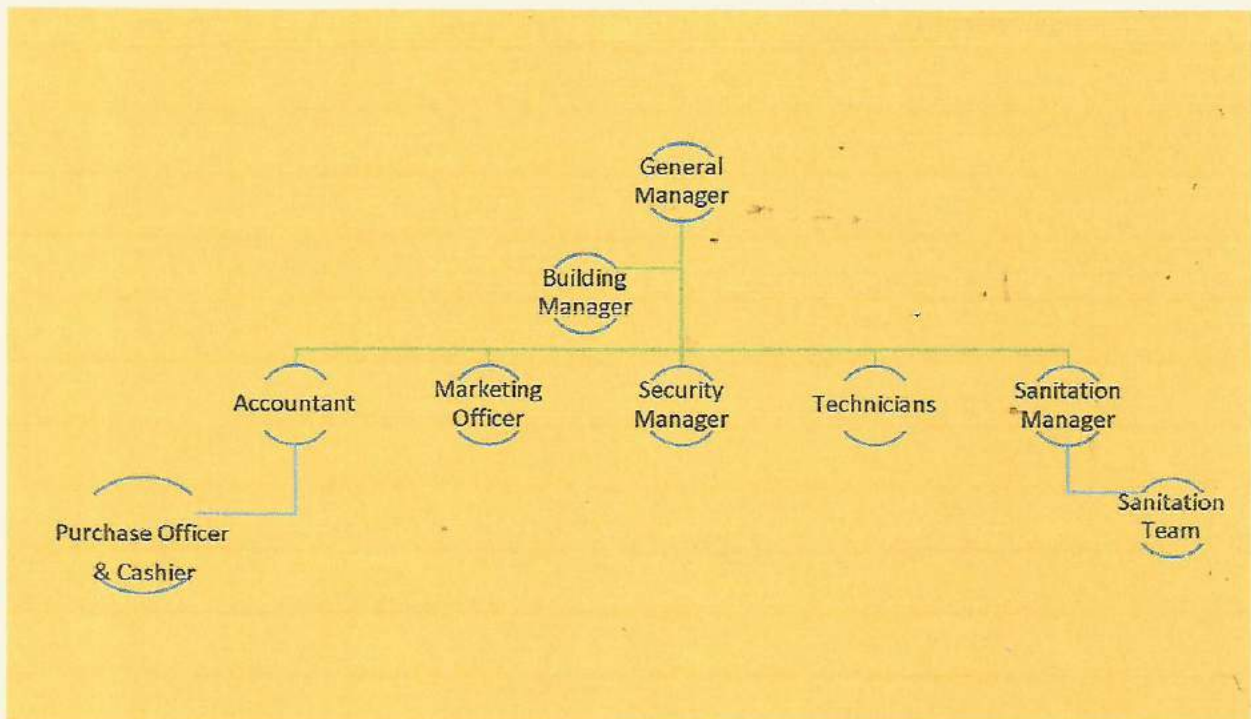
PROFORMA RUNNING COSTS

S/No	Description	Projected Expenditure per Month (In Tanzania Shillings)
Repairs & Maintenance	General Costs	2,000,000.00
Administrative Costs including Electricity (for management and public areas)	Admin Expenses	5,500,000.00
Administrative Costs	Finance Costs	1,000,000.00
Payroll Expenses	Salaries and Wages	10,005,000.00
Total Monthly Running Costs for the Project		18,505,000.00
		Tanzania Shillings Eighteen Million, Five Hundred and Five Thousand Only



ORGANIZATION STRUCTURE & PROJECTED PAYROLL COSTS AFTER CONSTRUCTION PHASE

A detailed Organization Structure inclusive of payroll details is listed below:



S/No	Position	Number of Employees	Gross Salary	Total Gross Salary
01	General Manager	1	2,000,000	2,000,000.00
02	Building Manager	1	1,000,000	1,000,000.00
03	Accountant	1	1,000,000	1,000,000.00
04	Marketing Officer	1	1,000,000	1,000,000.00



05	Security Manager	1	800,000	800,000.00
06	Technicians	2	600,000	1,200,000.00
07	Sanitation Manager	1	800,000	800,000.00
08	Sanitation Team	6	500,000	3,000,000.00
04	Purchase Officer	1	500,000	500,000.00
05	Cashiers	1	500,000	500,000.00
	Gross Salary Expenses			8,700,000.00
	NSSF Liability			870,000.00
	WCF Liability			87,000.00
	SDL Liability			348,000.00
			Total Salary and Wages Cost	10,005,000.00

- CASH FLOW FORECAST ONCE OPERATIONAL

Based on projected production figures; our cash flow forecast for the project in its initial year of operations after building completion is as below:

Quarter 1 – Year 2026 (January to March)

BAARWAQO INVESTMENTS LIMITED					
PROJECTED CASHFLOW FOR FINANCIAL YEAR 2026 – QUARTER 1 (JAN – MARCH 2026)					
PROJECT OCCUPANCY – 75% OCCUPANCY					
	Quarter 1 Year 2026 January	Quarter 1 Year 2026 February	Quarter 1 Year 2026 March		QUARTER 1 YEAR 2026 YTD
Revenue					
Unit Selling Price	1,000,000	1,000,000	1,000,000		1,000,000
Rooms Occupied	27	27	27		81



Expected Revenue p/month	27,000,000	27,000,000	27,000,000		81,000,000.00
Gross Profit	27,000,000	27,000,000	27,000,000		81,000,000.00
Payroll	10,005,000	10,005,000	10,005,000		30,015,000.00
General Expenses	5,500,000	5,500,000	5,500,000		16,500,000.00
Admin Expenses	1,000,000	1,000,000	1,000,000		3,000,000.00
Finance Costs	2,000,000	2,000,000	2,000,000		6,000,000.00
Net Profit before Tax	8,495,000.00	8,495,000.00	8,495,000.00		25,485,000.00
	PROJECT BREAK EVEN & PROFITABILITY (RETURN ON INVESTMENT BY Q1)				
Corporate Tax @ 30 Percent	2,548,500	2,548,500	2,548,500		7,645,500.00
Net Profit	5,946,500	5,946,500	5,946,500		17,839,500.00



Quarter 2 – Year 2026 (April to June)

BAARWAQO INVESTMENTS LIMITED					
PROJECTED CASHFLOW FOR FINANCIAL YEAR 2026 – QUARTER 2 (APRIL – JUNE 2026)					
PROJECT OCCUPANCY – 75% OCCUPANCY					
	Quarter 2 Year 2026 April	Quarter 2 Year 2026 May	Quarter 2 Year 2026 June		QUARTER 2 YEAR 2026 YTD
Revenue					
Unit Selling Price	1,000,000	1,000,000	1,000,000		1,000,000
Rooms Occupied	27	27	27		81
Expected Revenue p/month	27,000,000	27,000,000	27,000,000		81,000,000.00
Gross Profit	27,000,000	27,000,000	27,000,000		81,000,000.00
Payroll	10,005,000	10,005,000	10,005,000		30,015,000.00
General Expenses	5,500,000	5,500,000	5,500,000		16,500,000.00
Admin Expenses	1,000,000	1,000,000	1,000,000		3,000,000.00
Finance Costs	2,000,000	2,000,000	2,000,000		6,000,000.00
Net Profit before Tax	8,495,000.00	8,495,000.00	8,495,000.00		25,485,000.00
Corporate Tax @ 30 Percent	2,548,500	2,548,500	2,548,500		7,645,500.00
Net Profit	5,946,500	5,946,500	5,946,500		17,839,500.00



Quarter 3 – Year 2026 (July to September)

BAARWAQO INVESTMENTS LIMITED					
PROJECTED CASHFLOW FOR FINANCIAL YEAR 2026 – QUARTER 3 (JULY- SEPT 2026)					
PROJECT OCCUPANCY – 90% OCCUPANCY					
	Quarter 3 Year 2026 July	Quarter 3 Year 2026 August	Quarter 3 Year 2026 September		QUARTER 3 YEAR 2026 YTD
Revenue					
Unit Selling Price	1,000,000	1,000,000	1,000,000		1,000,000
Rooms Occupied	33	33	33		99
Expected Revenue p/month	33,000,000	33,000,000	33,000,000		99,000,000
Gross Profit	33,000,000	33,000,000	33,000,000		99,000,000.00
Payroll	10,005,000	10,005,000	10,005,000		30,015,000.00
General Expenses	5,500,000	5,500,000	5,500,000		16,500,000.00
Admin Expenses	1,000,000	1,000,000	1,000,000		3,000,000.00
Finance Costs	2,000,000	2,000,000	2,000,000		6,000,000.00
Net Profit before Tax	14,495,000.00	14,495,000.00	14,495,000.00		43,485,000.00
Corporate Tax @ 30 Percent	4,348,500	4,348,500	4,348,500		13,045,500.00
Net Profit	10,146,500	10,146,500	10,146,500		30,439,500.00