

## H.R.Y LOGISTICS LIMITED



### Business Plan

For

Running Cargo Transportation by Road and Logistics

Management

Table of Contents

<b><u>1.0</u></b>	<b><u>INTRODUCTION</u></b>	<b><u>3</u></b>
<b><u>1.1</u></b>	<b><u>H.R. Y LOGISTICS LIMITED MISSION</u></b>	<b><u>3</u></b>
<b><u>1.2</u></b>	<b><u>H.R.Y LOGISTICS LIMITED VISION</u></b>	<b><u>3</u></b>
<b><u>1.3</u></b>	<b><u>H.R. Y LOGISTICS LIMITED VALUES</u></b>	<b><u>3</u></b>
<b><u>1.4</u></b>	<b><u>COMPANY OWNERSHIP AND BOARD OF DIRECTORS</u></b>	<b><u>4</u></b>
<b><u>1.6</u></b>	<b><u>PROJECT LOCATION</u></b>	<b><u>5</u></b>
<b><u>1.7</u></b>	<b><u>FLEET SIZE</u></b>	<b><u>5</u></b>
<b><u>1.8</u></b>	<b><u>PROJECT ESTIMATED REVENUE</u></b>	<b><u>5</u></b>
<b><u>1.9</u></b>	<b><u>PROJECT OPERATING COST</u></b>	<b><u>5</u></b>
<b><u>1.10</u></b>	<b><u>PROJECT FINANCING</u></b>	<b><u>5</u></b>
<b><u>1.11</u></b>	<b><u>PROJECT COST</u></b>	<b><u>6</u></b>
<b><u>2.0</u></b>	<b><u>ORGANISATION FLOW CHART</u></b>	<b><u>6</u></b>
<b><u>3.0</u></b>	<b><u>TANZANIA TRANSPORT OVER VIEW</u></b>	<b><u>7</u></b>
<b><u>4.0</u></b>	<b><u>TANZANIAN BUSINESS ENVERONMENT</u></b>	<b><u>10</u></b>
<b><u>4.1</u></b>	<b><u>THE TANZANIA DEVELOPMENT CORRIDORS</u></b>	<b><u>10</u></b>
<b><u>5.0</u></b>	<b><u>SWOT ANALYSIS</u></b>	<b><u>11</u></b>
<b><u>6.0</u></b>	<b><u>SERVICES OFFERED BY H.R.Y LOGISTICS LIMITED</u></b>	<b><u>12</u></b>
<b><u>7.0</u></b>	<b><u>COMPETITION</u></b>	<b><u>16</u></b>

<b><u>8.0</u></b>	<b><u>FINANCIAL ASPECTS FOR THE PROJECT</u></b>	<b>16</b>
<b><u>9.0</u></b>	<b><u>ECONOMIC ASPECTS OF THE PROJECTS</u></b>	<b>17</b>
<b><u>10.0</u></b>	<b><u>CONCLUSION</u></b>	<b>18</b>
<b><u>11.0</u></b>	<b><u>RECOMMENDATION</u></b>	<b>18</b>
	<b>APPENDIX I.....</b>	<b>19</b>
	<b>APPENDIX II.....</b>	<b>20</b>
	<b>APPENDIX III .....</b>	<b>21</b>

## **1.0 INTRODUCTION**

H.R.Y LOGISTICS LIMITED is a company incorporated in Tanzania with certificate No. 154410384 dated 14th December 2021 as private limited company under the Tanzanian Companies Act, 2002. H.R.Y LOGISTICS LIMITED is engaged in the business of Transportation and Logistics, passenger land transport Across Tanzania, Travel agency activities, Hotel and hospitality industry services etc, H.R.Y LOGISTICS LIMITED is currently planning to provide cargo transportation by road and logistics supply management within the country, East Africa, East and Central Africa region.

### **1.1 H.R. Y LOGISTICS LIMITED MISSION**

To become a leading cargo transportation and logistics management company providing business enabling solutions and exceeding customer expectations.

### **1.2 H.R.Y LOGISTICS LIMITED VISION**

To deliver customized and unique logistics solutions ensuring time and cost savings for customers.

### **1.3 H.R. Y LOGISTICS LIMITED VALUES**

At H.R.Y LOGISTICS LIMITED, we believe the customer comes first; the company management is focused to ensure customer delight, superior quality of delivery and increased customer profitability.

At H.R.Y LOGISTICS LIMITED, our operations all over the country, we practice an enduring value system based on an open culture, honest and fair business and personal conduct, earning the confidence and trust of our Associates and Customers.

At H.R.Y LOGISTICS LIMITED, we practice transparency with all agencies that we are involved with.

At H.R.Y LOGISTICS LIMITED, we value the importance of our colleagues, evolving a sense of togetherness and passion to deliver.

## 1.4 COMPANY OWNERSHIP AND BOARD OF DIRECTORS

H.R.Y LOGISTICS LIMITED is promoted by three shareholders who are very experienced in transport and logistic business, the share capital of the company is Tanzania shillings One hundred million

(100,000,000/=), divided into One thousand (1,000) ordinary

Share Holders	% of Share	Nationality
<p>YOUSRA HUMAID BADAR AL TOUQI</p> <p>E-mail youstra.touqi@hotmail.com</p> <p>Mobile: 96898284538</p> <p>Residential address Oman, Muscat, Ruwi Al Mawaleh, Seeb street, 3469,</p>	30	Oman
<p>RAIYA HUMAID BADAR AL TOQI</p> <p>E-mail: raya.touqi@outlook.com</p> <p>Mobile:96893388558</p> <p>Residential address Oman, Muscat, Ruwi Al Mawaleh, Seeb street, 3469,</p>	30	Oman
<p>HUMAID BADAR SAIF AL TOQI</p> <p>E-mail: humaidbadar@gmail.com</p> <p>Mobile: +255759100001</p> <p>Residential address Oman, Muscat, Ruwi Al Mawaleh, Seeb street, 3469,</p>	40	Oman

## 1.6 PROJECT LOCATION

Registered office of the H.R.Y LOGISTICS LIMITED is located at **Buza Area Near Roman Catholic Church and Opposite Chinese Mat Factory Temeke District Dar Es Salaam Region, Tanzania**

## 1.7 FLEET SIZE

H.R.Y LOGISTICS LIMITED is planning to purchase **50** trucks and trailers. With capacity of carrying **60** tons truck and trailer, one truck conducting **3** trips per month operating for ten months per year, carrying **90,000** tons per year, Where 50 trucks will carry 4,500,000ton per year.

H.R.Y LOGISTICS LIMITED **management** intends to continue building its fleet to a level of 50 trucks by 2025 required number of trailers will also be added to existing fleet in order to cater to additional requirements in line with truck additions.

## 1.8 PROJECT ESTIMATED REVENUE

The company has estimated that the project revenue to be US\$ 5000 per trip and one truck will conduct 3 trip per month and 30 trips per year

## 1.9 PROJECT OPERATING COST

The company has estimated that the project operating cost and other cost to be 70% of the total annual revenue

## 1.10 PROJECT FINANCING

The company has estimated that the project will be financed by long term loan amounting to US\$3,000,000 with interest rate of 6% repaid within 6 years and remaining US\$4,251,000 will be shareholders contribution and cashflows generated from business

### 1.11 PROJECT COST

The project has budgeted to cost the followings:

<b>PARTICULAR</b>	<b>US\$</b>
Land and Buildings	200,000.00
Machinery & Equipment	100,000.00
Motor Vehicles	4,420,000.00
Furniture & Fixtures	2,000.00
Pre exp	5,000.00
Others	4,000.00
Working Capital	2,520,000.00
<b>TOTAL</b>	<b>7,251,000.00</b>

### 2.0 ORGANISATION FLOW CHART

H.R.Y LOGISTICS LIMITED management is headed by HUMAID BADAR SAIF AL TOQI working as Managing Director assisted by other two directors who are RAIYA HUMAID BADAR AL TOQI and YOUSRA HUMAID BADAR AL TOUQI , three will form Core management team to be assisted with, 1 HR and Admin Manager, 1 Logistics Manager, 1 Chief Accountant and 2 Junior accounting clerks. Operational team headed by 3 operational managers and includes drivers and cleaners.

#### Employees Distribution Summary

Employment	Foreign	Local	Total
Women	4	10	14
Men	6	60	66
<b>TOTAL</b>	<b>10</b>	<b>70</b>	<b>80</b>

### **3.0 TANZANIA TRANSPORT OVER VIEW**

The Tanzanian transport sector comprises surface transport (including roads, railways), inland waterways (lakes and rivers), air transport, and sea transport.

Tanzania's transport sector contributed 8.1% to the country's real GDP in 2018 with USD 3.8 billion, compared to USD 2.8 billion in 2014, representing an increase of 33%.

Main growth drivers include the increase in the number of passengers carried and freight handled through road transport.

According to Tanzania's 2025 Development Vision, investments in infrastructure, particularly in the development of the road network, are the Government's top priority.

The World Bank (WB) and the African Development Bank (AfDB) support Tanzania in achieving its infrastructure development goals by providing grants and credits for projects.

#### **Tanzania Road Transport**

Road transport is the most widely used form of transport in Tanzania, carrying over 90% of the passengers and 75% of the freight traffic in the country.

The road network in Tanzania currently comprises 86,472 kilometers of roads, of which 12,786 kilometers are trunk roads, 21,105 kilometers are regional roads and the remaining 52,581 kilometers are district, urban and feeder roads.

Tanzania's Ministry of Works, Transport, and Communication through the Tanzania National Roads Agency (TANROADS) is managing the national road network of about 33,891 kilometers,

Comprising 12,786 kilometers of trunk and 21,105 kilometers of regional roads.

The remaining network of about 53,460 kilometers of urban, district and feeder roads is under the responsibility of the Prime Minister's Office Regional Administration and Local Government (PMO-RALG).

### **Tanzania Rail Transport**

Railway transport is the second most important mode of transport after road and critical for long distance freight along the main transport corridors in Tanzania.

Tanzania has a total of 3,676 kilometers of railway lines operated by two railway systems, Tanzania Railways Corporation (TRC) and Tanzania – Zambia Railways (TAZARA).

The mainline of TRC comprises the central corridor between the port of Dar es Salaam in the east, linking central and western areas of the country and terminating at Kigoma on Lake Tanganyika in the west.

The TAZARA line is 1,860 kilometers in length, of which 975 kilometers is in Tanzania and 885 kilometers in Zambia.

### **Tanzania Air Transport**

The total number of air passengers in Tanzania reached 6.2 million in 2019, compared to 5.2 million in 2015, representing an increase of 18%.

Currently (2020), there are 19 airline operators in Tanzania, including some of the leading international air carriers such as British Airways, KLM, Qatar Airways, and SWISS.

There are 58 airports in Tanzania and more than 300 private airstrips owned by mining companies and tour operators.

The Julius Nyerere International Airport (JNIA), located in Dar es Salaam, is the largest and busiest airport in Tanzania, accounting for over 70% of Tanzania's air passengers.

In August 2019, Tanzanian President John Magufuli inaugurated Terminal 3 of the JNIA. The new terminal, which cost USD 314 million set the airport capacity at 8 million passengers annually.

In 2019, the AfDB approved a USD 272.12 million loan to Tanzania for the construction of a new international airport in the capital Dodoma. The new airport will be built in the district of Msalato, 12 kilometers from the capital Dodoma.

The new facility is expected to handle at least 50,000 aircrafts and one million passengers per year.

### **Tanzania Water Transport**

Tanzania has a coastline of about 720 kilometers on the Indian Ocean, and also borders Lake Victoria, Lake Nyasa, and Lake Tanganyika.

Both sea and inland waterways ports in Tanzania are managed and operated by the Tanzania Ports Authority (TPA).

The TPA's main Indian Ocean ports are Dar es Salaam, Mtwara, and Tanga. Minor seaports serving coastal traffic include Lindi, Kilwa Masoko, Mafia Island, Bagamoyo, Pangani, and Kwale.

Dar es Salaam is Tanzania's principal port with intrinsic capacity of 10.1 tonnes per year. The port handles over 92% of the total maritime ports' throughput.

The port serves land-linked countries of Malawi, Zambia, Democratic Republic of Congo, Rwanda, Burundi, and Uganda.

These countries are connected to the port through two railway systems (TRL-1.0 metre gauge and TAZARA-1.067 cape gauge), road network, as well as the TAZAMA oil pipeline to Zambia.

TPA also operates Tanzania's lake ports, maintaining around 20 ports on Lake Victoria. Some major ports include Bukoba, Kemono Bay, Musoma, and Nansio.

Principal lake ports on Tanganyika include Kigoma and Kasanga. Additionally, there are 15 smaller ports along the lake. These ports provide trade connections between Burundi, Eastern Democratic Republic of the Congo, and Zambia.

Lake Nyasa has 4 important ports, at Itungi, Mbamba Bay, Liuli, and Manda. There are up to 10 others smaller TPA ports on the lake that facilitate passenger movement along the lake and between the countries of Malawi, Mozambique, and Tanzania.

## **4.0 TANZANIAN BUSINESS ENVIRONMENT**

In the African continent, TANZANIA is among the top ten investment destinations in Africa, thanks to reforms and a conducive investment environment set by the government. The Rand Merchant Bank (RMB) ranked the country tenth in investment attractiveness, in the Where to Invest in Africa 2021 report released recently.

### **4.1 THE TANZANIA DEVELOPMENT CORRIDORS**

Development of transport corridors has been one of the main strategies adopted by the Government of Tanzania to facilitate trade. Tanzania serves as a transit country for the import and export of Malawi, Zambia, DR Congo, Burundi, Rwanda and Uganda, using the port of Dar es Salaam. The main rail and road connections in Tanzania are, therefore, in an east-west direction, linking the ports with the hinterlands of those neighbouring countries. Tanzania is devoting much attention to the corridor concept in its development policy by concentrating efforts in the Mtwara Corridor, Dar-es-Salaam Corridor, Central Corridor and the Tanga Corridor. The major challenge is to link import, export and transit traffic from and to neighbouring countries with transport development efforts, making Tanzania a natural regional hub.

The geography of Tanzania, including its size, diversity and dispersion, give roads a special position in the integration of the national economy. In particular, roads serve rural areas, where the majority of the people live, more effectively than any other mode of transport. The current Tanzania Road Network length is about 85,000 km, which includes trunk and

regional roads (35,000 km) managed by the Tanzania National Roads Agency (TANROADS), and the urban, district and feeder roads with a total of 50,000 km, managed by Local Government Authorities (LGA). There are also some unclassified roads, such as those managed by the Tanzania Parks Authority (TANAPA), and by the Mining Companies and village authorities.

## **5.0 SWOT ANALYSIS**

### **STRENGTHS**

**Strengths of the business are –**

- Promoters have sound experience in this business and have talented Management.
- Rapid growth in sector due to effective management
- Influence & Networking of Directors in the Business Sector.
- Business location is at prominent place.
- Good roads and highway in Tanzania.
- Confirmed business via agreement entered with few companies.

### **WEAKNESSES**

**Weakness of the business are –**

- New entry in logistics market
- Stiff competition from local market
- Limited market share growth

### **OPPORTUNITIES**

**Opportunities of the business are –**

- Potential market encourages foreign investors
- Increasing market share due to rail transport limitations
- Augmented demand for world –class logistics and warehousing services

- Increased use of logistics services in sectors such as technology, consumer retail, automotive and industrial.

## **THREATS**

Threats of the business are –

- Complex Tax Structure
- Unorganised sector and competition
- Different laws in different countries
- Increasing fuel rates therefore increasing transportation costs
- 

## **6.0 SERVICES OFFERED BY H.R.Y LOGISTICS LIMITED**

H.R.Y LOGISTICS LIMITED Management understands that your supply chain needs are unique and that's exactly why the company have engaged the best minds in the Transport industry to create specific transport solutions customized to suit your ever-changing cargo movement environment. H.R.Y LOGISTICS LIMITED transport vans, trucks and trailers (closed body trailers, flat bed trailers and low loaders) from precision transport are designed to seamless execution, H.R.Y LOGISTICS LIMITED dedicated cargo transportation professionals are engaged at every step of the way to provide the services with the most accurate transport and economical transportation arrangement that the industry has to offer.

H.R.Y LOGISTICS LIMITED Transportation and the company Customs Brokerage Service allow the company to complete the supply chain, cargo transit and offers truly door-to-door

Transportation service in the freight industry. The company optimized transportation translates to fast transit service and the door-to-door delivery of your freight on time, safely transported and damage free.

Transport integration with Customs Brokerage Service

- Allows H.R.Y LOGISTICS LIMITED Transport Logistics to complete the supply chain and offer truly door-to-door transportation service in the market
- Eliminates unnecessary customs delays, transport dispatch and improves communication between the shipping line, Customs, Client and our transport department.
- Provides greater control, handling and security of your freight transportation
- Full range of freight forwarding services are offered, including customs clearance, warehousing, in-bond storage, transportation, etc.
- Customer receives a single itemized invoice for door-to-door transportation eliminating additional administrative requirements

H.R.Y LOGISTICS LIMITED Transport Logistics plan to customize and design transportation solutions to transport client's freight at the speed and ease. H.R.Y LOGISTICS LIMITED Management has been in the transport logistics and our transport segment delivers freight to

Numerous customers spread across east Africa namely Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo.

H.R.Y LOGISTICS LIMITED plan to combine the economy of rail transport with road transport handling for seamless door-to-door service and savings. The company transport network throughout Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo and large transport trucks, closed body trailers, flat bed trailers and low loaders fleet are aligned to offer transport applications suitable for all transportation needs. Whether clients freight requires rail transport or road transportation service, door-to-door transport, coast-to-coast

Transport, or cross-border transportation, H.R.Y LOGISTICS LIMITED Transport Logistics is the solution.

**Benefits of optimized door to door delivery and transportation**

- H.R.Y LOGISTICS LIMITED Transportation is dedicated to creating win-win solutions by investing talent, capital, and transport resources.

- Dynamic transport route optimization systems at clients disposal to create supply-chain door to door and reduce transport costs.
- The largest transportation truckload fleet and terminal network in the transport industry.
- Satellite tracking on our transport
  
- Modern fleet of transport trucks
- One of the Safest operating fleets in the transport industry
- Heavy and fragile equipment transported using air hydraulic low loaders.
- Door-to-door control of transport equipment = less handling, better security, and increased efficiency
- Fully multilingual experienced transport staff to cater all our transportation routes
- Strict requirements for transport department staff and constant integrity checks transport and delivery.
- 

#### **Container Transport Mode (Container on Flat Bed)**

H.R.Y LOGISTICS LIMITED Capital offers a complete door-to-door service for all of your container transport requirements. Our road transport fleet is comprised of 400 trucks and transportation trailers. The company plans to have the most modern container transport fleet in the transport industry and our container transport trucks are all equipped with satellite tracking, permitting real time tracking of your loads.

H.R.Y LOGISTICS LIMITED Transport Logistics also supplement road transport fleet with our access to our East Africa railway transport line. H.R.Y LOGISTICS LIMITED Transport Logistics is capable of transporting heavy and bulk cargo on Low Loader, rail and can also transport transit cargo on rail and low-loaders.

#### **Heavy Haulage – Low-Loader Transportation**

H.R.Y LOGISTICS LIMITED transportation Low Loaders comprise of a variety of unique low loader trailer configurations, H.R.Y LOGISTICS LIMITED Capital is still constantly engineering new low loader transport solutions for our customers' Low Loader

Transportation requirements. H.R.Y LOGISTICS LIMITED Transportation Logistics is rapidly becoming the preeminent low loader transport provider for

Importers and exporters of many commodities, including earth transporting equipment and engineering structures that has to be transport on low loaders. Low loader as the industry's most dynamic carrier, H.R.Y LOGISTICS LIMITED Transportation plans to expand our diverse portfolio of service-sensitive, specialty operations to meet our clients' low loaders needs.

### **Heavy Equipment Transport**

Whether it is around town or interstate H.R.Y LOGISTICS LIMITED Transportation has the low loaders and heavy transport equipment to transport any sized machines. We have low loader expertise required to transport, arrange all the permits, liase with police, load and unload cranes.

### **Mining Equipment Transport**

H.R.Y LOGISTICS LIMITED Low loader transport offers transportation services for heavy equipment utilizing their low loader trailers and has

Experienced transporting a range of Mining equipment including Hitachi Excavators, Zoom Lion Cranes, Caterpillars and Komatsu Dump Trucks, concrete mixers, graders and bulldozers on low loaders.

### **Local cargo**

H.R.Y LOGISTICS LIMITED offers the fastest Local cargo service in Tanzania. This airport-to-airport service puts your cargo,

Envelopes and other packages on the first scheduled flight and delivers them to the recipient at the airport of arrival within one hour after the landing time. No advance reservations are required for this service.

Tanzanian Cargo provides around-the-clock Local cargo service with same-day delivery across Tanzania.

### **Transit Cargo**

H.R.Y LOGISTICS LIMITED strive to extend standard services across vast distances and through rough terrain all across East Africa. Our motivated staff and our expertise in the industry always keep us on schedule by rail and road.

H.R.Y LOGISTICS LIMITED provide relocation and movement of both of bulk and containerized goods. H.R.Y LOGISTICS LIMITED offer a variety of transport solutions, be it grouping or other transport services such as part and full load shipments by road, railways or a combination of two

## **7.0 COMPETITION**

According to data available there are more than 15,000 trucks registered in Tanzania and H.R.Y LOGISTICS LIMITED plan to compete favorably with local and foreign companies.

## **8.0 FINANCIAL ASPECTS FOR THE PROJECT**

### **(i) Projected Profit and Loss Statement**

The attached Appendix I shows the projected income for the 8years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. **US\$ 471,660** in the 1<sup>st</sup> year to **US\$ 11,351,996.78** in the 8<sup>th</sup> year.

### **(ii) Projected Cash Flows**

The project's cash flows are shown in Appendix II. They depict a good liquid position right from the first year. Cash accumulation builds up from **US\$ 877,860** in the first year to **US\$ 10,364,389.14** at the end of 8<sup>th</sup> years of the project's operations based on the 50 trucks and trailers obtained.

### **(iii) Projected Balance Sheet**

The project's assets cash flows are shown in Appendix III. Owners' equity grows from US\$ 4,251,000 in the first year to US\$ 15,602,996 at the end of 8<sup>th</sup> years of the project's operations based.

**(iv) Payback Period**

Total investment is US\$7,251,000 cash accumulation in 2nd year US\$8,467,860.00, which is more than the initial investment by US\$1,216,860, The project payback Period is exactly 2 years. The project has a relatively short payback period.

**(v) Loan repayment**

Total investment loan is US\$3,000,000 to be repaid within 6 years.

## **9.0 ECONOMIC ASPECTS OF THE PROJECTS**

Besides the financial/monetary returns to the owners, there are other benefits to be derived for the whole country viz.

**(i) Employment Opportunities**

Employment and poverty reduction are among the major concern of the Central and the Local Government authorities. It is gratifying to note that the company, is going to provide additional employment to 80 people. This is a significant contribution coming from local investors.

**(ii) Revenue to the Government**

The Project is expected to pay a substantial annual amount in the form of corporation tax and other taxes.

**(iii) Foreign Exchange Earning**

Since the project's clientele is mostly towards neighbouring countries the project will thus earn foreign currency for the United Republic of Tanzania. Out of all project expected cargo overhauling transactions will be settled in foreign currencies. In this study we have assumed that the project will be paid in foreign currency.

## **10.0 CONCLUSION**

- (i) The project is profitable and contributes to government revenue by way of taxes.
- (ii) The project provides employment to 80 people.
- (iii) The project is an encouraging sign to prove that we have good business environments and we have investors who have confidence in their country. Tanzania so much so that they are ready to invest such large sums of investment despite the odds of the sector in question.

## **11.0 RECOMMENDATION**

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implement and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

APPENDIX I

H.R.Y LOGISTICS LIMITED PROJECTED PROFIT AND LOSS STATEMENT US\$

-	1	2	3	4	5	6	7	8
<b>Revenue</b>	3,600,000.00	7,200,000.00	7,560,000.00	7,938,000.00	8,334,900.00	8,751,645.00	9,189,227.25	9,648,688.61
<b>Operating Expenses:</b>	2,520,000.00	5,040,000.00	5,292,000.00	5,556,600.00	5,834,430.00	6,126,151.50	6,432,459.08	6,754,082.03
<b>Profit before Depreciation &amp; Interest</b>	1,080,000.00	2,160,000.00	2,268,000.00	2,381,400.00	2,500,470.00	2,625,493.50	2,756,768.18	2,894,606.58
<b>Interest</b>	180,000.00	160,000.00	120,000.00	90,000.00	60,000.00	30,000.00	-	-
<b>Depreciation</b>	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00
<b>Gross Profit</b>	673,800.00	1,773,800.00	1,921,800.00	2,065,200.00	2,214,270.00	2,369,293.50	2,530,568.18	2,668,406.58
<b>Tax (30%)</b>	202,140.00	532,140.00	576,540.00	619,560.00	664,281.00	710,788.05	759,170.45	800,521.98
<b>Profit After Tax</b>	471,660.00	1,241,660.00	1,345,260.00	1,445,640.00	1,549,989.00	1,658,505.45	1,771,397.72	1,867,884.61
<b>Accumulated Profit</b>	471,660.00	1,713,320.00	3,058,580.00	4,504,220.00	6,054,209.00	7,712,714.45	9,484,112.17	11,351,996.78

APPENDIX II

H.R.Y LOGISTICS LIMITED PROJECTED CASH FLOWS US\$

<b>SOURCES:</b>									
<b>Profit before interest and depreciation</b>	<b>0</b>	<b>1,080,000.00</b>	<b>2,160,000.00</b>	<b>2,268,000.00</b>	<b>2,381,400.00</b>	<b>2,500,470.00</b>	<b>2,625,493.50</b>	<b>2,756,768.18</b>	<b>2,894,606.58</b>
<b>Equity</b>	<b>4,251,000.00</b>								<b>0.00</b>
<b>Loan</b>	<b>3,000,000.00</b>								<b>0.00</b>
<b>Total Sources</b>	<b>7,251,000.00</b>	<b>1,080,000.00</b>	<b>2,160,000.00</b>	<b>2,268,000.00</b>	<b>2,381,400.00</b>	<b>2,500,470.00</b>	<b>2,625,493.50</b>	<b>2,756,768.18</b>	<b>2,894,606.58</b>
<b>Applications:</b>									<b>0.00</b>
<b>Capital expenditure</b>	<b>4,822,000.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>			<b>0.00</b>
<b>working Capital &amp;Others</b>	<b>2,429,000.00</b>								<b>0.00</b>
<b>Cash</b>	<b>0</b>	<b>877,860.00</b>	<b>1,627,860.00</b>	<b>1,691,460.00</b>	<b>1,761,840.00</b>	<b>1,836,189.00</b>	<b>1,914,705.45</b>	<b>1,997,597.73</b>	<b>2,094,084.60</b>
<b>Tax</b>	<b>-</b>	<b>202,140.00</b>	<b>532,140.00</b>	<b>576,540.00</b>	<b>619,560.00</b>	<b>664,281.00</b>	<b>710,788.05</b>	<b>759,170.45</b>	<b>800,521.98</b>
<b>Sub total</b>	<b>7,251,000.00</b>	<b>1,080,000.00</b>	<b>2,160,000.00</b>	<b>2,268,000.00</b>	<b>2,381,400.00</b>	<b>2,500,470.00</b>	<b>2,625,493.50</b>	<b>2,756,768.18</b>	<b>2,894,606.58</b>
<b>Total applications</b>	<b>7,251,000.00</b>	<b>1,080,000.00</b>	<b>2,160,000.00</b>	<b>2,268,000.00</b>	<b>2,381,400.00</b>	<b>2,500,470.00</b>	<b>2,625,493.50</b>	<b>2,756,768.18</b>	<b>2,894,606.58</b>
<b>Accumulated cash</b>		<b>877,860.00</b>	<b>2,505,720.00</b>	<b>4,197,180.00</b>	<b>5,959,020.00</b>	<b>7,795,209.00</b>	<b>2,625,493.50</b>	<b>8,270,304.54</b>	<b>10,364,389.14</b>

APPENDIX III

H.R.Y LOGISTICS LIMITED PROJECTED BALANCE SHEET US\$

<b>Fixed Assets</b>	-								
Opening balance	-	4,722,000.00	4,495,800.00	4,269,600.00	4,043,400.00	3,817,200.00	3,591,000.00	3,364,800.00	3,138,600.00
<b>Total Long-term Assets</b>	-	4,722,000.00	4,495,800.00	4,269,600.00	4,043,400.00	3,817,200.00	3,591,000.00	3,364,800.00	3,138,600.00
<b>Less depreciation</b>	-	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00	226,200.00
<b>Closing balance</b>	-	4,495,800.00	4,269,600.00	4,043,400.00	3,817,200.00	3,591,000.00	3,364,800.00	3,138,600.00	2,912,400.00
Working capital	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00	2,429,000.00
Accumulated cash	-	877,860.00	2,505,720.00	4,197,180.00	5,959,020.00	7,795,209.00	2,625,493.50	8,270,304.54	10,364,389.14
<b>Total assets</b>	2,429,000.00	7,802,660.00	9,204,320.00	10,669,580.00	12,205,220.00	13,815,209.00	8,419,293.50	13,837,904.54	15,705,789.14
Financed by									
Equity	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00	4,251,000.00
Accumulated profit	-	471,660.00	1,713,320.00	3,058,580.00	4,504,220.00	6,054,209.00	7,712,714.45	9,484,112.17	11,351,996.78
Total equity	4,251,000.00	4,722,660.00	5,964,320.00	7,309,580.00	8,755,220.00	10,305,209.00	11,963,714.45	13,735,112.17	15,602,996.78
Bank overdraft	3,000,000.00	2,500,000.00	2,000,000.00	1,500,000.00	1,000,000.00	500,000.00	-	-	-
<b>Total debts</b>	3,000,000.00	2,000,000.00	2,000,000.00	1,500,000.00	1,000,000.00	500,000.00	-	-	-
<b>Total equity and debts</b>	7,251,000.00	6,722,660.00	7,964,320.00	8,809,580.00	9,755,220.00	10,805,209.00	11,963,714.45	13,735,112.17	15,602,996.78

H.R.Y LOGISTICS LIMITED P. O. Box 31090, DARES SALAAM

H.R.Y LOGISTICS LIMITED PAYBACK PERIOD

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	471,660.00	226,200	697,860	7,000,000
2	1,241,660.00	226,200	1,467,860	8,467,860.
3	1,345,260.00	226,200	1,571,460	10,039,320
4	1,445,640.00	226,200	1,671,840	11,711,160
5	1,549,989.00	226,200	1,776,189	13,487,349

H.R.Y LOGISTICS LIMITED PROPOSED FINANCING PATTERN US\$

LOCAL LOAN	LOCAL EQUITY
3,000,000	4,251,000.00

H.R.Y LOGISTICS LIMITED PROJECTED DEPRECIATION SCHEDULE

US\$

NAME OF ASSETS	1	2	3	4	5	6	7	8
Land And Buildings	200,000	196,000	192,000	188,000	184,000	180,000	176,000	172,000
Machinery, Tools & Equipment	200,000	99,000	98,000	97,000	96,000	95,000	94,000	93,000
Motor Vehicles	4,420,000	4,199,000	3,978,000	3,757,000	3,536,000	3,315,000	3,094,000	2,873,000
Furniture & Fixtures	2,000	1,800	1,600	1,400	1,200	1,000	800	600
<b>Total</b>	<b>4,822,000</b>	<b>4,495,800</b>	<b>4,269,600</b>	<b>4,043,400</b>	<b>3,817,200</b>	<b>3,591,000</b>	<b>3,364,800</b>	<b>3,138,600</b>
DEPRECIATION	1	2	3	4	5	6	7	8
Land and buildings	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Machinery tools & Equipment	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Motor Vehicles	221,000	221,000	221,000	221,000	221,000	221,000	221,000	221,000
Furniture & Fixtures	200	200	200	200	200	200	200	200
<b>ANNUAL DEPRECIATION</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>	<b>226,200</b>

,

### H.R.Y LOGISTICS LIMITED PROJECT IMPLEMENTATION SCHEDULE

	ACTIVITY	PERIOD
1.	Processing TIC Certificate of Incentive	Dec 2021
2.	Funds Mobilization	May – Dec 2021
3.	Ordering of Vehicles	Jan 2022 – Dec 2022
5.	Arrival of Vehicles	Feb 2022– Jan 2023
6.	Trial Operations	March 2022
7.	Commercial Operations	May 2022

### H.R.Y LOGISTICS LIMITED PROJECTED LONG TERM LOAN REPAYMENT

Year	principle	Loan Interest (6%)	Total Amount Paid	Loan Balance
0				
1	500,000.00	180,000.00	680,000.00	3,000,000.00
2	500,000.00	150,000.00	650,000.00	2,500,000.00
3	500,000.00	120,000.00	620,000.00	2,000,000.00
4	500,000.00	90,000.00	590,000.00	1,500,000.00
5	500,000.00	60,000.00	560,000.00	1,000,000.00
6	500,000.00	30,000.00	530,000.00	500,000.00