

PRIME MINISTER'S OFFICE TANZANIA INVESTMENT CENTRE

PART
 FILE NUMBER
 TICC
 PP10/042111

FILE BEGINS _____ ENDS _____ PART _____

FILE TITLE

FILE NUMBER
TICC

CONFIDENTIAL

PP10

042111

INDEX HEADINGS

Officer or Section	For Action F/M	Initials	Date	Action taken Vide F/M	Officer or Section	For Action F/M	Initials	Date	Action taken Vide F/M
DIF	F.1	DR	14/9/11	6	AgDIF	F.22	BT	15/11/17	has
Khaw	f.1	6	12/3/11	6	Phina	F.22	has	15/11/17	
DAF	M.	6	27/9/11	6	EXD	Mr.6	has	22/11/17	hr
DIF	F.4	6	5/10/2011	6	AgDIF	M.6	JR	23/11/17	
Datto	F.4	6	6/10/2011	6					

GULF CONCRETES & CEMENT
PRODUCTS CO LTD

MINUTE SHEET

Dokezo
No. 10

Ag. EXD

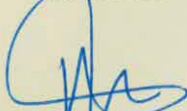
The approved project has fulfilled the investment requirements, which are: -

- (a) Minimum finance investment threshold has been exceeded, the project expects to invest us\$ 5.0m
- (b) Legal entity has been incorporated under certificate

No. 75781 of 04/08/2010

Based on the above, the letter of approval is hereby submitted for signature in order for the project to comply with the requirements of Section 17 of Tanzania Investment Act, 1997.

Submitted for signature.



N.A Senzia

DIF

27th September, 2011

EXD

In response to the TIC letter of registration dated 27th September 2011 the project has submitted the required documents namely: -

- (a) Company Board Resolution.
- (b) Reference letter/Financing from Stanbic Bank LTD
- (c) Lease Agreement as evidence of land

With the above submission EXD is requested to sign Certificate of Incentives No. 042111 herein attached.

6/10/2011



DIF

MINUTE SHEET

Dokezo
No. 3.

Ag EXD

*Refer
22/10/15*

A certificate of incentives has been amended by extending the projects implementation period for ~~to~~ one year as per approval in F-17.

I submit for your review and signat
~~Matthew~~

IFM — OSS

20/10/2015

4. Phina

Arrange to visit the project and prepare a report. Request TRA officer Mr. Adam to provide the list of capital goods imported by the company since 2011.

During the PVV accompany with Mr. Mkozamali and Veronica.

~~Matthew~~

Ag DIF — 15/11/2017

5. Veronica

Arrange for PVV as per M₄ above

~~DJ~~
18/11/17

*Signed!
W. W. W.
EXD
23/11/17*

6.

EXD

please find attached draft letter to Gulf Concrete and Cement products Co. Ltd for your review and signature. ~~Matthew~~ — Ag DIF — 22/11/17

MINUTE SHEET

DOKEZO
No.

MINUTE SHEET

DOKEZO
No.

1

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD.

P.O. BOX 6191, DAR ES SALAAM TANZANIA, EAST AFRICA
TEL : +255 22 2780 510, 278047, +255 22 2780 505, 2780576

12th SEP 2011

Executive Director
Tanzania Investment Centre
P O Box 938
Dar Es Salaam
Tanzania



Dear Sir/Madam

RE: Application for Company Registration

Please refer to the heading above.

Gulf Concrete and Cement Products Company Limited was incorporated on 8th April 2010 with the sole purpose of mine and crush the granite into agreegate and transport it by trucks and the pre-mix batch concrete and other cement products in the country.

We would highly appreciate if the above company could be registered with your esteemed organization so as to enable us commence business.

Attached kindly find necessary documents which are required for registration.

1. Application form duly filled.
2. Feasibility Study
3. Memorandum and Articles of Association
4. Certificate of Company Incorporation
5. Profile of Investors- refer chapter two of feasibility study
6. Bank Reference Letter
7. Lease Agreement
8. Board Resolution
9. Project Implementation Schedule-refer chapter four 4.5

Thank you for your kind co-operation in the above matter.

Yours Sincerely

A handwritten signature in blue ink, appearing to read 'Salim Salah Hamood'.

Salim Salah Hamood
Director



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD.

P.O. BOX 6191, DAR ES SALAAM TANZANIA, EAST AFRICA
TEL : +255 22 2780 510, 278047, +255 22 2780 505, 2780576

THE BOARD RESOLUTION PASSED IN THE MEETING OF BOARD OF DIRECTORS OF GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED HELD AT THE REGISTERED OFFICE ON 10th SEP 2011 AT 10.30 A.M.

The Chairman informed the Board member about the mine and crush the granite into aggregate and transport it by trucks and the pre-mix batch concrete and other cement products in Tanzania and future requirement to fulfill the demand of market, in order the company to achieve smooth implementation of the project.

To get benefit from the government incentive plan board of directors decided to register with Tanzania Investment Centre and authorize Managing Director Mr. Ally Edha Awadh to take all the necessary steps.

There being no other business and chairman declared that meeting closed at 12:00 A.M




CHAIRMAN

Certified True Copy



SECRETARY

TANZANIA



Certificate of Incorporation

Section 15

No **75781**

I HEREBY CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS

COMPANY LIMITED =====

is this day incorporated under the Companies Act, 2002 and that the Company is Limited

Given under my hand at Dar es salaam

this **8TH** day of **APRIL**

TWO THOUSAND AND TEN

A handwritten signature in black ink, appearing to read 'P. M. M.', written over a dotted line.

Asst. Registrar of Companies

LEASE AGREEMENT

THIS LEASE AGREEMENT is made on this 30th AUG, 2011

BETWEEN

LAKE OIL LIMITED of P.O. Box 5055 Dar Es Salaam (Hereinafter referred to as the Lessor) of one part .

AND

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED of P.O. Box 6191 Dar Es Salaam (Hereinafter referred to as the Lessee) of one part.

WHEREAS the lessor is the owner of the property situated on Plot 13, Buguruni Malapa Area, Dar Es Salaam and is desirous to lease the said property to the Lessee and,

WHEREAS the Lessee is ready and willing to rent the said property on terms and conditions herein contained.

NOW THEREFORE: this agreement witnesses as follows:-

1. That in consideration of the monthly rent of Tshs 300,000 (Three Hundred Thousand Only) payable in advance in one lump sum of Tshs 3,600,000 (Three Million Six Hundred Thousand Only) at the execution of this agreement, the Lessor demises unto the Lessee the property situated on the above mentioned plot.
2. That the duration of the Lease Agreement is for 36 consecutive months starting from 1st Sep, 2011 up to 30th Aug 2014.
3. That the Lessee covenants with the Lessor.
 - (a) To Keep the demised premises and its compound in clean and rentable condition
 - (b) Not to sub-lease the demised premises without the Lessor's written consent.
 - (c) Not to make any alteration or additions to the demised premises without the Lessor's written consent.
 - (d) To pay water and electricity bills.
4. That the Lessee will , on the expiration of this lease , deliver possession of the demised premises to the Lessor in good and rentable condition.

5. That should the Lessee intend to renew this agreement he has to give 3 months notice to the Lessor before the expiration of the current agreement.

WHEREFORE the parties to this agreement have agreed to be bound by the terms of this agreement by appending their signatures in the manner appearing hereunder.

Signed and Delivered
On behalf of Lake Oil Limited
This 30 day of Aug 2011

[Signature]

LESSOR

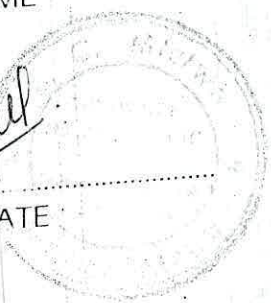
Signed and Delivered On behalf of
Gulf Concrete and Cement Products Company Limited
This 30 day of Aug 2011



BEFORE ME

[Signature]

ADVOCATE



Certified true copy of the original





Stanbic Bank

A member of Standard Bank Group

Stanbic Centre
Plot No. 99A
Kinondoni Road / Ali Hassan
Mwinyi Road
Dar es Salaam
Fax: 2666301
Telephone: (255-22) 2666430

Tanzania Investment Centre

P O Box 6191

Dar es Salaam

Tanzania

Date

5th September, 2011

Dear Sir,

RE: GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD.

Reference to the above subject matter.

This is to confirm Gulf Concrete And Cement Products Company Ltd P O Box 6191, Dar es Salaam is our customer and has been assigned USD and TZS accounts.

In our opinion, and based on our relationship with the company, we would consider them good for normal business engagements.

The report is furnished to you in good faith and without any liability or responsibility on the part of the bank or any of its officers. Further, it is a condition of this letter that our banks name is not divulged to any one without our consent in writing, in the event that the contents of the report are passed on to any third party

Yours faithfully,

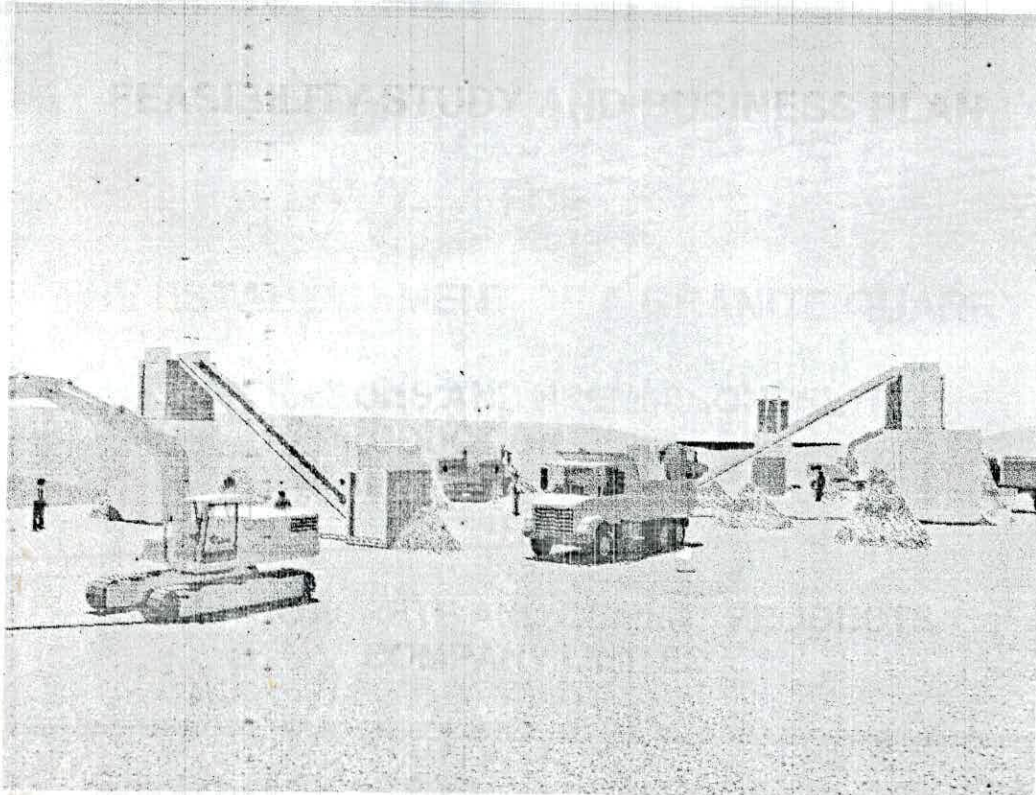
Asha Tarimo
Relationship Manager

Bank Tanzania Limited

Directors: H. Senkoro (Chairman / Non-Executive); A. Kinana (Non-Executive); G. Aliy (Non-Executive);

Dr. H. Kibola (Non-Executive); J. De-Mello (Non-Executive); B. Awale *** (Managing Director); K. Mbathi *** (Executive)

FEASIBILITY STUDY AND BUSINESS PLAN
FOR
THE ESTABLISHMENT OF A GRANITE QUARRY
OPERATIONS AND PREMIX CONCRETE
PRODUCTION BUSINESS
FOR
GULF CONCRETE AND CEMENT PRODUCTS
COMPANY LIMITED



Prepared by:

G .M.J.Temba
Corporate Services International Ltd
(Management and Business Consultants)
P.O. Box 6191
DAR ES SALAAM

April, 2010

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ANNEX A: Gulf Concrete and Cement Products Company Limited Organization Chart.

FINANCIAL SCHEDULES

1. Income Summary
2. Cost Of Operations
3. Staff Cost
4. Administrative and Marketing
5. Loan and Interest
6. Working Capital
7. Payback Analysis
8. Discounted Cash Flow Statement
9. Cash Forecast
10. Cash Flow Statement
11. Profit and Loss Accounts
12. Balance Sheets
13. Project Costs
14. Amortization And Depreciation Schedule

CHAPTER ONE

1.0 EXECUTIVE SUMMARY

1.1 The project

The investment proposal herein sets out to examine the economic viability, financial profitability and social desirability of the acquisition of an aggregate production quarry machinery and equipment for the production of 300 tons per hour on a ten hours single shift of various sizes of granite aggregate at Lugoba in Bagamoyo District in Coast Region. The project also involves a forward integration process of establishing a pre-mix batch processing plant for production of ready mixed aggregate concrete to be delivered to construction sites ready for use by contractors. While the quarry will be located at Lugoba, the pre-mix batch concrete plant will be located at Mikocheni Light Industry Area in the outskirts of Dar Es salaam City where major construction activities are taking place. Various concrete and cement products like paving slabs, storm water and sewage pipes and culverts, cement blocks etc will also be produced at the same site. This site which will be close to the construction sites will also be used for bulk storage of granite aggregate to facilitate quick delivery to customers.

1.2 The Market

There is a ready market for the company products in Tanzania and specifically in Dar Es Salaam where construction activities have increased tremendously during the past five years. Currently there are twelve other quarries near and around Dar Es Salaam which supply aggregate to contractors in and around Dar Es Salaam but the volumes produced are inadequate to meet contractors requirements. There are also five pre-mix or concrete batch production companies in Dar Es Salaam, four of which are owned by construction companies and cater for their own needs. Only one of them has excess capacity and supply limited quantities of pre-mix concrete to other contractors. Despite the presence of these competitors in the market the company's marketing strategy, superior quality of the products and timely delivery of the company products will enable it to compete effectively. The marketing plan aims at controlling approximately twenty five percent (25%) of the market in Dar Es Salaam and approximately twenty percent (20%) of the remaining market in the country.

1.3 Management and Organization

The intended activities of the company call for an organizational structure that is self supporting and capable of attracting high caliber staff in view of the attractive recruitment procedures and remuneration packages. A training program will be instituted so that all technical jobs are manned by capable Tanzanians and few foreigners. Some of the incentives will include free on the job training, study tours to the machinery and equipment suppliers to familiarize the employees with the machinery operations and maintenance. Other specialized services like legal counsel, auditors and transporters will be hired as necessary while operational, stores and accounting manuals will be prepared by external consultants for permanent use by the company to ensure consistency and efficiency and ensure smooth operations.

1.4 Capital Cost and Capitalization

The total cost of the project is envisaged to be **US \$ 5,000,000** which will cover pre-operational expenses, machinery and equipment purchase, local transport, handling and installation, motor vehicles and office buildings and operational systems. This investment will be financed through investors' equity and a short/medium term loan. The investors will provide a total of **US \$ 2,200,000** as equity and local banks will provide a short/medium term loan of **US \$ 2,800,000** repayable in five years with one year grace period at an interest rate of 8.5% per year.

1.5 Financial Appraisal

On the basis of the various assumptions contained in the schedules, to this report, the net sales are expected to rise from **T.shs. 43,301,988,000** in year one to **T.shs.102,639,301,000** in year ten and profit after tax from the business operations of this project is expected to rise from **T.shs. 3,181,421,000** in year one to **T.shs. 15,486,714,000** in year ten. By the end of year 10 the company will have accumulated, reserves of **T.shs. 83,577,824,000** if no dividends are paid out.

The company's cash generation from operations is good throughout the period under consideration. Cash balances accumulate rapidly from **T.shs. 3,181,421,000** in year one to **T.shs. 92,849,295,000** in year 10.

The company's internal rate of return (IRR) before interest and taxes is **28%**. The payback period is **two years and three months**. All these tests confirm the financial viability of the project.

1.6 Economic Appraisal

In addition to the proved commercial viability of this project, it is also economically viable on a number of parameters.

The project will attract foreign exchange through sales in foreign currency to foreign construction companies which are more than 50% in the class one rating according to the Tanzania Contractors Registration Board. The foreign exchange impact on the economy is thus quite substantial.

The project will generate employment for 60 new jobs on permanent terms. Over 800 indirect employment opportunities will be generated through forward and backward linkages. This will have a big effect on the economy by way of family members of employees and other people who will be supported by the workers.

The project will contribute substantially, to Government revenue by way of taxes, levies, royalties and licensing fees.

The project will enhance forward linkages in the granite aggregates and construction industries in the economy.

1.7 Conclusion

This feasibility report shows that the project is financially profitable, economically desirable, commercially viable and socially acceptable. The project is based on a well-founded base as Gulf Concrete and Cement Products Company Limited management has considerable experience and the company has the financial ability to undertake this business.

Based on the commitment of the Management of this company and with support of short/medium term financing institutions, Gulf Concrete and Cement Products Company Limited will be capable of generating a big turnover with a big impact on the Tanzania's economy.

It is therefore recommended that this project with the objectives and span of interest and magnitude demonstrated above, be given full support by a short/medium term loan from banks and all other institutions concerned.

CHAPTER TWO

2.0. INTRODUCTION

2.1 Name and Ownership of the Company

Gulf Concrete and Cement Products Company Limited is a private limited liability company incorporated in Tanzania on 8th April 2010 in accordance with the companies Act 2002 under Certificate of Incorporation No. 75781. Gulf Concrete and Cement Products Company Limited intends to produce granite aggregate, ballast, pre-mix batch concrete and various cement products including; cement blocks, paving slabs, storm water concrete pipes and culverts etc. for sale to the construction industry in Dar Es Salaam, neighboring areas and all over Tanzania.

The current directors of the company are as follows:

Mr. Mohamed Said Khaila

Mr. Salim Salaha Hamud

The following are details of their shareholding in the company:

Name of Shareholder	Number of Shares held	Position /Role
Mr. Mohamed Said Khaila	990	Director and Chairman
Mr. Salim Salaha Hamud	10	Director
Total	1,000	

The directors have vast experience in trading in construction materials and petroleum products in Tanzania and the neighboring countries. Some of these construction products are imported mostly from the Middle East Countries, China and Japan. The establishment of this company in Tanzania is a deliberate move by the investors to utilize local materials in the

enhancement and support of the construction industry in Tanzania. They are highly conversant with the mining and construction sectors in Tanzania.

2.2 Activities

The objectives and activities for which the company is established are as follows:

To carry on the business of quarrying of granite, limestone, quartz, feldspar and sand and buying and selling of minerals of all sorts and kind in Tanzania and elsewhere and trading in minerals in and outside Tanzania.

To apply for, purchase, take on lease, minerals claims and mining rights and licenses of any nature whatsoever in respect of any minerals within Tanzania or elsewhere.

To purchase, take on lease or otherwise acquire for any interest therein, and to hold, build upon, work exercise, develop, finance, and turn to account, building plots and lands of any nature and of any tenure in Tanzania or elsewhere and to sell, let on lease or otherwise dispose thereof and grant right there over.

To carry on business of sellers, distributors and to extract, treat, cure, submit to any process of manufacture and prepare for market, deal in and turn to account and agricultural or forest produce of any description whatsoever.

2.3. Offices

The company has a registered office in Dar es Salaam at SIDO Small Business House along Bibi Titi Mohamed Street on Plot No. 12, Room 1-A next to the College of Business Education. The company also plans to have other two field offices, one at the mining and granite quarry site about 3.6 km off the Chalinze - Segera Highway at Lugoba Minor Settlement and the other at the Pre-mix Concrete Batch Plant on Plot 49 Mikocheni Light Industries area on the outskirts of Dar Es salaam City along the Bagamoyo Road.

2.4 Legality of the Company and the business.

The company is a Private Limited Liability Company registered under the Companies Act 2002 in the name of Gulf Concrete and Cement Products Company Limited and as the name implies, specializes in mining of both

granite and limestone aggregates for the construction industry in Tanzania. The Company was incorporated on **8th April 2010** under Certificate of Incorporation Number **75781**.

2.5 Purpose of the Project

The purpose of the project is to purchase quarrying, machinery and equipment, installation of the mining and processing machinery and equipment at the mining and quarry site at Lugoba area in Bagamoyo District in order to mine and crush the granite into aggregate and transport it by trucks and the pre-mix batch concrete and other cement products to customers in Dar Es salaam and elsewhere in Tanzania hence run the mine/quarry profitably. The investors have already purchased the mining site from the previous operator who has already removed all his machinery and equipment. They have also purchased factory premises on Plot 49 Light Industry area where the pre-mix concrete plant will be installed. The premises will also be utilized for production of various cement products and as a storage area for bulk aggregate awaiting delivery to customers. Once the machinery and equipment arrive on site, the erection and installation will take ninety days and operations will start soon after. The suppliers of the machinery will send five qualified engineers and technicians to supervise and assist the local personnel in the installation of the machinery. They will also train the local personnel on the operations of the machinery and equipment.

CHAPTER THREE

3.0 ECONOMIC ASPECTS OF THE PROJECT.

3.1 Employment Generation

The granite aggregates quarry will create employment for **60** permanent employees. The cost per job created is **Shs. 5,611,800** per annum, which works out to **Shs. 336,708,000** for sixty employees per annum. Another **800** jobs will be created through indirect employment, first on the backward linkages, the transporters who deliver the product to the premix batch plant and onwards to the contractors, the producers of concrete articles and on the forward linkage on the employment created through building contractors and their sub contractors.

3.2 Foreign Exchange Generation, Impact and Diversification Plans

The company intends to sell 100 per cent of its goods to the local market but due to the existence of many foreign contractors undertaking large projects in Tanzania about 40% of the sales will be paid for in foreign currency. The company will be able to retain 100 percent of these payments to pay for all of its foreign procurements like valuable inputs and spare parts for the quarry plant and machinery without requesting the Central Bank for funds. This will make the company a large contributor of foreign exchange earnings to the National Foreign Exchange Reserve. This impact is quite substantial.

On diversification, the company plans to set up concrete articles manufacturing facilities which will produce paving slabs, kerb stones, cement blocks, storm water and sewerage water pipes etc using the residual crusher dust produced through the process of crushing the granite to produce aggregate.

3.3 Government Revenue

The project will generate revenue to the Government as follows:-

- Import duties
- Excise duties
- Vehicle registration fees and taxes
- Quarrying license and royalties
- Corporate taxes (income)
- Payroll levy
- Skills development levy
- Personal income tax (PAYE)
- Withholding taxes on interest/dividends on the distribution of profits
- Business licenses
- Export taxes
- Land rent and property taxes

Although the company will be entitled to the incentives under the Investment Centre Act (since the amount invested is greater than \$ 300, 000 for a joint venture with foreign majority shareholding to qualify as an Approved Enterprises) as an inducement to the investors, the taxes become payable after four years.

3.4 Incentives Available under Tanzania Investment Centre Act 1997.

Under the industrial classification by Tanzania Investment Centre, the project will be classified under the Lead Sectors where it will qualify for a number of incentives under the TIC Certificate Of Incentives since the fixed investment for new investment is in excess of at least \$ 300,000 for projects whose majority shares are owned by foreigners. Other incentives include:-
The recognition of private property and protection against any non commercial risks.

Reduced import tariff on project capita items (5% investment in priority sectors and zero % for investments in lead sectors):

Favorable investment allowances and deductions (100%) on industrial buildings, plant and machinery and on agricultural expenditure;

Deferment of VAT payment on project capital assets

Import duty drawback on raw materials

Zero-rated VAT on manufactured exports

Straight line accelerated depreciation allowance on capital goods

Yearly appreciation of unrecovered capital investment in mining

A five year carryover of all business losses against future profits

A reasonable corporate tax rate 30% and low withholding tax rates; on dividends (10%) and on loan interest (0%)

The right to transfer outside the country 100% of foreign exchange earned, profits and capital

The ease of obtaining other permits such as residence/work permits, industrial license, trading license etc

Automatic permit of employing up to five foreign nationals on the project holding Certificates of Incentives from the TIC.

3.5 Forward and Backward Linkages

On the macro-economic level there will be forward and backward linkages. The backward linkage will be for the people of Dar es Salaam and neighboring townships to be able to get quality granite building materials for their construction projects. Other linkages are to the products of mining and water supply, electricity, communication services, fuel and oil supply, vehicles and equipment maintenance service used by the quarry. The forward linkages will be to the construction industry, the transporters who deliver the products to the various building contractors to Dar es Salaam and the neighboring townships.

3.6 Economic Rate of Return

The economic rate of return has been calculated on the total investment without any shadow coefficients because most of the transactions are based in Tanzania Shillings, which are very easily convertible to foreign exchange. With the above approach the Economic Rate of Return (ERR) as shown in the schedules to this study is quite high for the mining and concrete articles manufacturing industry.

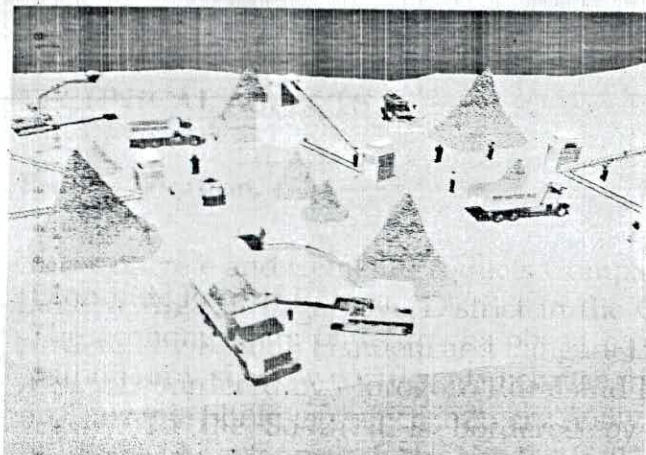
CHAPTER FOUR

4.0 TECHNICAL ASPECTS

4.1 Project Location.

Gulf Concrete and Cement Products Company Limited quarry is located in Lugoba Area in Bagamoyo District in the Cost Region. To the North it is bordered by Kilindi, Handeni and Pangani Districts of Tanga Region. To the west it is bordered by Morogoro Rural and Mvomero Districts of Morogoro Region. To the South it is bordered by Kibaha in Cost Region and Kinondoni District in Dar es Salaam Region and to the East it is bordered by the Indian Ocean. Based on the 2002 census the total population of Bagamoyo District was 228,967 people of which 187,812 is rural and 41,155 is urban i.e. 82% and 18% respectively.

4.2 Available Infrastructures.



The mining site in Lugoba Area in Bagamoyo District can be reached by one major highway; Chalinze-Segera highway on the way to Tanga from Dar es Salaam. The mine/quarry site is 85 km from Dar Es Salaam and 3.6km off the Chalinze-Segera highway turning left about 2 km from Lugoba town. The road to the mine

site is passable throughout the year. On telecommunications, Lugoba is linked to TTCL network for land lines for telephones and fax services while

mobile service phone providers like Tigo, Vodacom and Zein also provide services. There is a Three Phase Electricity supply at Lugoba Township and a connecting power supply line to the mine site. Due to frequent electricity supply interruptions, the company will install an 850 KVA electricity standby generator at the site to ensure uninterrupted electricity supply for smooth operations.

The site at Mikocheni Light Industries area comprises of a five acres plot with two large factory buildings, a one storey office building comprising of twelve rooms, a main store building, a conference room, a small mosque; a generator building and the necessary ablution buildings. The area is well served with the necessary infrastructure like roads, water, electricity and telephone services.

4.3 Characteristics of the Granite Available at the Lugoba Quarry site

The Promoters of the project have been issued with Primary Mining licenses (PMLs) by the Ministry of Minerals and Energy (Eastern Zonal Office) for mining granite rock basically as building materials. The area is said to contain more than 45 million cubic meters of granite rock that can be economically mined.

In November 2009 the Promoters requested the Department of Geology of the University of Dar es Salaam to carry out engineering tests of samples collected from the quarry site and the results were very good and were as follows:-

4.3.1 Petrography Analysis

Rock type; quartz feldspathic GNEISS with garnet. Mineral content from two samples (Quartz 36-60, feldspar 15-16, biotitic 1-2 hornblende 1-2 garnet 15-16, opaque 2-3)

4.3.2 Engineering Tests

Density (kg/m³) 3020
Water Absorption (%) 0.6
Aggregate crushing value 15-20
Aggregate reactivity value 18-20
Unconfined Compressive strength (MPa) 200

4.4 Procurement of Quarrying and Transport Equipment and other equipment.

The management of Gulf Concrete and Cement Products Company Limited has made a careful evaluation of their machinery and equipment requirements and needs which are shown below.

- 1) One complete granite crushing plant with primary and secondary crushers with a capacity of producing 300 tons per hour of crushed products.
- 2) Two drilling machines.
- 3) One excavator with chain wheel equipped with a drilling hammer.
- 4) One back hoe excavator.
- 5) One mobile shovel.
- 6) One 850 KVA standby Generator
- 7) Two ten tons capacity mining trucks.
- 8) One water pump
- 9) Five forty tons capacity transport trucks.
- 10) One thirty passenger's capacity bus.
- 11) Two 4WHD double cabin pickups
- 12) One welding machine
- 13) Four hand drillers
- 14) One forklift

The Pre-mix Concrete Plant which will be located on Plot 49 Mikocheni Light Industry area in the outskirts of Dar Es Salaam city will have the following machinery and equipment.

- 1) One Complete Concrete Mixing Plant with a capacity of mixing 120 cubic meters of concrete per hour.
- 2) One 100 KVA standby generator.
- 3) Five ten tons capacity rotating tankers.
- 4) Two pneumatic pumps for delivery of concrete up to 42 meters high to be used in high-rise buildings construction sites.
- 5) One 20,000 capacity water tanker.
- 6) One welding machine.
- 7) Two big vibrators.
- 8) Three high pressure water pumps.
- 9) Laboratory and Testing Centre Equipment

The quarry area at Lugoba in Coast Region has a total area of approximately fifteen acres. An area of approximately 120,000 square meters will accommodate the quarry machinery and aggregate storage areas including

crusher dust. Office buildings and other social facility buildings will occupy about 40,000 square meters.

Table 4.3.1 LAND AND BUILDINGS

Description	Total Qty in year 1	Total costs in \$
Fifteen acres Mining Claim Land at Lugoba	3plots	185,874
Office Buildings, Stores and canteen at Lugoba	Various	60,204
Factory and office buildings at Mikocheni	Various	1,810,000
Water supply storage tanks	Various	20,000
TOTAL	S	2,076,078

4.3.2 PLANT, MACHINERY AND EQUIPMENT

Description	Total Qty in year 1	Total costs in \$
Complete Set of Quarry Equipment, Motors, Conveyers, Rollers and installation costs. Complete set of concrete batch plant, mixing plant and batch station. Complete set of operational equipment and two pneumatic pumps (one mounted on a truck and one stationary but movable)	Various	1,781,922
One Stand by Generator	850 KVA	60,000
One standby Generator	100 KVA	10,000
Welding Machines	Two	10,000
Big Vibrators	Two	15,000
Land Drillers	Two	20,000
High Pressure Pumps	Two	15,000
One fork lift	One	50,000
Laboratory and testing Equipment	Various	20,000

Culvert Pipes Molding Machinery	Various	20,000
Paving stone Molding Machinery	Various	15,000
Kerb Stone Molding Machinery	Various	15,000
Weigh bridges	Two	20,000
VHF Radio Communication/Telephone	Various	8,000
Air Conditioners	Various	4,000
Computers/Printers	Various	4,000
Kitchen Equipment	Various	1,000
TOTAL	\$	2,068,922

4.3.3 MOTOR VEHICLES

Description	Total Qty in year 1	Total Installation in \$
18Ton Dumping Trucks.	2 units	80,000
Five forty tons capacity delivery trucks.	5 units	200,000
Five ten ton capacity rotating tankers.	5 units	250,000
One 20,000 liter capacity water tanker	1 unit	50,000
Bus for Workers' Transport	1 unit	30,000
4WD vehicles	2units	50,000
TOTAL	\$	660,000

Table 4.3.4 FURNITURE AND FITTINGS

Description	Total Qty in year 1	Total costs in \$
Office and Social Welfare Furniture, Fittings and Equipment	Various	120,000
TOTAL \$		120,000

4.4 SUMMARY

Description	Amount in US Dollars
Land and Buildings	2,076,078
Plant, Machinery and Equipment	2,118,922
Motor Vehicles	660,000
Office and Social Welfare Furniture Fittings and Equipment	130,000
Pre operational expenses	15,000
Total S	5,000,000

4.5 Timing and Phasing of the project

The implementation of the project is expected to start in October 2010 and become operational in July 2011 in which period the Gulf Concrete and Cement Products Company Limited management will undertake the following development programs to a sustainable satisfaction.

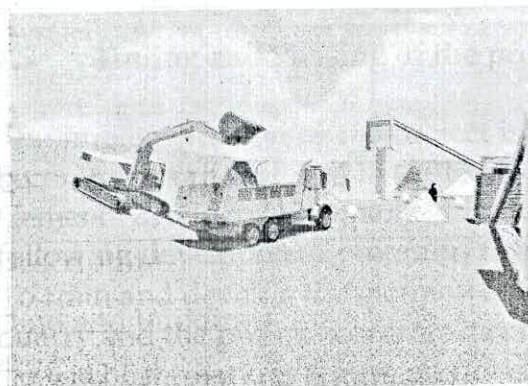
To train and develop the manpower that will be self sufficient to operate the quarry and the pre-mix concrete batch plant.

To establish markets for its products through aggressive advertising using radio, newspapers, pamphlets and television and of course personal visits to various civil and building contractors.

Enter into marketing and collaboration agreements with civil and building contractors and other users of aggregate, pre-mix concrete and concrete articles.

Consolidate the production of granite aggregate and concrete articles to cope with demand.

The investors have already purchased the mining area from the previous operator and he has removed his machinery and equipment from the site.



The aggregate production plant will have a capacity of producing 300 tons of aggregate per hour and it will operate on a ten hour single shift and produce 3,000 tons of aggregate per day. The plant will operate for 300 days in a year to produce a total of 900,000 tons. Out of this total 90% will be aggregate of

various sizes and 10% will be crusher dust which will be utilized for production of various concrete products. Out of this total production, 60% of the aggregate will be sold directly to various contractors and 40% will be transferred to the pre-mix batch concrete plant for production of ready mix concrete to be delivered to various construction sites according to orders.

4.6 Human Resources.

The overall management of the Company will be through a two members Board of Directors at the beginning to be appointed by the shareholders. The day to day management of GCCPCL will be headed by the Managing Director who will also be the Chief Executive Officer of the company. An Internal Auditor will report directly to the Managing Director. The Technical and Production Department will be responsible for quarrying activities, granite production, pre-mix concrete production and concrete article manufacturing while the Marketing Department will be responsible for Sales and Promotional Activities of the company.

The Finance and Administration Department will handle the Finance and Administration functions and will have four sections. Personnel, Accounts, Stores and Security. The Accountant will be responsible for the keeping of the books of the company while the Personnel Officer will be responsible for the day to day personnel, administrative, disciplinary, communications, and transport matters of the company. The Security Officer will handle all security matters of the company.

The supplies officer will procure and distribute all the company inputs including ballasting materials, quarry machinery, equipment, spare parts thereof, fuel and oils.

This complete team will be able to instill high quality team spirit and excellent workmanship in the company and make it the most efficient company in the construction materials industry in Tanzania and be competitive in the market to ensure good returns to the investors and the financiers.

CHAPTER FIVE

5.0 FINANCIAL PLAN AND FINACIAL PROJECTIONS

5.1 Project Start up Costs

The preceding investment by Gulf Concrete and Cement Products Company Limited before application for loan financing for the investment amounts to \$1,361,078 made up of \$15,000 as the pre operational expenses, \$160,204 as office, stores and canteen buildings at the Lugoba site and \$185,874 by way of acquisition of the mining area and \$1,000,000 for acquisition of the property on Plot 49 at Mikocheni Light Industries area which will be used for installation of the pre-mix concrete batch plant, manufacturing of various cement products and storage of bulk aggregate.. This can be treated as the shareholders initial contribution to the project and to show their seriousness and commitment to the project.

5.2 Full Project Costs

The full project costs are made up of the cost of acquiring new machinery and equipment amounting to US. \$1,957,000 acquisitions of motor vehicles US. \$ 660,000 and buildings amounting to US. \$ 2,060,000. The cost of office and canteen furniture, equipment and operating systems will cost US. \$323,000. These are expected to be financed through a US. \$2,800,000 short/medium term loan from a development bank at an interest rate of 8.5% per annum and US \$ 2,200,000 owner's equity. The initial working capital amounting to Shs. 3, 147,517,000 will be financed through a short-term overdraft from a commercial bank.

5.3 Projected Profit and Loss Statements

The profit before taxes of the combined operations amounts to Shs.4,544,887,000 in year 1, Shs.13,402,525,000 in year 5 and Shs.22,004,877,000 in year 10. In terms of margins of net profit before taxes to turnover the performance is 10% in year 1 rising to 21% in year 10. This is adequate for a quarrying enterprise. Annual retained earnings before dividends accumulate from Shs. 3,181,421,000 in year one to Shs.92, 849,295,000 in year ten. This will be available for further investment. The operation is therefore attractive and profitable.

5.4 Projected Balance Sheets

The company balance sheets as shown in the Schedule of the Final Projections are quite healthy. The net working capital moves from a surplus of Shs. 3,147,517,000 in the first year to Shs. 92,616,256,000 in year 10. A debt/equity ratio of 1.5:1 in year 1 for fixed asset financing, company will own all its fixed assets from the end of the second year through equity contributions and retained earnings. It will still have a substantial cash balance for further investments.

5.5 Projected Cash Flow Statements

The sources of funds will be equity, the short/medium term finance from the bank, profit before interest and taxes and depreciation. After initial financing no additional equity or loan is required since all future financing will be from retained earnings. Starting with modest Shs. 4,019,184,000 in year 1 the company ends up with Shs. 16,022,707,000 cumulative cash flow in year 10.

5.6 Financial Internal Rate of Return

The discounted cash flow analysis calculated on the given assumptions yields a financial internal rate of return of 28% before interest and taxes. This is an attractive indicator of performance for the activities of the company.

5.7 Payback Period

The payback period is calculated on the mining and concrete manufacturing operations. The calculations show that the investment will be recouped in **two years and three months**. This means the company can commence building up reserves within **twenty seven months** of operation making this an attractive investment in the building materials sector.

CHAPTER SIX

6.0 MANAGEMENT AND ORGANIZATION

6.1 Management and Personnel.

The overall management of the company will be through a Board of Directors to be appointed by the shareholders. The day to day management of GCCPCL will be headed by the Managing Director appointed by the company shareholders. He will set up a network that will be able to instill new spirit and workmanship to the company and enable it to earn dividends to the shareholders and repay the loan within a very short time. The Managing Director will also handle Corporate Planning. Under the Managing Director there will be three Department Managers namely Production and Technical, Finance and Administration and Marketing. The Department of Finance and Administration will have three sections namely Personnel, Accounts and Stores.

The accountant will be responsible for the keeping of the books of accounts and the Personnel officer will be responsible for the day to day personnel administrative, disciplinary, communications, and transport matters of the company while the Storekeeper will handle all the procurement and issue of all types of stores including ballasting materials, machinery spares, fuel and oils etc.

(See proposed Organization Chart under Annex 1 to this Report).

6.2 Availability of Labor

Tanzania has a large pool of middle level trained manpower in almost all sectors serving the mining and construction sectors. The company considers that the critical issues are retention of qualified skilled staff at Lugoba being a little far from Dar Es Salaam the main urban centre.

Management plans to use incentives such as:-

Attractive progressive salary programmes.

Medical insurance for employee and dependants.

Social security benefits and other terminal benefits including education for children.

Housing and transport (Bus, Motorcycles and bicycles,) loans to staff.

In order to attract employees and retain them, the company will introduce a self reliance housing scheme where the company will secure plots at Lugoba town and provide building materials to employees on loan basis.

and at reduced prices. This will enable employees to have their own modern houses for their families' sustainable life.

6.3 Recruitment

Recruitment of the operating manpower will be carried out over a span of six weeks by giving first preference to ex-employees of quarrying and construction sectors based on a merit basis and their willingness to work for GCCPCL in Lugoba area in Bagamoyo District. A careful selection methodology will be worked out by a competent management consultant who will set up appropriate job descriptions and remuneration systems to ensure that the right caliber of staff is recruited.

6.4 Training and the use of Consultants

The company plans to carry out on - the - job training for most of the technical staff. The maintenance staff will be sponsored to go for field trips outside the country particularly to the machinery and equipment suppliers to familiarize themselves with the operations of the plant and machinery. In general the company will ensure that employees get new skills and operational procedures to increase their productivity throughout. Educational and technical materials will be subsidized or paid for to motivate the workers to develop themselves educationally and in technical skills.

Alternatively those skills not required throughout the year will be provided by private consultants. These will include legal counsels, financial systems, auditors, and management consultants. To ensure efficient and scientific management, operational manuals will be prepared for core functions of the company.

CHAPTER SEVEN

7.0 HUMAN RESOURCES DEVELOPMENT AND WELFARE

7.1 Human Resources Development Plan.

The company plans to limit itself to employing Tanzanians only. It does not expect to employ expatriates at the company and if any they will be employed on short term basis and for specific purpose and skills which are not available in the country. The expatriates will in most cases be used for training purposes. On recruitment policies the company will advertise for qualified and experienced Tanzania on the market, interview and recruit them. The company will also conduct in house, in country training programs for its operative staff. Management staff will get training to obtain state of the art management skills like use of computers, information technology, materials management and communication skills.

7.2 HIV/SDS Action Plan

Gulf Concrete and Cement Products Company Limited will put in place the following HIV/ ADS Action plan in place.

7.2.1 Awareness

Education seminars, workshops, presentations, leaflets, television and visual aids will be presented by several groups including, District Health Officers, NGOS and religious groups.

People already infected with HIV/AIDS virus will be appropriately counseled to take appropriate care and exercise restraint by not infecting others. The company will provide supporting services to them and where needed will provide free supplementary food and medicines.

7.2.2 Prevention

The Company Management will take positive action by providing facilities for distribution of condoms to sexually active partners and as a right of every employee. This will be facilitated through cooperation with District Health Officers and NGOs providing condoms at near free-of-charge prices. The company will also conduct seminars to employees and emphasize the HIV/AIDS awareness and the risks involved.

7.2.3 Care

The company Management will allow for and support community-based care for HIV/AIDS patients.

7.2.4 Community Based Terminal Care

The Company will ensure that it takes care of terminally ill employees and family members and in case of death funeral and burial services are provided for those employees who die whilst working with the company.

7.3 Gender and other Social Considerations

Gulf Concrete and Cement Products Company Limited is an equal opportunity employer without discrimination on gender, creed or ethnicity of the employee. If by mere coincidence the majority of the company employees turn out to be men, they will be paid equally with women. Gulf Concrete and Cement Products Company Limited plans to build a dispensary, nursery school, canteen, social services hall/shop, and a maize milling machine near the mining site to be available to all the employees and neighboring villages residents at affordable prices.

CHAPTER EIGHT

8.0 MARKETING

8.1 Market for the Products of the Company.

Gulf Concrete and Cement Products Company Limited will produce aggregate of sizes 2", 1 1/2", 1 3/4" and 1/2" of crushed granite including crusher dust as well as concrete articles made from the crusher dust. The company will also produce ballast for use in the construction of railway lines but this product will only be produced on special order. About 40% of the aggregate to be produced will be transferred to the Pre-mix Concrete Batch Plant to be located in the outskirts of Dar es Salaam city where it will be mixed with cement and sand in required and appropriate ratios and

The management has also taken keen interest in the new developments in the reconstruction of the central railway line with financing already firmed up under the Millennium Challenge Account which is funded by the United States of America Government; and the intended interconnection of the five East African Community countries by rail. The management will maintain a very close follow up on this new avenue because it will create a big market for the company products.

8.1.1 Other products

The company also plans to produce concrete articles like cement blocks, man-hole covers, paving slabs, paving blocks, curbstone and cement storm water culverts and pipes of various sizes for the internal market and if need be for export.

8.2 Marketing and Distribution of the Products

The company will import high quality machinery and equipment from China, Dubai, Germany and India and employ qualified technical personnel to ensure that the products produced are of the highest quality to meet international standards. Competition exists in the marketing of the concrete articles as there are several other small producers of granite at Lugoba and Msata. However with the superior machinery, the aggressive marketing plans, the quality of granite, pre-mix batch concrete and the concrete articles produced by GCCPCL will be able to compete favorably. The location of the pre-mix batch concrete plant on Plot 49 Mikocheni Light Industries are in the vicinity of the main construction centers in the city of Dar Es salaam which will also be used for stockpiling of granite aggregate and other cement products will ensure timely delivery (real time) which is a critical aspect in the construction industry materials delivery.

8.3 Princes of the expected products

Gulf Concrete and Cement Products Company Limited expects to produce 2", 1 1/2", 1" 3/4" and 1/2" sizes of crushed granite including crusher dust as well as concrete articles made from the crusher dust. Ballast will also be produced on special order.

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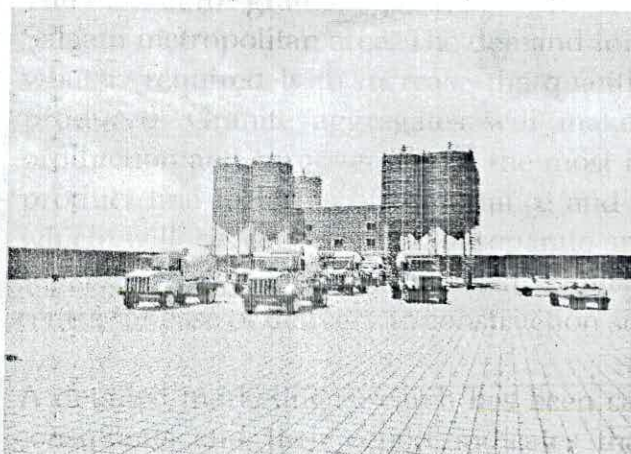
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ready for delivery to construction sites by specially designed rotating concrete delivery tankers.

8.1.0 Granite aggregate and Pre-mix Concrete Batch Plant Market

The market for granite aggregate exists in Tanzania especially in the Dar es Salaam metropolitan area. The demand for granite aggregate is not met but what is required is to increase the quantity and quality of what is to be produced. Granite aggregates will make about 60% of the company's production and turnover, hence the most important product line. The next product line in terms of importance and value is pre-mix batch concrete which will be produced at a separate mixing plant to be located in a separate site on Plot 49 Mikocheni Light Industries area close to the city centre for ease of delivery to construction sites in Dar Es Salaam.

A detailed marketing research has been carried out by reputed marketing consultants and their report indicates that the construction industry in Tanzania has been growing at an average rate of 18.5% over the past five years. Reports from the Contractors Registration Board and the National Construction Council have shown that the average total value of construction projects in Tanzania has been Tanzanian Shillings Seven hundred sixty three billion (Shs. 763,400,000,000) per year during the past five years. Building construction accounted for 54% of the total value of the



projects while civil construction works accounted for 17% of the total. The remaining 29% was undertaken by Electrical Contractors, Mechanical Contractors and other specialized construction fields. The market research also indicated that close to 60% of the building construction work and 22%

of the civil construction work was undertaken in Dar Es Salaam.

The management of Gulf Concrete and Cement Products Company Limited having taken into consideration the available market for its products in Tanzania and specifically in Dar Es Salaam, has targeted to capture 25% of the market in Dar Es Salaam and 20% of the market in the rest of the country as a starting point.

The management has also taken keen interest in the new developments in the reconstruction of the central railway line with financing already firmed up under the Millennium Challenge Account which is funded by the United States of America Government; and the intended interconnection of the five East African Community countries by rail. The management will maintain a very close follow up on this new avenue because it will create a big market for the company products.

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8.2 Marketing and Distribution of the Products

The company will import high quality machinery and equipment from China, Dubai, Germany and India and employ qualified technical personnel to ensure that the products produced are of the highest quality to meet international standards. Competition exists in the marketing of the concrete articles as there are several other small producers of granite at Lugoba and Msata. However with the superior machinery, the aggressive marketing plans, the quality of granite, pre-mix batch concrete and the concrete articles produced by GCCPCL will be able to compete favorably. The location of the pre-mix batch concrete plant on Plot 49 Mikocheni Light Industries are in the vicinity of the main construction centers in the city of Dar Es salaam which will also be used for stockpiling of granite aggregate and other cement products will ensure timely delivery (real time) which is a critical aspect in the construction industry materials delivery.

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Price per cubic meter in Tanzanian shillings:

Pre-mix concrete T. Shs.250,000

Granite aggregate T. Shs.100,000

Crusher dust T. Shs.80,000

Concrete articles will vary from T. Shs.5,000 and T. Shs.10,000 per piece depending on the product.

Concrete culverts T. Shs.30,000 to T. Shs.100,000 depending on size.

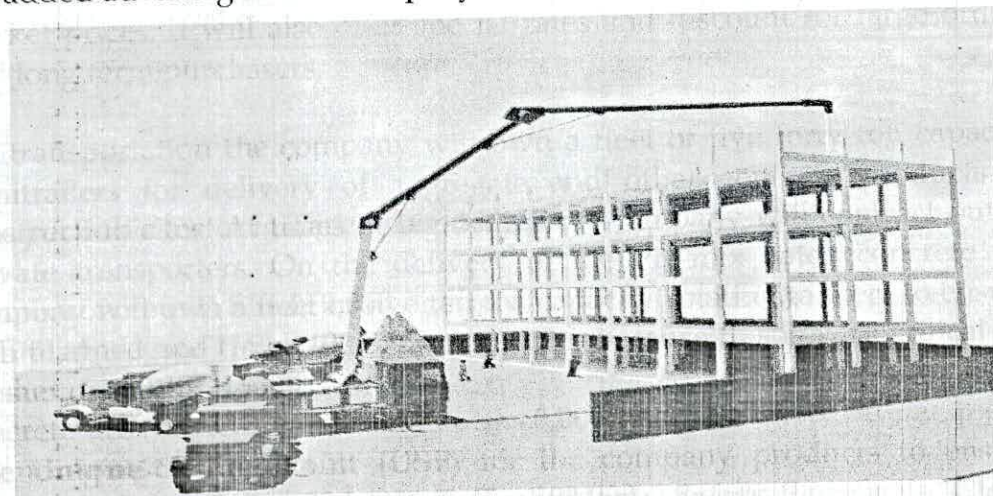
The price of ballast will be determined by the quantity ordered but will be T. Shs.100,000 per cubic meter on the average.

However since the company is a new comer to the aggregate and concrete trade it will adopt introductory prices which will be slightly lower than the market prices. It will also offer special rates and discount for large orders and long term purchasers.

On transportation the company will own a fleet of five forty ton capacity semitrailers for delivery of aggregate and other concrete products to construction sites. At times of big orders the company will contract out to private transporters. On the delivery of the Pre-mix batch concrete the company will own a fleet of five ten ton capacity rotating tankers to ensure well planned and timely delivery schedules because this is very critical for the success of this operation.

The **Unique Selling Point (USP)** for the company products to ensure effective competition will be **New Technology, Safety Standards, Clean Environment, Quality Products and Strict Delivery Schedules.**

The special pneumatic pumps mounted on mobile trucks and capable of pouring concrete up to forty two (42) meters high (*fourteen floors*) will be an added advantage to the company over its competitors.



CHAPTER NINE

9.0 ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENT

9.1 Environmental Impact Assessment

The project envisages being environmentally friendly in the area of water, air, flora and fauna, geomorphology social effects and archaeology. The project will have no effect on the hydrology as no ground water will be extracted. Water for drinking will be drawn from the Wami - Chalinze pipeline which traverses the Lugoba area.

The project will have no gaseous emission that will affect air quality. No chemicals will be used. There will be little dust emissions. It is therefore anticipated that there will be little or nor damage to flora and fauna

The area directly affected by the mining is basically miombo wood land with isolated grassland and has minimal animal population. However no mining activities will attract animals to the site. The project is culturally acceptable to the residents as this is a continuation and improvement of an existing cultural feature.

The people of Bagamoyo in particular have benefited from quarrying granite aggregates in Lugoba area for over 30 years now. Generations to generations have relied on granite aggregates as a source of employment and cash support. Now that GCCPCL wants to extend the area under granite aggregates quarrying by developing the Lugoba quarry, the envisioned project is welcome news to the people of Bagamoyo especially the Lugoba area. Not only will it create employment for the residents but will also act as a catalyst for economic empowerment and the improvement of the health and well being of the people in the project area. It will also provide the much needed income to the surrounding villages through production levy.

9.2 Environmental Management Plan

GCCPCL plans to adhere to all environmental standards as per schedule of the Mining (Environmental Management and Protection) Regulations, 1999. Measures to avoid, minimize or mitigate effects to the environment due to this project will be taken. The general objective of the Environmental and Social Management Plan (ESMP) for Gulf Concrete and Cement Products

Company Limited is to minimize environmental degradation and to optimize social benefits to the area. The specific objectives of the Environmental and Social Management Plan for Gulf Concrete and Cement Products Company Limited are:-

To develop actions and recommendations that the Company management should adopt in the cutting of trees for firewood and charcoal making to minimize environmental degradation impacts.

To develop actions and recommendation that the operational managers should adopt during the land clearing and operational phases to minimize social impacts.

To develop effective monitoring elements that will assist the timely mitigation of adverse environmental impacts and the achievement of positive impacts.

To ensure that land recovery and leveling is carried out after the completion of the mining operations.

Objectives of a monitoring program essentially examines whether or not identified project objectives are achieved as expected in terms of output and time.

In the case of the GCCPCL project, the monitoring program will also seek to ensure that proposed mitigation factors are followed and are effective.

9.3 Air Quality

If dust becomes a significant nuisance factor it will be suppressed by spraying with water. Workers or laborers working in dusty areas e.g. in the mining pits, loading of rocks or gravel and crusher dust will be issued with protective masks. It will be the duty of the Operations Manager to ensure that all employees wear protective masks when on duty.

9.4 Social Economic Impact

The presence of the mine at Lugoba will bring prosperity to the surrounding area during the life span of the mine. The company will have a deliberate employment program to ensure employment of people from the community surrounding the mine. It will only employ people from other regions where special skills are needed and are not available in the area.

This will bring satisfaction and cultivate acceptability of the project and develop good neighborhood spirit by the members of the community surrounding the mine.

9.5 Access Road.

The 3.6km access road from the main highway to the mine will be rehabilitated and maintained by the company to make it passable throughout the year. The other members of the community and surrounding villages will be able to use the road for transportation of their crops and other goods to and from the market.

9.6 Mine Closure

Upon completion of each section of mining activities the site will be cleared of all equipment and works. This may include filling and grading of soil and vegetation replanted where it has been disturbed. The closure objective includes the restoration of the properties to the condition where it can be used for other purposes such as farming or grazing. Top soil originally stock piled will be spread over waste dumps and natural vegetation allowed to grow. Trees will also be planted. All structures and installations will be removed from the site and the original topography reconstructed.

All employees and leaders of the members of the community around will be informed of the closure of the mine well in advance and will be prepared for retrenchment so that they can look for alternative employment elsewhere.

9.7 Conclusion and Recommendations on the Environmental and Social Management Plan.(ESMP)

The proposed project is environmentally friendly, commercially viable, technically and financially sound and socially beneficial and is therefore recommended to be carried out as per schedule. With relevance to the EIA of the GCCPCL, the Environmental and Social Management Plan (ESMP) has been proposed to incorporate among others the identification and summary of major anticipated environmental and social impacts as well as mitigation measures.

CHAPTER TEN

10. RECOMMENDATIONS

10.1 Mission of Gulf Concrete and Cement Products Company Limited at Lugoba in Bagamoyo District.

Gulf Concrete and Cement Products Company Limited plans to create a new economic base in Lugoba and indeed in Bagamoyo District through the installation of a granite aggregate quarrying plant through the purchase of high quality quarrying machinery and equipment and acquiring the necessary working capital to run the company in the next fifteen to twenty five years.

10.2 Strengths

Over the 30 years of existence of the granite aggregates quarrying in Lugoba of Bagamoyo District, the area has earned a reputation of being the best granite aggregates producing area in the Coast Region. This has given the current Gulf Concrete and Cement Products Company Limited (GCCPCL) management the desire to exploit this potential for developing a reputable operation and become the most successful and prosperous company in the construction materials industry in the future.

The following are considered to be, the strengths that GCCPCL has at its disposal that can be relied upon to enable the company grow and become prosperous.

10.2.1 The Company has a large and unsatisfied local market in Dar es Salaam and Tanzania as a whole for its products, which is a challenge to increase production to meet the ever increasing demand for aggregates and its allied products.

10.2.2 GCCPCL will over the years of its existence, build a name and goodwill to the public at large and the people of Tanzania especially in the supply of best quality granite aggregates in Tanzania. This will enable the company to market its products with relative ease in the future given proper and committed management from GCCPCL.

10.2.3 The company management is now seriously engaged in building a strong financial and logistic infrastructure, firming up financing arrangements with local development banks and setting aside sufficient funds for investment in this project from its oil and other trading operations.

10.2.4 The GCCPCL landed assets especially the mining claim and the facility on Plot 49 Mikocheni Light Industries area can be used as collateral for obtaining development loans from local banks since all of them have title deeds and are of high values.

10.3 Opportunities

In planning what can be done by the company during the next five years, the investors have taken into account the opportunities that exist for the company to increase its net worth. The new management of the GCCPCL will have to use its experience and wisdom to overcome the threats or reduce their impact drastically and at the same time consider utilizing the available opportunities as follows:-

10.3.1 The prevailing improvement in investor confidence in Tanzania, in view of the new Tanzania Investment Centre Act 1997 and other fiscal policies which make mining and concrete article manufacturing especially granite aggregates quarrying a suitable investment destination in view of the ever increasing demand in the construction industry for granite aggregates and the concrete articles to be produced by the company.

10.3.2 To increase the Company's competitive edge and expand its market share for aggregate and pre-mix concrete. There exists an opportunity to undertake the manufacture of concrete articles from the quarry dust thereby increasing productivity and profitability.

10.3.3 The company has an opportunity to start cutting granite slabs, polish them for both local consumption and export markets in Europe, India, USA and Japan.

10.4 Threats

The Company will face various threats in the existing operational environment. These include the following:-

10.4.1. Power Supply

The lack of reliable electricity at the mining site and in Dar Es Salaam in general, will contribute to high operational costs in the production of products leading to lower profits in view of the high costs of electricity produced from diesel generators due to the ever increasing prices of oil in the world market. The possibility of using gas fired generators to mitigate this factor is being explored.

10.5.0. Conclusion

This study has demonstrated that Gulf Concrete and Cement Products Company Limited (GCCPCL) has acquired adequate mining claim rights to sustain operations of a large granite aggregates production, given the sufficient funding to finance the investment of the mining for aggregate production and concrete article manufacturing activities under GCCPCL management.

By undertaking the pre-mix concrete supply, concrete articles manufacture and the granites slabs cutting and polishing for export, the company can increase its profitability and net worth to become a leading exporter from East Africa.

The company will be managed as a private limited liability company and will be operated efficiently under private sector management ethics with overheads kept to a minimum.

The Government will benefit from taxes generated by the mining and concrete article manufacture operations especially VAT (to exceed \$ 100m per annum) to be paid by GCCPCL.

As a result of the large investment in the mining and concrete articles manufacturing activities the investors will enjoy incentives under the Tanzania's Investment Center policy, (The investment will be over \$ 300,000 therefore qualify as an Approved Enterprise under the 1997 TIC Act) under the priority group sectors.

The mining and concrete articles manufacturing activities will generate direct and indirect employment in the region for over 800 people in terms of the backward and forward linkages to the company activities.

10.6. Recommendations.

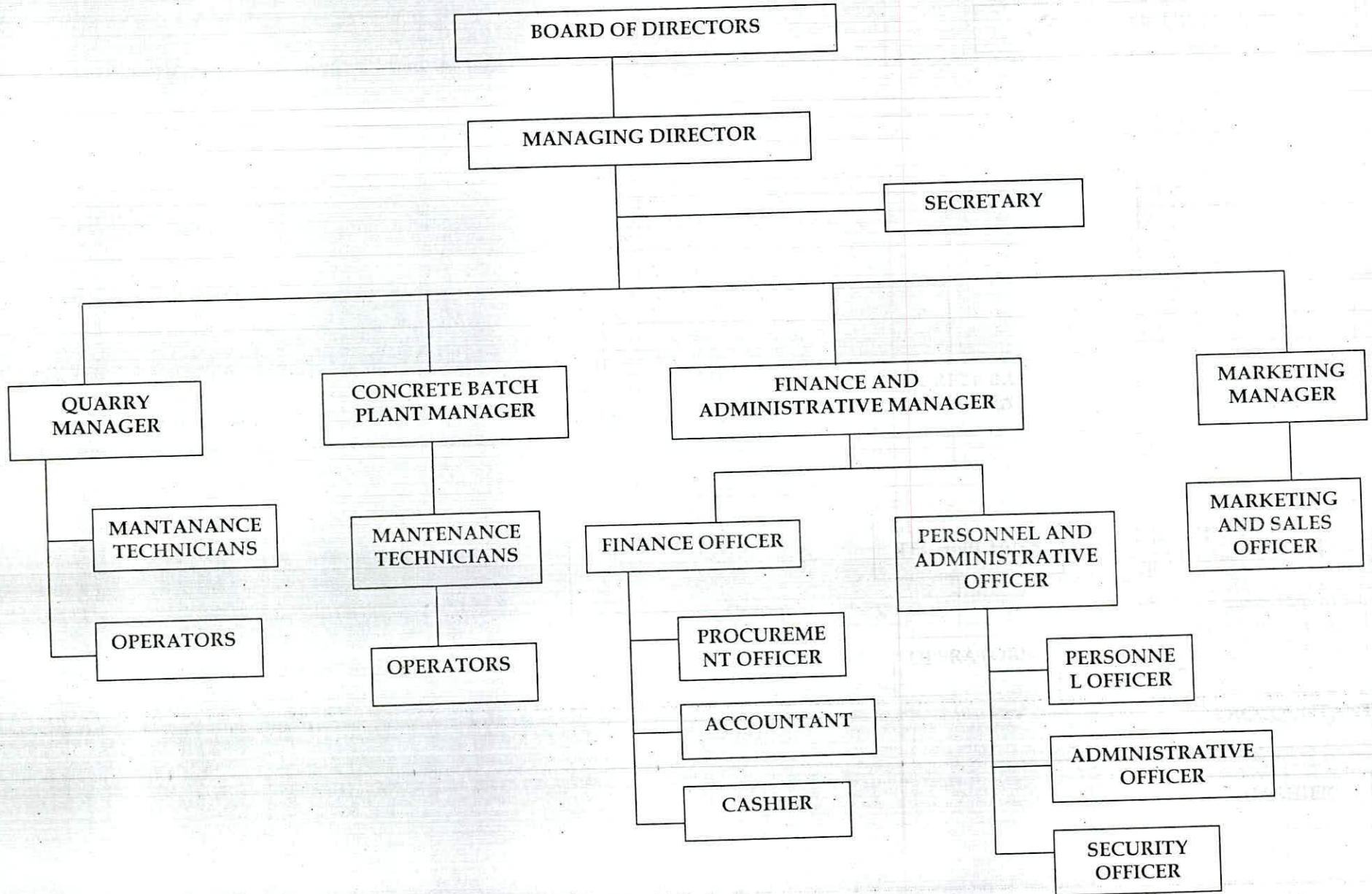
This study has shown that the plan to develop the quarrying of granite aggregates, pre-mix concrete supply and concrete article manufacture through the acquisition of quarrying machinery and equipment, and acquiring of necessary working capital to run the company is technically feasible, economically viable, financially profitable and socially desirable and it is therefore strongly recommended so that the demonstrated benefits can be realized.

Given the commitment of the GCCPCL management, the quarrying of granite aggregates and concrete article manufacturing activities will be capable of generating a high turnover in both local and foreign currency with a tremendous impact on the economy.

It is therefore recommended that the investors with the objectives and the span of interest and magnitude of investment by GCCPCL should be supported by financing institutions to finance the new investment in quarrying equipment and transportation facilities in order to achieve the envisaged objectives and returns.

End

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED ORGANISATION CHART



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - INCOME SUMMARY

Particulars	Unit	Basis Tons/Hr	QUANTITY												
			Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10			
Primary Input															
Stone Crushing	M ³	300	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Installed Capacity			720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Achievable Capacity 80%			50%	60%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Planned Activity Level															25
Particulars	Unit		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10			
Total Input	Tons		360,000	432,000	504,000	648,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000		
Aggregate -90%	M ³		324,000	388,800	453,600	583,200	648,000	648,000	648,000	648,000	648,000	648,000	648,000		
Crasher Dust -10%	M ³		36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000		
TOTAL PRODUCTION			360,000	432,000	504,000	648,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000		
Total Aggregates	M ³		324,000	388,800	453,600	583,200	648,000	648,000	648,000	648,000	648,000	648,000	648,000		
Transfer to Sales:															
Aggregate Sales 50%	M ³		162,000	194,400	226,800	291,600	324,000	324,000	324,000	324,000	324,000	324,000	324,000		
Crusher Dust			36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000		
Used in Production:															
Premix Concrete 45%	M ³		129,600	155,520	181,440	233,280	259,200	259,200	259,200	259,200	259,200	259,200	259,200		
Cement Products 10%:	M ³		32,400	38,880	45,360	58,320	64,800	64,800	64,800	64,800	64,800	64,800	64,800		
SALES VOLUME:															
Direct Sales															
Aggregate	M ³		162,000	194,400	226,800	291,600	324,000	324,000	324,000	324,000	324,000	324,000	324,000		
Crusher Dust	M ³		36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000		
Production Sales															
Premix Concrete	M ³		226,800	272,160	317,520	408,240	453,600	453,600	453,600	453,600	453,600	453,600	453,600		
Paving Slabs	Pcs		1,632,960	1,959,552	2,286,144	2,939,328	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920		
Kerb Stones	Pcs		567,000	680,400	793,800	1,020,600	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000		
Stormwater Pipes (30,000-100,000)	Pcs		70,875	85,050	99,225	127,575	141,750	141,750	141,750	141,750	141,750	141,750	141,750		
Cement blocks	Pcs		408,240	489,888	571,536	734,832	816,480	816,480	816,480	816,480	816,480	816,480	816,480		
PRICES	Particulars	Unit	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10			
Aggregate	TSh	M ³	80,000	81,600	83,232	84,897	86,595	88,326	90,093	91,895	93,733	95,607			
Premix Concrete	TSh	M ³	200,000	204,000	208,080	212,242	216,486	220,816	225,232	229,737	234,332	239,019			
Cement Products:															
Cement Blocks	TSh	Pcs	800	816	832	849	866	883	901	919	937	956			
Paving Slabs	TSh	Pcs	250	255	260	265	271	276	282	287	293	299			
Kerb Stones	TSh	Pcs	700	714	728	743	758	773	788	804	820	837			
Stormwater Pipes (30,000-100,000)	TSh	Pcs	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656			
Crusher Dust	TSh	M ³	15,000	15,300	15,606	15,918	16,236	16,561	16,892	17,230	17,575	17,926			

		Year - 1	Year - 2	Year - 3	VALUE Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
SALES VALUE:											
Aggregate	TSh '000s	8,640,000	10,575,360	12,584,678	16,503,907	18,704,428	19,078,516	19,460,087	19,849,288	20,246,274	20,651,200
Premix Concrete	TSh '000s	30,240,000	37,013,760	44,046,374	57,763,674	65,465,487	66,774,807	68,110,303	69,472,509	70,861,959	72,279,199
Cement Products:											
Cement Blocks	TSh '000s	217,728	286,489	317,134	415,898	471,352	480,779	490,384	500,202	510,206	520,410
Paving Slabs	TSh '000s	272,160	333,124	396,417	519,873	589,189	600,973	612,993	625,253	637,758	650,513
Kerb Stones	TSh '000s	264,600	323,870	385,406	505,432	572,823	584,280	595,965	607,884	620,042	632,443
Stormwater Pipes (30,000-100)	TSh '000s	3,307,500	4,048,380	4,817,572	6,317,902	7,160,289	7,303,495	7,449,564	7,598,556	7,750,527	7,905,537
Crusher Dust	TSh '000s	360,000	440,640	524,362	627,663	779,351	794,938	810,837	827,054	843,595	860,467
TOTAL SALES		43,301,988	52,560,993	62,547,582	82,026,886	92,963,578	94,822,849	96,719,306	98,653,692	100,626,766	102,639,301
TOTAL NET SALES		43,301,888	52,560,893	62,547,582	82,026,886	92,963,578	94,822,849	96,719,306	98,653,692	100,626,766	102,639,301

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - LOAN AND INTEREST

(Figures in TSh '000e)

Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
LC Facility	5,545,595	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	-	-	-	-
Principal Repayment	5 equal Instl	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-
Interest at 8.5%	471,376	471,376	377,100	282,825	188,550	84,275	-	-	-	-
Total Repayments	471,376	1,580,495	1,486,220	1,391,944	1,297,669	1,203,394	-	-	-	-
Balance outstanding at Close	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	-	-	-	-	-

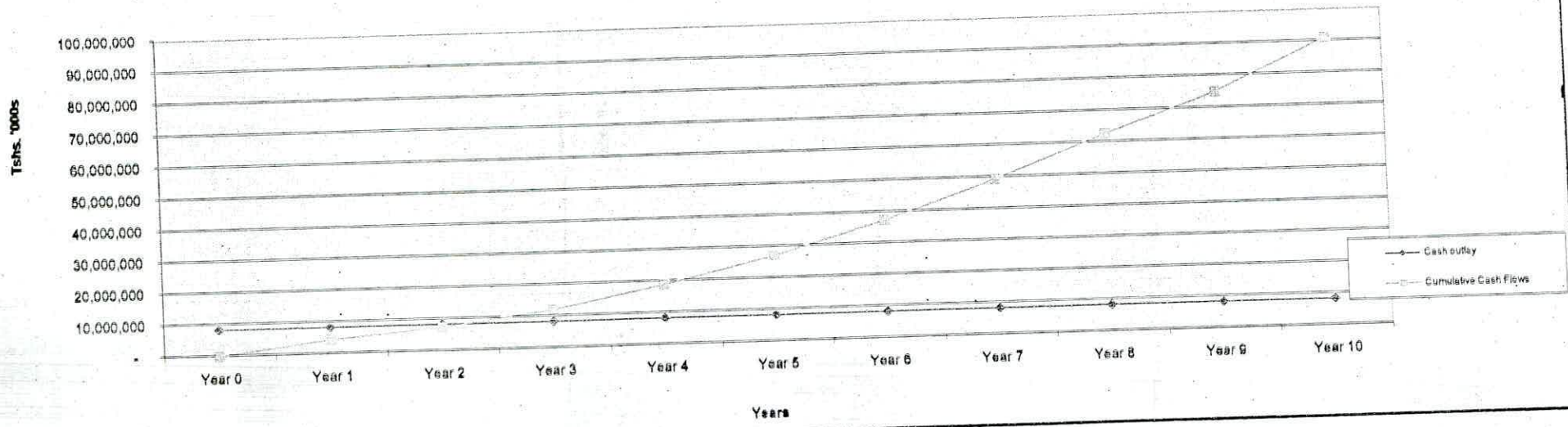
GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - WORKING CAPITAL

Particulars	Basis	(Figures in TSh '000s)									
		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
INVENTORY:											
Maintenance Equipment	1 months	158,203	189,844	221,484	284,766	316,406	316,406	316,406	316,406	316,406	316,406
Fuel and Oils	1/2 month produ	84,375	101,250	118,125	151,875	168,750	168,750	168,750	168,750	168,750	168,750
		242,578	291,094	339,609	436,641	485,156	485,156	485,156	485,156	485,156	485,156
WIP	1/2 month produ	1,039,819	1,871,675	2,183,621	2,807,512	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458
Finished Goods	1/2 month produ	1,039,819	1,871,675	2,183,621	2,807,512	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458
DEBTORS:											
1 Month Sales		3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
		3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
Cash and Bank		4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824
TOTAL CURRENT ASSETS		9,849,900	13,820,730	18,481,556	26,841,638	35,449,682	44,578,002	56,752,355	70,223,047	82,664,754	98,855,172
CURRENT LIABILITIES											
Operating expenses	1 month	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
TOTAL CURRENT LIABILITIES		3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
NET WORKING CAPITAL		6,830,442	10,077,380	14,114,314	21,226,613	29,210,765	38,339,086	50,513,439	63,984,130	76,425,838	92,616,256

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Initial cash outlay	(8,345,595)										
Net Cashflows		4,430,560	2,967,514	4,642,422	6,783,953	8,321,898	10,176,776	12,016,315	13,309,493	12,277,284	16,022,707
Cumulative Cashflows		4,430,560	7,459,074	12,100,496	18,884,449	27,206,347	37,383,123	49,399,438	62,708,931	74,986,215	91,008,922

Payback Period is about 2 Years and 4 Months.

PAYBACK PERIOD ANALYSIS GRAPH



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - CASH FORECAST

Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
									(Figures in TSh '000s)	
Sales Income	43,301,999	52,560,993	62,547,582	82,026,638	82,983,978	84,822,849	86,719,306	88,663,652	100,526,766	102,639,301
Less: Debtors	3,608,499	4,380,083	5,212,289	6,835,557	7,746,965	7,901,904	8,059,842	8,221,141	8,385,564	8,553,275
Add: Collection from debtors	-	3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,842	8,221,141	8,385,564
Operating Cash Inflow	39,693,499	51,789,410	61,715,386	80,403,427	82,082,170	84,667,910	86,661,268	88,492,493	100,462,343	102,471,590
Shareholders' Funds	-	2,800,000	-	-	-	-	-	-	-	-
Term Loan	-	5,548,595	-	-	-	-	-	-	-	-
Total Cash Inflows	-	48,038,084	61,789,410	61,715,386	80,403,427	82,082,170	84,667,910	86,661,268	88,492,493	100,462,343
PAYMENTS:										
Operational Costs										
Staff Costs	336,708	336,708	336,708	336,708	353,543	353,543	353,543	353,543	353,543	353,543
Cost of Operations	34,556,620	41,225,365	48,088,174	61,862,306	68,676,599	68,628,083	68,628,083	68,628,083	68,628,083	68,628,083
Administration & Marketing Costs	2,093,653	2,488,412	2,914,191	3,744,685	4,214,347	4,293,618	4,374,475	4,456,949	4,541,072	4,626,677
Payment to Creditors	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Loan Interest	471,378	471,376	377,100	282,825	188,550	94,275	-	-	-	-
Taxation	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,673	4,949,935	5,505,509	6,023,444	6,601,463
Loan Repayment	-	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-
Capital Expenditure -Project	5,198,078	-	-	-	850,000	600,000	-	-	2,400,000	-
Total Outflow	-	44,019,900	50,402,380	55,559,164	75,011,419	85,027,841	85,684,528	84,544,953	85,183,001	86,448,563
Net Cash Flow	-	4,018,184	1,387,020	3,156,203	5,392,008	7,024,229	8,973,382	12,016,315	13,309,493	16,022,707
Balance B/Fwd.	0	-	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833
Cumulative Cash Balance	0	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,868,118

BAGAMOYO MINING LTD - CASHFLOW STATEMENT

(Figures in TSh '000s)

Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
INFLOWS										
Profit as per P & L A/c	4,544,887	5,506,505	6,635,070	11,028,448	13,402,525	14,589,909	16,499,784	18,351,697	20,078,148	22,004,877
Add Back Depreciation	501,504	501,504	501,504	501,504	561,504	624,504	624,504	624,504	787,004	787,004
	5,046,391	6,008,009	7,136,574	11,529,952	13,964,029	15,214,413	17,124,288	18,976,201	20,865,152	22,791,881
<u>Changes in Working Capital</u>										
(Increase)/Decrease in Stocks	(2,322,217)	(1,712,227)	(672,407)	(1,344,815)	(672,407)	(154,939)	(158,038)	(161,199)	(164,423)	(167,711)
(Increase)/Decrease in Debtors	(3,608,499)	(771,584)	(832,216)	(1,623,259)	(911,408)	-	-	-	-	-
Increase/(Decrease) in Creditors	3,119,458	623,892	623,892	1,247,783	623,892	-	-	-	-	-
Inflow from operating activities	2,235,133	4,148,090	6,255,843	9,809,662	13,004,105	15,059,473	16,966,250	18,815,002	20,700,729	22,624,170
<u>Inflow from Financing Activities</u>										
Equity	2,800,000	-	-	-	-	-	-	-	-	-
Loan	5,545,595	-	-	-	-	-	-	-	-	-
	8,345,595	-	-	-	-	-	-	-	-	-
TOTAL INFLOWS	10,580,728	4,148,090	6,255,843	9,809,662	13,004,105	15,059,473	16,966,250	18,815,002	20,700,729	22,624,170
OUTFLOWS										
Fixed Assets Acquisition	5,198,078	-	-	-	850,000	600,000	-	-	2,400,000	-
Dividend to Financier	-	-	-	-	-	-	-	-	-	-
Dividend to Shareholders	-	-	-	-	-	-	-	-	-	-
Repayment of Loan	-	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-
Taxation paid	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,973	4,949,935	5,505,509	6,023,444	6,601,463
Total Outflows	6,561,544	2,761,071	3,099,640	4,417,653	5,979,877	6,086,092	4,949,935	5,505,509	8,423,444	6,601,463
Net Increase/Decrease in Cash Equivalent	4,019,184	1,387,020	3,156,203	5,392,008	7,024,229	8,973,382	12,016,315	13,309,493	12,277,284	16,022,707
Cash Equivalent Beginning of the Period	-	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118
Cash Equivalent at the End of the Period	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - PROFIT AND LOSS STATEMENTS

(Figures in TSh '000s)

Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
Revenue:										
Sales	43,301,988	62,560,893	62,547,582	82,026,686	92,963,578	84,822,849	96,719,306	98,653,692	100,628,766	102,639,301
Cost of Production	37,433,500	44,920,200	52,406,900	67,380,300	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000
Add: Opening stocks	-	2,079,639	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Less: Closing Stocks	2,079,639	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Cost of Sales	35,353,861	43,256,489	51,783,008	66,132,516	74,243,108	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000
GROSS PROFIT	7,948,127 18%	9,304,605 18%	10,764,574 17%	15,894,170 19%	18,720,470 20%	19,955,850 21%	21,852,307 23%	23,786,693 24%	25,759,767 26%	27,772,302 27%
Expenditure:										
Manpower Cost	336,708	336,708	336,708	336,708	353,543	353,543	353,543	353,543	353,543	353,543
Administration and Marketing	2,093,653	2,488,412	2,914,191	3,744,685	4,214,347	4,293,618	4,374,475	4,456,949	4,541,072	4,626,877
Interest	471,376	471,376	377,100	282,825	188,550	94,275	-	-	-	-
Total Expenditure	2,901,737	3,296,496	3,628,000	4,364,218	4,756,441	4,741,437	4,728,018	4,810,492	4,894,615	4,980,421
NPBD	5,046,391	6,008,009	7,136,574	11,529,952	13,964,029	15,214,413	17,124,288	18,976,201	20,865,152	22,791,881
Depreciation	501,504	501,504	501,504	501,504	561,504	624,504	624,504	624,504	787,004	787,004
NPBT	4,544,887 10%	5,506,505 10%	6,635,070 11%	11,028,448 13%	13,402,525 14%	14,589,909 15%	16,499,784 17%	18,351,697 19%	20,078,148 20%	22,004,877 21%
Taxation	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,973	4,949,935	5,505,509	6,023,444	6,601,463
NP After Tax Before Dividend	3,181,421 7%	3,854,554 7%	4,644,549 7%	7,719,914 9%	9,381,767 10%	10,212,936 11%	11,549,849 12%	12,846,188 13%	14,054,703 14%	15,403,414 15%
Retained Earnings C/fwd	3,181,421	7,035,974	11,680,523	19,400,437	28,782,204	38,996,140	50,544,989	63,391,177	77,446,881	92,849,295

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - BALANCE SHEETS

Particulars	(Figures in TSh '000s)										
	Year 0	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
Fixed Assets	5,198,078	4,696,574	4,195,070	3,693,566	3,192,062	3,480,559	3,456,055	2,831,551	2,207,047	3,820,043	3,033,039
Current Assets:											
Stocks and stores	-	2,322,217	4,034,444	4,706,851	6,051,666	6,724,073	6,724,073	6,724,073	6,724,073	6,724,073	6,724,073
Debtors	-	3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
Cash and bank	3,147,517	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824
	3,147,517	9,949,900	13,820,730	18,481,556	28,841,638	35,449,662	44,578,002	56,752,355	70,223,047	82,664,754	98,855,172
Less:											
Current Liabilities:											
Creditors	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Net Working Capital	3,147,517	6,830,442	10,077,380	14,114,314	21,226,613	29,210,765	38,339,086	50,513,439	63,984,130	76,425,838	92,616,256
TOTAL	8,345,595	11,527,016	14,272,451	17,807,881	24,418,675	32,691,323	41,795,140	53,344,989	66,191,177	80,245,881	95,649,295
Shareholders' Fund	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000
Loan	5,545,595	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	38,995,140	50,544,989	63,391,177	77,445,881	92,849,295
Retained Earnings/(Loss)	0	3,181,421	7,035,974	11,680,523	19,400,437	28,782,204	41,795,140	53,344,989	66,191,177	80,245,881	95,649,295
TOTAL	8,345,595	11,527,016	14,272,451	17,807,881	24,418,675	32,691,323	41,795,140	53,344,989	66,191,177	80,245,881	95,649,295

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - PROJECT FINANCE
(Figures in TSh '000s)

Investment Required

<u>Land and Buildings</u>	3plots	185,874	
Fifteen acres Mining Claim Land	Various	160,204	
Office Buildings, Stores and canteen	Various	20,000	
Water supply storage tanks		2,000,000	2,366,078
Pre-Mix Plot and Buildings			
Total			
<u>Plant, Machinery and Equipment</u>			
Complete Set of Quarry Equipment, Motors, Conveyers, Rollers and installation costs.		1,800,000	
Complete set of concrete batch plant, mixing plant and batch station.		60,000	
Stand by Generator		10,000	
Stand by Generator		20,000	
Culvert Molding Machinery		15,000	
Paving stone Molding Machinery		15,000	
Kerb Stone Molding Machinery		20,000	
Weigh bridges		8,000	
VHF Radio Communication/Telephone		4,000	
Air Conditioners		4,000	
Computers/Printers		1,000	
Kitchen Equipment			
Pre-Mix Plant Additions:		50,000	
20,000lts Water Tanks (2)		10,000	
Welding Machines (2)		15,000	
Big Vobrators (2)		20,000	
Hand Drillers (4)		15,000	
High Pressure Water Pumps (3)		50,000	
Forklift Truck		20,000	
Laboratory Testing Centre Equipment			2,137,000
TOTAL \$			
<u>Motor Vehicles</u>	2 units	80,000	
<u>Mining Trucks</u>			
18Ton Dumping Trucks. Five forty tons capacity delivery trucks.	5 units	250,000	
Five ten ton capacity rotating tankers.	5 units	200,000	
ISUZU Bus for Workers' Transport	1 unit	30,000	
4WD vehicles	2units	50,000	610,000
<u>Furniture and Fittings</u>			
Office and Social Welfare Furniture, Fittings and Equipment			85,000

Working Capital (Bank Overdraft)	3,147,517
Salaries and Cost of Operations -1 month	<u>8,345,595</u>
Financing	5,545,595
Long Term Loan -60%	<u>2,800,000</u>
Equity -40%	<u>8,345,595</u>
Total	
Loan Terms:	1 year
Grace period	5 years starting yr 2
Repayment	
Instalments	

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD - AMORTISATION AND DEPRECIATION SCHEDULE						
(Figures in TSh '000s.)						
	Land & Build	Plant & Mach	Motor Vehicles	Office Furn. & Equip.	Tot Charge	Tot. Assets
Initial Investment						5,198,078
Cost	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Total Assets	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Depr/amortization rate	5%	10%	25%	20%	0	5,198,078
Total investment per year	2,366,078	2,137,000	610,000	85,000		
Year 1 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	118,304	213,700	152,500	17,000	501,504	4,696,574
Balance for the year	2,247,774	1,923,300	457,500	68,000		5,198,078
Year 2 Opening balance	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	236,608	427,400	305,000	34,000	1,003,008	4,195,070
Balance for the year	2,129,470	1,709,600	305,000	51,000		5,198,078
Year 3 Opening balance	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	354,912	641,100	457,500	51,000	1,504,512	3,693,566
Balance for the year	2,011,166	1,495,900	152,500	34,000		5,198,078
Year 4 Opening balance	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	473,216	854,800	610,000	68,000	2,006,016	3,192,062
Balance for the year	1,892,862	1,282,200	0	17,000		5,198,078
Year 5 Opening balance	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Additions	0	0	850,000	0		850,000
Disposals	0	0	(610,000)	0		(610,000)
Available for the year	2,366,078	2,137,000	850,000	85,000		5,438,078
Charge for the year	118,304	213,700	212,500	17,000	561,504	
Accumulated	591,520	1,068,500	637,500	85,000	1,957,520	3,480,559
Balance for the year	1,774,559	1,068,500	0	0		5,438,078
Year 6 Opening balance	2,366,078	2,137,000	850,000	85,000	0	5,438,078
Additions	0	0	0	100,000		600,000
Disposals	0	0	0	(85,000)		(85,000)
Available for the year	2,366,078	2,137,000	850,000	150,000		5,953,078
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	709,823	1,332,200	425,000	30,000	2,497,023	3,456,055
Balance for the year	1,656,255	1,304,800	425,000	120,000		5,953,078
Year 7 Opening balance	2,366,078	2,637,000	850,000	150,000	0	5,953,078
Available for the year	2,366,078	2,637,000	850,000	150,000		
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	828,127	1,595,900	637,500	60,000	3,121,527	2,831,551
Balance for the year	1,537,951	1,041,100	212,500	90,000		5,953,078
Year 8 Opening balance	2,366,078	2,637,000	850,000	150,000	0	5,953,078
Available for the year	2,366,078	2,637,000	850,000	150,000		
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	946,431	1,859,600	850,000	90,000	3,746,031	2,207,047
Balance for the year	1,419,647	777,400	0	60,000		5,953,078
Year 9 Opening balance	2,366,078	2,637,000	850,000	150,000	0	5,953,078
Additions	0	0	900,000	0		2,400,000
Disposals	0	0	(850,000)	0		(850,000)
Available for the year	2,366,078	2,637,000	900,000	150,000		7,503,078
Charge for the year	118,304	413,700	225,000	30,000	787,004	
Accumulated	1,064,735	2,273,300	675,000	120,000	3,683,035	3,820,043
Balance for the year	1,301,343	1,863,700	900,000	30,000		7,503,078
Year 10 Opening balance	2,366,078	4,137,000	900,000	150,000	0	7,503,078
Available for the year	2,366,078	4,137,000	900,000	150,000		
Charge for the year	118,304	413,700	225,000	30,000	787,004	
Accumulated	1,183,039	2,687,000	450,000	150,000	4,470,039	3,033,039
Balance for the year	1,183,039	1,450,000	450,000	0		7,503,078

THE COMPANIES ACT 2002
COMPANY LIMITED BY SHARES
MEMORANDUM
AND
ARTICLES OF ASSOCIATION

OF

GULF CONCRETE AND CEMENT
PRODUCTS COMPANY LIMITED

Incorporated this _____ day of _____ 2010

Drawn by:
Mohamed Said Khaila,
(Subscriber)
P.O. Box 6191
Dar es Salaam

5,000/=

4027899/6/4/2010
R. S. M. S.

2,500/=

4027899/6/4/2010
R. S. M. S.

THE COMPANIES ACT 2002
COMPANY LIMITED BY SHARES
MEMORANDUM OF ASSOCIATION
OF
GULF CONCRETE AND CEMENT PRODUCTS COMPANY
LIMITED

1. The name of the company is GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED.
2. The registered office will be situated in the United Republic of Tanzania
3. The objects for which the Company is established are:-
 - (a) To carry on the business of quarrying of granite, limestone, quarts and sand and buying and selling of minerals of all sorts and kind in Tanzania and elsewhere and trading in minerals in and outside Tanzania.
 - (b) To carry on the business of importing, manufacturing, trading and distribution of all sorts of building materials.
 - (c) To carry on the business of purchasing, take on lease mineral claims and mining rights and licenses of any nature whatsoever in respect of minerals within Tanzania or elsewhere.
 - (d) To purchase, take on lease or otherwise acquire for an interest therein, and to hold, build upon, work, exercise, develop, finance and turn to account, mining sites, building plots and lands of any nature and of any tenure in Tanzania or elsewhere and to sell, let on lease or otherwise dispose thereof and grant rights there over.
 - (e) To carry on business of sellers, distributors and producers and to extract, treat, cure, submit to any process or manufacture and prepare for market, deal in and turn into account any minerals, mining sediments and any agricultural or forest produce of any description whatsoever.
 - (f) To carry on the business of manufacturing electrical goods of all types and descriptions and carry on the business of importers, whole sellers, retailers and leasing of such goods.

- (g) To carry on the business of buying and selling, exporting and importing all types of new and secondhand electrical, mechanical, pneumatic and hydraulic equipment, any merchandise like steel products etc, equipment, including motor vehicles and any other power propelled item.
- (h) To carry on the business of debt collection, tax collection, revenue collection, customs collection, house rent collection, entertainment tax collection, development tax collection, and other tax for any person, firm or company and to undertake and perform subcontracts and also to act in any of the finance collection of company through or by means of agents, brokers, auctioneers, sub-contracts or any other finance collection.
- (i) To offer service and assistance in the printing of security documents, preparation of legal documents, civil process service, legal repossesses, loss assessors, shipping business, lighter age or stevedoring, banking business, radio and telephone communication services, management consultants, supervisors or controllers of business or operation of any other company, firm association, trust or person, to act as directors, managing agents, administrators, supervisors, executors or other officers of the company, firm or association trust or person and in connection therewith to appoint and remunerate directors, accountants, assistants and other officers; experts or agents.
- (j) To carry on business as advisers and consultants and act as management consultants and in particular to provide technical services: to advise, direct or manage agricultural, commercial, veterinary and industrial services: to offer advise and assistance and /or render services in the preparation of feasibility studies, appraisal, implementation and supervision of economic projects of whatever description.
- (k) To carry on the business of tour operators, tourist agents, hotel keepers and provide facilities for such business and in particular but not limited to motels, inns, restaurants, lodges, hotels, rest houses, bars and beer houses, hunting companies, refreshment drinks, cafes, boats, yachts, and caravan sites in Tanzania or anywhere else.
- (l) To carry on the business of exporters of traditional and non-traditional commodities, hides and skins, gemstones, sea products, game products, forest products and importers of agricultural machinery's, motor vehicles, spare parts of every description, textiles, stationery, office and educational equipment's, computers, electrical and electronic goods video and television sets, bicycles and sports goods.

- (m) To acquire and undertake the whole or any part of the business, property and liabilities of any person, firm or company carrying on any business which the company is authorized to carry on, or possess property suitable for the purpose of this company.
- (n) To provide general security services and to supply an asset protection service to industrial, commercial, residential, office and tourist sectors of the Tanzania economy.
- (o) To invest and deal with moneys of the company not immediately required upon each security and in such manner as may from time to time be determined.
- (p) To purchase, lease or otherwise acquire, and to hold, sell improve, develop, exchange, mortgage or otherwise dispose of any lands, buildings, machinery or plants, mills, factories, warehouse or any hire purchase warehouses..
- (q) To adopt such means of making known the products of the company as may seem expedient and in particular, by advertising in the press, by circulars, by purchase and exhibition of works, art or interest, by publication of books and periodicals, and by granting prizes, rewards and donations.
- (r) To enter into arrangements with any government (supreme, municipal, local or otherwise) or any corporations, companies or persons having objects that may seem conducive to the company's objects or any of them, and to obtain from any government, authority, corporation, company or person, any characters, contracts, decrees, rights, privileges and concessions which the company may think desirable, and to carry out, exercise and comply with any such charters, contracts, decrees, rights, privileges and concessions.
- (s) To enter into (partnership or into) any arrangements for sharing profits, union or interests, co-operation, joint venture reciprocal, concession or otherwise with any persons, firm or company carrying on or engaged in or about to carry on or engage in any business or transaction which this company is authorized to carry on, or engage in, or any business or transaction capable of being conducted so as directly or indirectly to benefit this company. And to lend money to guarantee the contracts of, or otherwise assist, any such person firm or company, and to take or otherwise acquire shares and securities of any such company, and to sell, hold reissue with or without guarantee, or otherwise deal with the same.

- (t) To promote any other company for the purpose of acquiring all or any of the property, and undertaking, or any of the liabilities of this company, or of undertaking any business or operation which may appear likely to assist or benefit this company, or to enhance the value of the property or business of this company, of this company and to place or guarantee the placing of, underwrite, subscribe for or otherwise acquire all or any part of the shares or securities of each company as aforesaid.
- (u) To lend and advance money or give credit to such persons, firm or companies and on such terms as may seem expedient, and in particular to customers and others having dealings with the company, and to give guarantee to become surety for any persons, firms or companies for the due payment of money for the performance of any obligations or liabilities.
- (v) To receive money or deposit or loan and borrow or raise money in such manner as the company shall think fit, and in particular by the issue debentures, or debenture stock (perpetual or otherwise) and to secure the repayment of money borrowed, raised or owing by mortgage charge or lien upon all or any of the property or assets of the company (both present and future) including its uncalled capital and also by a similar mortgage charge or lien to secure and guarantee the performance by the company or any other person or company of any obligation undertaken by the company or any other person or company as the case may be.
- (w) To draw, make, accept, endorse, discount, execute, and issue promissory notes, bills of exchange, bills of lading, warrants, debentures and other negotiable or transferable instruments.
- (x) To establish and support or aid in the establishment and support of associations, institutions, funds, trusts, and clubs, calculated to benefit the employees of the company, or any of its predecessors in business, or of any company which is a subsidiary company of the company or is allied there to or associated, therewith, or dependents or connections of such persons, and to grant or provide pensions and allowances, to make or enter into arrangements for provisions of policies of life assurance, pensions or other benefits to or for any directors or employees of the company, or any such predecessor or such company as aforesaid, or the relations, connections or dependents of any such persons, to pay or contribute towards the payment of premiums in respect of any such policies, pensions or benefits, to establish or support funds, trusts and scheme (including funds, trusts, and scheme providing for payment towards insurance) which may be considered calculated to promote such persons or benefit.

- (y) To sell or otherwise dispose of the whole or any part of the business or land and or property of the company, together or in portions, for such consideration as the company thinks fit, and in particular for shares, debentures, or securities of any company purchasing the same.
- (z) To purchase or otherwise acquire letters, patents, brevets invention, concessions, licenses, rights, and privileges subject to royalty or otherwise, and whether exclusive or non-exclusive or limited, or any party interest in such letters, patents, brevets invention, concessions, licenses, rights and privileges, whether in East Africa or in any other part of the world.
- (aa) To take all necessary and proper steps with the authorities, national, local, municipal, or otherwise, of any place in which the company may have interest, and to carry on any negotiations or operations for the purpose of directly or indirectly carrying out the objects of the company or effecting any modification into the constitution of the company or furthering the interests, of its members, and to oppose any steps taken by any other company or persons which may be considered likely, directly or indirectly, to prejudice the interest of the company or its members.
- (bb) To take part in formation, management, supervision or control of the business or operations of any company, and for that purpose to act as Directors, Administrators, Managers, Secretaries or any other capacity and to appoint and remunerate any directors, administrators, managers, accountants or other experts or agents.
- (cc) To procure the registration of the company in or under the laws of any place outside Tanzania.
- (dd) To import, store, distribute as whole sellers, agents or retailers of oil and all other oil products of any kind in Tanzania and elsewhere.
- (ee) To distribute among the members of the company in kind any property of the company, and in particular any shares or securities of other companies belonging to this company.
- (ff) To act as agents, or brokers and as trustees for any person or company and to undertake and perform sub-contracts and to do all or any of the above business, in any part of the world, and either as principals, agents, trustees, contractors or otherwise, and either alone or jointly with others and either by or through agents, sub-contractors, trustees, or otherwise.
- (gg) To do all such other things as are incidental or conclusive to the attainment of the above objects or any of them. And it is hereby

declared that the word "Company" in this clause, except where used in reference to this company, shall be deemed to include any partnership or other body of persons, whether incorporated or not incorporated, and whether domiciled in Tanzania or elsewhere, and that the intention is that each of the objects set forth in any sub-clause of this clause shall not, except when the context expressly so requires, be in any wise limited or restricted by reference to or inference from the terms of any other sub-clause or by the name of the company. None of such sub-clauses or the objects therein specified or the powers thereby conferred shall be deemed subsidiary or auxiliary merely to the objects mentioned in the first sub-clause, but the company shall have full powers to exercise all or any of the powers conferred by any part of this clause and notwithstanding that the business, undertaking, property or acts proposed to be transacted, acquired, dealt with or performed do not fall within the objects of the first sub-clause of this clause.

(ab) To plant trees, plants, spices etc. To manufacture wooden components such as windows, doors and furniture.

4. The liability of the members is limited.
5. The authorized share capital of the company is Tanzanian Shillings One Billion, (T.Shs. 1,000,000,000) divided into 1,000 shares of T.Shs. 1,000,000/= each.

We, the several persons whose names, addresses and descriptions are subscribed, are desirous of being formed into a company in pursuance of this Memorandum of Association, and we respectively agree to take the number of shares in the capital of the company opposite our respective names.

	NAMES AND ADDRESS	NUMBER OF SHARES TAKEN	SIGNATURE
1	MOHAMED SAID KHAILA Suite No. 308 Second Floor, Richmond House, Chakechake Street, Masaki DAR ES SALAAM	990	<i>Mohamed S.</i>
2	SALIM SALAH HAMOOD Suite No. 308, Second Floor, Richmond House, Chakechake Street. Masaki DAR ES SALAAM	10	<i>[Signature]</i>

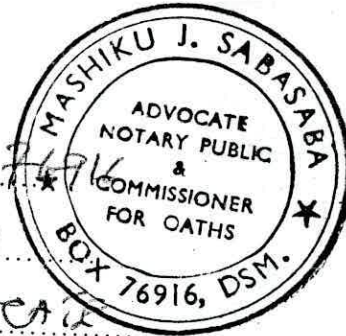
Dated this 24th day of MARCH 2010

WITNESS to the above Signatures:

SIGNATURE: *[Signature]*

POSTAL ADDRESS P.O. Box 76916

QUALIFICATION ADVICATE



THE COMPANIES ACT 2002

COMPANY LIMITED BY SHARES

ARTICLES OF ASSOCIATION

OF

GULF CONCRETE AND CEMENT PRODUCTS COMPANY
LIMITED

PRELIMINARY

1. The Company is a private limited liability company and accordingly:
 - (a) The Company shall, not offer any of its shares or debentures to the public for subscription.
 - (b) The company can transfer shares.
 - (c) The number of the shareholders of the Company (not including persons who are in the employment of the Company and persons who having been formerly in the employment of the Company, have continued after termination of that employment to be members of the Company) shall not be less than two (2) and not exceed fifty (50). Where two or more persons hold one or more shares in the Company jointly they shall for the purposes of these articles be treated as a single member.
 - (d) The Company has the power to issue share warrants to bearers, as the Directors may determine.
2. Table "A" in the First Schedule of the Companies Act 2002 shall not apply to the Company.
3. In these Regulations, unless the Context otherwise requires, expressions defined in the Companies Act 2002 or any statutory modification thereof in force at the date at which these Regulations become binding upon the company, shall have the meanings so defined; and words importing the

singular shall include the plural, words importing the masculine gender shall include the feminine, and words importing persons shall include bodies corporate.

SHARES

4. The original share capital of the company shall be Tanzanian Shillings One Billion (T.Shs. 1,000,000,000/=) divided into 1,000 shares of Tshs.1,000,000/= each which are numbered 1 to 1,000 inclusive.
- All the aforesaid shares shall, as regards dividends and return of capital and in all respects rank *pari passu* with one another except with regard to the appointment of Directors to which matter the provisions of Regulations 68 hereof shall apply.
- 5.
- (1) If, at any time, the share capital is divided into different classes of shares, the rights attached to any class (unless otherwise provided by the terms of issue of shares of that class) may be varied with consent in writing of the holders of three-fourths of the issued shares of that class, or with the sanction of an extraordinary resolution passed at a separate general meeting of the holders of the shares of that class.
 - (2) To every such separate general meeting the provision of these Regulations relating to general meetings shall *mutatis mutandis* apply, the necessary quorum shall be two persons at least, holding or representing by proxy at least one-third of the issued shares of the class, and that any holder of shares of the class present in person or by proxy may demand a poll.
 - (3) For the purposes of these Articles, the rights conferred upon the holders of the shares of any class issued with preferred or other rights shall not, unless otherwise expressly provided by the terms of issue of the shares of that class, be deemed to be varied by the creation or issue of further shares ranking *pari passu* therewith.
6. Every person whose name is entered as a member in the register shall, without payment, be entitled to one certificate under the common seal of the company specifying the share or shares held by him and the amount paid thereon, provided that in respect of a share or shares held jointly by several persons, the company shall not be bound to issue more than one certificate and delivery of a share certificate to one of the joint holders shall be sufficient delivery to all.
7. The Company shall be entitled to treat the person whose name appears upon the Register, in respect of any shares, as the absolute owner thereof and shall not be under any obligation to recognize any trust or equity or

equitable claim to or partial interest in such shares, whether or not it shall have express or other notice thereof.

8. If any such certificate is defaced, lost or destroyed, it may be renewed on payment of a fee, if any, not exceeding one shilling, and on such terms, if any, as to evidence and indemnity as the Directors think fit.

LIEN

- 9.
- (1) The Company shall have a first and paramount lien on every share for all moneys (whether presently payable or not) called or payable at a fixed time in respect of that share, and the Company's lien, if any, on a share extends to all dividends payable thereon.
 - (2) The lien hereby conferred shall attach to all shares registered in the name of any person indebted or under liability to the Company, whether he is the sole registered holder or one of several joint holders.
 - (3) The Company's lien, if any, on a share, shall extend to all dividends payable thereon.
10. The Company may sell, in such manner as the Directors think fit, any shares on which the Company has a lien, but no sale shall be made unless a sum in respect of which the lien exists is presently payable, nor until the expiration of fourteen days after a notice in writing, stating and demanding payment of such part of the amount in respect of which the lien exists as is presently payable, has been given to the registered holder for the time being of the share, or the person entitled thereto to reason of his death or bankruptcy to the share.
11. For giving effect to any such sale, the Directors may authorize some person to transfer the shares sold to the purchaser thereof. The purchaser shall be registered as the holder of the share comprised in any such transfer; and he shall not be bound to see the application of the purchase money, nor shall his title to the shares be affected by any irregularity or invalidity in the proceedings in reference to the sales.
12. The proceeds of the sale shall be applied in payment of such part of the amount in respect of which the lien exists as is presently payable, and the residue shall be held (subject to a like lien for sums not presently payable as existed upon the shares before the sale) to be paid to the person entitled to the shares at the date of the sale.

CALLS ON SHARES

13. The Director may from time to time make calls upon the Members in respect of any money unpaid on their shares and each member shall (subject to receiving at least fourteen days' notice specifying the time or times and place of payment) pay the Company, at the time or times and place so specified the amount called on his shares. A call shall be deemed to have been made at the time when the resolution of the Directors authorizing the call was passed.
14. The joint holders of a share are jointly and severally liable to pay all calls in respect thereof.
15. If a sum called in respect of a share is not paid before or on the day appointed for payment thereof, the person from whom the sum is due shall pay interest upon the sum at the rate of 10 per cent per annum from the day appointed for payment thereof to the time of actual payment, but the Director shall be at liberty to waive payment of any such interest wholly or in part thereof.
16. The provision of these articles as to the liability of joint holders and as to payment of interest shall apply in the case of non-payment of any sum which by the terms of issue of a share, becomes payable at a fixed time, whether on account of the amount of the share, or by way of premium as if the said had become payable by virtue of a call duly made and notified.
17. The Directors may make arrangements on the issue of shares for a different between the holders in the amount of calls to be paid and in the times of payment.
18. The Directors may, if they think fit, receive from any member willing to advance the same, all or any part of the money's uncalled and unpaid upon any shares held by him, and upon all or any of the moneys so advanced may (until the sum would, but for such advance, become payable) pay interest at such rate (not exceeding, without the sanction of the Company in general meeting 8 per cent per annum) as may be agreed upon between the Board and the members paying such sum in advance and the Directors.

TRANSFER AND TRANSMISSION OF SHARES

19. Subject to the Provisions hereinafter contained, shares in the Company shall be transferable by written instrument in the common form signed by both the transferor and the transferee, and the transferor shall be deemed to remain the holder of the share until the name of the transferee is entered in the registrar of members in respect thereof.
20. Save as is hereafter provided, the Directors may in their absolute discretion decline to register any transfer of shares on which the Company has a lien. The Directors may also suspend the registration of transfers.

during the period of fourteen days immediately preceding the Annual General Meeting in each year. The Directors may also deem to not recognize any instrument of transfer unless:

- (a) a fee note exceeding Ten Thousand shillings is paid to the Company in respect thereof;
 - (b) the certificate of the shares to which it relates accompanies the instrument of transfer and such other evidence as the Directors may reasonably require to show the right of the transferor to make the transfer.
21. If the Directors refuse to register a transfer of shares they shall within two months after the date on which the transfer was lodged with the Company send to the transferee notice of the refusal.
 22. The personal representatives of a deceased sole holder of a share shall be the only persons recognized by the Company as having any title to the share. In the case of a share registered in the names of two or more holders, the survivors or survivor, or the personal representatives of deceased survivors, shall be the only persons recognized by the Company as having any title to the share.
 23. Any person becoming entitled to a share in consequence of the death or bankruptcy of a member may, upon such evidence being produced as may from time to time properly be required by the Directors have the right either to be registered as a member in respect of the share or, instead of being registered himself, to make such transfer of the share as the deceased or bankrupt person could have made; but the Directors shall, in either case, have the same right to decline or suspend registration as they would have had in the case of a transfer of the share by the deceased or bankrupt person before the death or bankruptcy.
 24. A person becoming entitled to a share by reason of the death or bankruptcy of the holder, shall be entitled to the same dividends and other advantages to which he would be entitled if he were the registered holder of the share except that he shall not, before being registered as a member in respect of the share, be entitled in respect of it to exercise any right conferred by membership in relation to meetings of the Company.
 25. Save as is hereinafter provided, no share in the Company shall be transferred other than to a person who is already a member of the Company until the rights of pre-exemption hereby conferred shall have been exhausted, that is to say:
 - (a) Every member or other person referred in Article 23 hereof who intends to transfer shares (hereinafter called "vendor") shall give notice in writing to the Board of his intention so to do. Such notice shall constitute the Board and his agent for the sale of the said

shares in one or more lots at the discretion of the Board to members of the Company at a price to be agreed upon by the vendor and the Board or in default of agreement, at a price which the auditor of the Company for the time being shall certify by writing under his hand, to be in his opinion, the fair selling value thereof as between willing vendor and a willing purchaser.

(b) Upon the price being fixed as aforesaid, the Board shall forthwith give notice to all members of the Company, of the number and price of the shares to be sold, and invite each of them to state in writing within thirty days from the date of the said notice whether he is willing to purchase any, and if so what maximum number of the said shares.

(c) At the expiration of the said thirty days the Board shall allocate the said shares to or amongst the member or members who shall have expressed his or their willingness to purchase as aforesaid and (if more than one) so far as may be pro rata according to the number of shares already held by them respectively. **PROVIDED THAT** no member shall be obliged to take more than the said maximum number of shares so notified by him as aforesaid.

(d) Upon such allocation being made the vendor shall be bound on payment of the said price to transfer the shares to the purchaser or purchasers. If he makes default in so doing the Chairman of the Directors of the Company, or failing him one, of the Directors duly nominated by resolution of the Board for that purpose, shall forthwith be deemed to be duly appointed attorney of the vendor with full power to execute complete and deliver in the name and on behalf of the vendor a transfer of the shares to the purchasing member or members and the Board may receive and give a good discharge for the purchaser in the register of members as holder by transfer of the shares purchased by him.

26. In the event of the whole or any lot of shares offered through the Board, as provided by article 25 hereof, not being sold in the manner by that article provided, the vendor may at any time within six calendar months after expiration of the said period of thirty days after the date of the notice given by the Board to the members, transfer the shares not so sold to any person (subject to Article 20) and at any price.

27.

(1) The provisions of articles 20, 23 and 25 hereof notwithstanding, any share held by a deceased member may be transferred at any

time by such deceased member's executor or administrator to his heirs **PROVIDED THAT** such heirs are the deceased member's wife or husband, ascendant or descendant, or the husband or wife of such ascendant or descendant.

FORFEITURE OF SHARES

28. If a member fails to pay any call or installment of a call by the day appointed for the payment thereof, the Directors may at any time thereafter during such time as the call, or installment remains unpaid, serve a notice on him requiring him to pay such call, or installment as unpaid together with any interest which may have accrued.
29. The notice shall name a further day (not earlier than expiration of fourteen days from the date of the notice) on or before which such the payment required by the notice is to be made and shall state that in the event of non-payment, at or before the time appointed, the shares in respect of which such call was made will be liable to be forfeited.
30. If the requirements of any such notice as aforesaid are not complied with, any share in respect of which such notice has been given may at any time thereafter, before payment required by the notice has been made, be forfeited by a resolution of the Directors to that effect; and such forfeiture shall extend to any dividends in respect of any share so forfeited not actually paid at the date of the said notice.
31. A forfeiture of share or shares may be sold or otherwise disposed of on such terms and in such manner as the Directors think fit, and at any time before a sale or disposition, the forfeiture may be cancelled on such terms as the Directors think fit.
32. A person whose shares have been forfeited shall cease to be a member in respect of the forfeited shares, but shall, notwithstanding remain liable to pay to the Company all moneys, which, at the date of the forfeiture, were presently payable by him to the Company in respect of the shares. This liability to the company shall cease if and when the company receive payment in full of the nominal amount of the shares.
33. A statutory declaration in writing that the declaring is a Director of the Company and that a share in the Company has been duly forfeited on a date stated in the declaration shall be conclusive evidence of the facts therein stated as against all persons claiming to be entitled to the share. The Company may receive the consideration, if any, given for the above on any sale or disposition thereof and may execute a transfer of the share in favor of the person to whom the share is sold or disposed of and he shall thereupon be registered as the holder of the share, and shall not be bound to see to the application of the purchase money, if any, nor shall his title to the share be affected by any irregularity or invalidity in the proceedings in reference to the forfeiture, sale or disposal of the share.

34. The provisions of these regulations as to forfeiture shall apply in the case of non-payment of any sum which, by the time of issue of a share, becomes payable at a fixed time, whether on account of the amount of the shares, or by way of a premium, as if the same had been payable by virtue of a call duly made and notified.

ALTERATIONS OF CAPITAL

35. The Company may from time to time, by Special Resolution, increase the share capital by such sum, to be divided into shares of such amount, as the Resolution shall prescribe.

36. (1) Subject to the Provision hereinafter provided, and to any direction to the contrary that may be given by the resolution sanctioning the increase of share capital, all new shares when issued shall be divided between Classes "A" and "B" in the proportion 2:1 and such shares shall, before issue, be offered to such persons as at the date of the offer are entitled to receive notice from the Company of a general meeting, in proportion, as nearly as circumstances admit, to the amount of the existing shares to which they are entitled, and for the purpose new Class "A" shares shall be so offered to the holders of Class "A" shares only and new Class "B" shares shall be offered to Class "B" shareholders only. The offer shall be made by notice specifying the number of shares offered and limiting a time within which the offer, if not accepted, will be deemed to be declined and, after the expiration of that time, or on receipt of an irritation from the person to whom the offer is made that he declines to accept the shares offered, the Directors may dispose of the same in such manner as they think most beneficial to the Company. The Directors may likewise dispose of any new shares which (by reason of the ration, which the new shares bear to shares held by persons entitled to an offer of new shares,) cannot, in the opinion of the Directors, be conveniently offered under this article.

37. The new shares shall be subject to the same provisions with reference to the payment of calls, lien, transfer, transmissions, forfeiture, expropriation, and otherwise as the shares in the original share capital.

38. The Company may, from time to time, by Ordinary Resolutions: -

- (a) Consolidate and divide all or any of its share capital into shares of larger amount than its existing shares;
- (b) sub-divide its existing shares, or any of them, into shares of smaller amount than is fixed by the memorandum of association subject, nevertheless, to the provisions of Section 64(1) (b) of the Companies Act 2002; or

- (c) cancel any shares, which, at the date of the passing of the Resolution, have not been taken or agreed to be taken by any person; and may by special resolution, reduce its share capital in any manner, and subject to any incident authorized, and consent required by laws.

GENERAL MEETINGS

39. A general meeting shall be held once in every calendar year at such time (not being more than fifteen months after holding the last preceding general meeting) and place as may be determined by the Directors. In default of a general meeting so held, a general meeting may be convened by any one member in the same manner as nearly as possible as that in which meetings are to be convened by the Directors.
40. All such general meetings shall be called Annual General Meetings and all other general meetings shall be called Extraordinary General Meetings.
41. The Directors may, whenever they think fit, convene an Extraordinary General Meeting, and Extraordinary General Meetings shall also be convened on such requisition, or in default, may be convened by such requisition or default, may be convened by such requisition as provided by section 134 of the Companies Act 2002. If at any time there are not within Tanzania sufficient members of the Company may convene an extraordinary general meeting in the manner as nearly as possible as that in which meetings may be convened.

NOTICE OF GENERAL MEETINGS

42. Subject to the provisions of section 143(1) of the Companies Act 2002 relating to special resolutions, the Directors shall, providing fourteen days notice at least (exclusive of the days on which the notice is reserved,) specify the place, the day and the hour of the meeting, and in the case of special business, the general nature of that business shall be given in the manner hereinafter mentioned or in such other manner, if any, as may be prescribed by the Company in the general meeting, to such persons as under these articles are entitled to receive such notices from the Company; but with the consent of all the members may think fit.
43. The accidental omission to give notice of a meeting to, or the non-receipt of notice of a meeting by, any person entitled to receive notice shall not invalidate the proceedings at that meeting.

PROCEEDINGS AT GENERAL MEETINGS

44. All business shall be deemed special that is transacted at an Annual General Meeting with the exception of declaring a dividend, the consideration of the accounts, balance sheets, the reports of the Directors and auditor, the election of Directors in the place of those retiring, and the appointment of and the fixing of the remuneration of, the auditors.
45. No business shall be transacted at any General Meeting unless a quorum of members is present at the time when the meeting proceeds to business. Save as is herein otherwise provided, two members present in person or by proxy or, in the case of a corporation, by its representative shall constitute a quorum.
46. If, within half an hour from the time appointed for the meeting, a quorum is not present, the meeting, if convened upon the requisition of members, shall be dissolved; in any other case it shall stand adjourned to the same day in the next week, at the same time and place or to such other day at such other time and place as the Directors may determine, and if at the adjourned meeting a quorum is not present within half an hour from the time appointed for the meeting, the members present shall be a quorum.
47. The Chairman, if any, of the Board of Directors shall preside as chairman at every General Meeting of the Company.
48. If there is not such Chairman, or if at any meeting he is not present within fifteen minutes after the time appointed for holding the meeting or is unwilling to act as Chairman, the members present shall choose some of their number to be Chairman.
49. The Chairman may, with the consent of any meeting at which a quorum is present (and shall if so directed by the meeting), adjourn the meeting from time to time and from place to place, but no business shall be transacted at any adjourned meeting other than the business left unfinished at the meeting from which the adjournment took place. When a meeting is adjourned for thirty days or more, notice of the adjourned meeting shall be given as in the case of an original meeting. Save as aforesaid it shall not be necessary to give any notice of an adjournment or of the business to be transacted at an adjourned meeting.
50. At any General Meeting, a resolution put to the vote of the meeting shall be decided on a show of hands, unless before, or on the declaration of the result of the show of hands, a poll is demanded by at least one member present in person or by proxy and entitled to vote.
51. Unless a poll be so demanded, a declaration by the Chairman that a resolution has on a show of hands been carried or carried unanimously, or

by a particular majority, or lost, an entry to that effect in the book containing the minutes of the proceedings of the company shall be conclusive evidence of the fact without proof of the number or proportion of the votes recorded in favor of or against such resolution.

52. If a poll is duly demanded it shall be taken in such manner as the Chairman directs, and the result of the poll shall be deemed to be the resolution of the meeting at which the poll was demanded.
53. In the case of any equality of votes, whether on a show of hands or on a poll, the chairman of the meeting at which the show of hands takes place or at which the poll is demanded, shall not be entitled to a second or casting vote.
54. A poll demanded on the election of a Chairman or on a question of adjournment shall be taken forthwith. a poll demanded on any other question shall be taken at such time as the Chairman of the meeting directs, and any business other than that upon which a poll has been demanded may be proceeded with pending the taking of the poll.
55. An ordinary resolution of the Company determined on without any general meeting, and evidenced by writing under the hands of all Directors, or a sole Director and of members of the Company holding in the aggregate three-fourths of the issued shares of the Company, shall be as valid and effectual as an ordinary resolution duly passed at a general meeting of the Company.

VOTE OF MEMBERS

56. On a show of hands, every member present in person shall have one vote. On a poll, every member shall have one vote for each share of which he is the holder.
57. In the case of joint holders, the vote of the senior who tenders a vote, whether in person or by proxy, shall be accepted to the exclusion of the votes of the other joint holders and for this purpose seniority shall be determined by the order in which the names stand in the Register of members.
58. A member of unsound mind, or in respect of whom an order has been made by any court having jurisdiction in lunacy may vote, whether on a show of hands or on a poll, by his committee, curator bonis, or other person in the nature of a committee, curator bonis, or other person may, on a poll, vote by proxy.
59. No member shall be entitled to vote at any general meeting unless all calls or other sums presently payable by him in respect of shares in the Company has been paid.

- 60. On a poll, votes may be given either personally or by proxy.
- 61. The instrument appointing a proxy shall be in writing under the hand of the appointer or his attorney duly authorized in writing, or, if the appointer is a corporation, either under common seal, or under the hand of an officer or attorney duly authorized. a member shall not be entitled to appoint more than one proxy to attend on the same occasion nor may a proxy vote except on a poll.
- 62. The instrument appointing a proxy and the power of attorney or other authority, if any, under which it is signed or a notarially certified copy of that power or authority shall be deposited at the office or at such other place within the Territory as is specified for that purpose in the notice convening the meeting, not later than the time for holding the meeting or adjourned meeting, at which the person named in the instrument proposes to vote, or, in the case of a poll, not later than the time appointed for the taking of the poll, or at such later time as the Directors may agree, and in default the instrument of proxy shall not be treated as valid.
- 63. An instrument appointing a proxy shall be in the following form or in any other form acceptable to the Directors.

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

I of

 being a member of **GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED**
 do hereby appoint of
 as my proxy to vote for me and on my behalf at the Annual/Extraordinary General Meeting of the Company to be held on the day of 2009, and at any adjournment thereof.

Signed this day of 2010.

.....
 (Signature of Member)

- 64. Any corporation which is a member of the Company may, by resolution of its Directors or other governing or managing body, authorize such person as it thinks fit to act as its representative at any meeting of the Company, or of any class of members of the Company, and the person so authorized shall be entitled to exercise the same powers on behalf of the corporation

which he represents as that corporation could exercise if it were an individual member of the Company.

BOARD OF DIRECTORS

65. (a) Unless otherwise determined by the company in General Meeting the number of Directors shall not be less than two and not more than ten in number.

(b) The following persons shall be the first directors of the company:

1. MOHAMED SAID KHAILA
2. SALIM SALEH MOHAMED

66. (1) The remuneration of the Directors shall from time to time, be determined by the Company in general meeting.

(2) In addition to their usual remuneration, the Directors shall also be paid such traveling, hotel and other expenses as may reasonably be incurred by them in the execution of their duties including any such expenses incurred in connection with their attendance at meetings of Directors.

APPOINTMENT OF DIRECTORS

67. The Directors of the Company shall be appointed by the shareholders in manner following The Directors so appointed shall hold office at the pleasure of the Shareholder by whom they were appointed and at any time by notice in writing addressed and delivered to the Company, cancel any appointment so made and may, in like manner, appoint other Directors to fill vacancies caused by such cancellation of appointment or however arising.

68. The shareholders may likewise appoint and cancel the appointment of alternates to the Directors so appointed, and failing such appointment of alternates, to the Director may himself appoint any person to act as his alternate and in his stead during his absence or inability for an reason to act as such Director, and at his discretion may remove such alternate Director by notice in writing to the Company.

(1) On such appointment being made, the alternate Director shall, except as regards remunerations and the power to appoint an alternate Director, be subject in all respects to the terms and conditions existing, with reference to the other Directors, and each alternate Director, while acting in the place of an absent Director, shall enjoy all the rights of an exercise and discharge all the duties of the Director he represents.

- (2) If a Director to whom an alternate Director has been appointed as aforesaid shall cease to be a Director, then the person appointed as his alternate shall thereupon cease to have any power or authority to act as such alternate Director.

POWERS OF DIRECTORS

69. The business of the Company shall be managed by the Directors, who may pay all expenses incurred in setting up and registering the Company, and may exercise all such powers of the Company as are not by the Statutes or by these Articles required to be exercised by the Company in General Meeting, subject nevertheless to any regulations of these Articles, to the provisions of the Statutes, and to such regulations, being not inconsistent with the aforesaid regulations or provisions, as may be prescribed by Extraordinary Resolution of the Company in General Meeting. No regulation made by the Company in General Meeting shall invalidate any prior act of the Directors, which would have been valid, if such regulation had not been made.
70. The Directors may from time to time and at any time by power of attorney, under the seal appoint any company, firm or person or any fluctuating body of persons, whether nominated directly or indirectly by the Board, to be the attorney or attorneys of the company for such purposes and with such powers, authorities and discretion (not exceeding those vested in or exercisable by the Board under these Articles) and for such period and subject to such conditions as they may think fit, and any such power of attorney may contain such provisions for the protection and convenience of persons dealing with any such attorney as the Board may think fit and may also authorize any such attorney to sub-delegate all or any of the powers, authorities and discretion vested in him.
71. The Directors shall cause minutes to be made in books provided for the purpose of:
- (a) all appointments of officers made by the Directors;
 - (b) all the names of the Directors present at each meeting of the Directors and of any Committee of Directors; and
 - (c) all resolutions and proceedings at all meetings the Company, and of the Directors and Committees of Directors and every Director present at any meeting of Directors or Committees of Directors, shall sign his name in a book to be kept for that purpose.

DISQUALIFICATION OF DIRECTORS

72. The office of a Director shall ipso-facto be vacated: -

- (a) if he becomes bankrupt or insolvent or company with his creditors;
- (b) if he becomes of unsound mind or is found lunatic;
- (c) if he absents himself from the meetings of the Directors for a continuous period of six months without special leave of absence from the Directors and the Board resolves that his office be vacated;
- (d) if he becomes prohibited from being a Director by reason of any order made by the High court of Tanzania under the Companies Act 2002; or
- (e) if he gives the Directors one calendar month's notice in writing that he resigns his office.

PROVIDED THAT any act done in good faith by a Director whose office is vacated aforesaid shall be valid unless, prior to the doing of such act, written notice shall have been made in the Directors' minute book stating that such Director has ceased to be a Director of the Company.

- 73. A Director, and any firm or company of which a Director is a member may hold any office of profit under the Company in conjunction with the office of Director and may enter into contracts or arrangements or have dealing with the Company.
- 74. A Director holding any office or profit or who, or whose firm or company, enters into contracts or arrangements, or has dealings as aforesaid shall not be disqualified from office thereby nor shall he be liable to account to the company for any profit arising out of any such contract, arrangement or dealing through being at the same time a Director of the company **PROVIDED THAT** such Directors disclose to the meeting of Directors at which such contract, arrangement or dealing is first taken into consideration the nature of his interest therein, or, if such interest is subsequently acquired, he discloses the fact that he has acquired such interest at the next meeting of the Directors held after the interest was acquired.

PROCEEDINGS OF DIRECTORS MEETINGS

- 75. The Directors may meet together for the dispatch of business, adjourn, and otherwise regulate their meetings, as they think fit. Subject to and in accordance with any agreement in writing among all of the members of the Company, questions arising at any meeting shall be decided by a majority of votes. In case of an equality of votes, the Chairman shall have a second or casting vote. A Director may, and the Secretary on the requisition of a Director shall, at any time summon a meeting of the Directors.

76. The quorum necessary for the transaction of the business may be fixed by the Directors and unless so fixed shall be two.
77. The continuing Directors may act, notwithstanding any vacancy in their body, but, if and so long as their number is reduced below the number fixed by or pursuant to the regulations of the Company as the necessary quorum of Directors, the continuing Directors or Director may act for the purpose of increasing the number of Directors to that number, or of summoning a General Meeting of the Company, but for no other purpose,
78. The Directors may elect a Chairman of their meetings and determine the period for which he is to hold office; but if no such Chairman is elected, or if at any meeting the chairman is not present within five minutes after the time appointed for holding the same, the Directors present may choose one of their number to be Chairman of the meeting.
79. The Directors may delegate any of their powers to committees consisting or such members of their body as they think fit, any committee so formed shall in the exercise of the powers so delegated conform to any regulations that may be imposed on them by the Board.
80. A committee may elect a Chairman of its meetings. If no such Chairman is elected, or if at any meeting the Chairman is not present within five minutes after the time appointed for holding the same; the members present may choose one of their number to be Chairman of the meeting.
81. A committee may meet and adjourn as it thinks proper. Questions arising at any meeting shall be determined by a majority of votes of the members present, and in the case of an equality of votes, the chairman shall have a second or casting vote.
82. All acts done by any meeting of the Directors or of a committee of Directors or by any person acting as a Director shall, notwithstanding that it be afterwards discovered that there was some defect in the appointment of any such Director or person acting as aforesaid, or that they or any of them were disqualified, be as valid as if every such person had been duly appointed and was qualified to be a Director.
83. A resolution determined on without any meeting of Directors and evidenced by writing under the hands of all the Directors, or a sole Director, or of all the members of a committee, or a sole member of a committee, shall be as valid and effectual as a resolution duly passed at a meeting of the Directors or of such committee.

SECRETARY

84. (a) The Secretary shall be appointed by the Board for such term, at such remuneration and upon such conditions as the Board may think fit, and they may remove any Secretary so appointed.

- (b) The first Company Secretary of the company shall be **Gregory James Temba** and shall be paid such remuneration and or fees as shall be agreed with the Board of Directors.
85. No person shall be appointed or hold office as Secretary who is:
- (a) the sole Director of the Company; or
 - (b) a corporation the sole Director of which is the sole Director of the Company;
 - (c) the sole Director of a corporation, which is the sole Director of the Company.
86. A provision of the Companies Act 2002 or these regulations requiring or authorizing a thing to be done by or to a Director and the Secretary shall not be satisfied by its being done by or to the same person acting both as Director and as, or in place of, the Secretary.

DIVIDENDS AND RESERVES

87. The Company, in general meeting, may declare dividends but no dividend shall exceed the amount recommended by the Directors.
88. The Directors may, from time to time, pay to the members such interim dividends as appear to the Directors to be justified by the profits of the Company.
89. No dividend shall be paid otherwise than out of profits.
90. Subject to the rights of persons, if any, entitled to shares with special rights as to dividends, all dividends shall be declared and paid according to the amounts paid on the shares but if and so long as nothing is paid up on any of the shares in the Company, dividends may be declared and paid according to the amounts of the shares. No amount paid on a share in advance of calls shall, while carrying interest, be treated for the purpose of this article as paid on the share.
91. The Directors may, before recommending any dividend, set aside out of the profits of the Company such sums as they think proper as a reserve which shall, at the discretion of the Directors, be applicable for meeting contingencies or for equalizing dividends or for any other purpose to which the profits of the company may be properly applied, and pending such application may, at the like discretion, either be employed in the business of the company or be invested in such investments (other than shares of the Company) as the Directors may from time to time think fit.

92. If several persons are registered as joint holders of any share any one of them may give effectual receipts for any dividend payable on the share.
93. No dividend shall bear interest against the Company.

ACCOUNTS

94. The Directors shall cause proper books of account to be kept with respect to: -
- (a) All sums of money received and expended by the company and the matters in respect of which the receipt and expenditure takes place;
 - (b) All sales and purchases of goods by the Company; and
 - (c) The assets and liabilities of the Company.

Proper books of accounts means such books as necessary to give a true and fair view of the state of the Company's affairs and to explain its transactions.

95. The books of account shall be kept at the registered office of the Company, or at such other place and places as the Director think fit, and shall always be open to the inspection of the Directors.
96. The Directors shall, from time to time, determine whether and to what extent and at what time and places and under what conditions or regulations the accounts and books of the Company or any of them, shall be open to the inspection of members not being Directors, and no member (not being a Director) shall have any right of inspecting any account or book or document of the Company except as conferred by statute or authorized by the Directors or by the Company in General Meeting.
97. The Directors shall, from time to time, in accordance with Section 123 of the Companies Act 2002 or any statutory modification thereof for the time being in force, cause to be prepared and to be reports as are referred to in that section.
98. A copy of each annual report and every balance sheet (including every document required by laid before the Company in general meeting such profit and loss accounts, balance sheets and law to be annexed thereto) which is to be laid before the Company in General Meeting, together with a copy of the auditors' report, shall not less than twenty-one days before the date of the relevant meeting be sent to every member of, and every holder of debentures of, the Company and to every person registered under Article 38 **PROVIDED THAT** this Article shall not require a copy of those documents to be sent to any person whose address the Company is not aware of, or to more than one of the joint holders of any share or debentures.

AUDIT

99. Auditors shall be appointed and their duties regulated in accordance with sections 170 to 179 of the Companies Act 2002 or any statutory modification thereof for the time being in force.

NOTICES

100. A notice may be given by the Company to any member either personally, or by sending it by post to him or to his registered address or (if he has no registered address within the Territory) to such address, supplied by him to the Company for the giving of notice to him. Where a notice is sent by post, service of the notice shall be deemed to be effected by properly addressing pre-paying and posting a letter containing the notice, and to have been effected in the case of a notice of a meeting at the expiration of seven days after the letter containing the same is posted, and in any other case at the time at which the letter would be delivered in the ordinary course of post.
101. If a member has no registered address in Tanzania and has not supplied to the Company an address within Tanzania for the giving of notices to him, a notice addressed to him and displayed in the registered office of the Company shall be deemed to be duly given to him on the day on which it so displayed.
102. A notice may be given by the Company to the joint holders of a share by giving the notice to the joint holder first named in the Register in respect of the share.
103. A notice may be given by the Company to the persons entitled to a share in consequence of the death or bankruptcy of a member by sending it through the post in a prepaid letter addressed to them by name, or by the title of representatives of the deceased, or trustee of the bankrupt, or by any like description, at the address, if any, within the Territory supplied for the purpose by the persons claiming to be so entitled, or (until such an address has been so supplied) by giving the notice in any manner in which the same might have been given if the death or bankruptcy had not occurred.
104. Notice of every General Meeting shall be given in any manner hereinbefore authorized to every member except those members who (having no registered address within Tanzania) have not supplied to the Company an address for the giving of notices to them; every person entitled to a share in consequence of death or bankruptcy of a member who, but for his death or bankruptcy would be entitled to receive notice of the meeting; and the auditors for the time being of the Company. No other person shall be entitled to receive notices of general meetings.

THE COMPANY SEAL

105. The Seal of the Company shall not be affixed to any instrument except by the authority of a resolution of the Directors and in the presence of at least two Directors or a Director and the Secretary or such other person as the Director may appoint for the purpose; and those two Directors or Director and Secretary or other person as aforesaid shall sign every instrument to which the Seal of the Company is so affixed in their presence.

CAPITALISATION OF PROFITS

106. The Company in General Meeting may, upon the recommendation of the Directors, resolve by ordinary resolution to capitalize any part of the amount for the time being standing to the credit of the profit and loss account or otherwise available for distribution and accordingly, that such sum be set free for distribution amongst the members who would have been entitled thereto if distributed by way of dividend and in the same proportions on condition that the same be not paid in cash but be applied either in or towards paying up the amounts, for the time being unpaid on any shares held by such members respectively, or in paying up in full un issued shares, debentures or securities of the Company of a nominal amount equal to such profits, such shares, debentures or securities to be allotted and distributed, or partly in the one way and partly in other and the Directors shall give effect to such resolution.
107. Whenever such resolution as aforesaid shall have been passed, the Directors shall make all appropriations and applications of the undivided profits resolved to be capitalized thereby, and all allotments and issues of fully paid shares, debentures or securities, if any, and generally shall do all acts and things required to give effect thereto, with full power to the Directors to make such provision by the issue of fractional certificates or by payments in cash or otherwise as they think fit for the case of shares, debentures or securities becoming distributable in fractions and also to authorize any person to enter on behalf of all members interested into an agreement with the Company providing for the allotment to them respectively, credited as fully paid up, of any further shares or debentures to which they may be entitled upon such capitalization, or (as the case may require) for the payment up the Company on their behalf by the application thereto of their respective proportion of the profits resolved to be capitalized of the amounts or any part of the amounts remaining unpaid on their existing share, and agreement under such authority shall be effective and binding on all such members.

WINDING - UP

108. If the Company shall be wound up the liquidator may, with the sanction of an extraordinary resolution of the Company and any other sanction required by the Companies Act 2002, divide amongst the members in specie or kind the whole or any part of the assets of the Company and may, for such purpose, set such value as he deems fair upon any property to be divided as aforesaid and may determine how such division shall be carried out as between the members or different classes of members. The liquidator may, with the like sanction, vest the whole or any part of such assets in trustees upon such trusts for the benefit of the contributors as the liquidator, with the like sanction, shall think fit, but so that no member shall be compelled to accept any share or the securities whereon there is any liability.

INDEMNITY

- 109 Every Director, agent auditor, secretary and other officer for the time being of the Company shall be indemnified out of the assets of the Company against any liability incurred by him in defending any proceedings, whether civil or criminal, in which judgment is given in his favor or in which he is acquitted.

Names and Addresses of Subscribers	Descriptions of Subscribers	Number of Shares	Signatures
MOHAMED SAID KHAILA, Suit No. 308, Second Floor, Richmond House, Chakechake Street, Masaki, DAR ES SALAAM	Director	990	<i>Mohameds.</i>
SALIM SALAH HAMOOD Suit No. 308, Second Floor, Richmond House, Chakechake Street, Masaki, DAR ES SALAAM	Director	10	<i>[Signature]</i>

Dated this 24th day of MARCH 2010

WITNESS to the above Signatures:

SIGNATURE: *[Signature]*

POSTAL ADDRESS P.O. Box 769

QUALIFICATION ADVOCATE





TANZANIA INVESTMENT CENTRE

REGISTRATION FORM

FOR

CERTIFICATE OF INCENTIVES

(Tanzania Investment Act 1997, Section 17 and 18,
and the Investment Regulations:
Regulation 42, Government Notice No. 318A of 2002)

Tanzania Investment Centre
9A & B Shaaban Robert Street
P. O. Box 938
DAR ES SALAAM
Tel. 022 2116328
Fax. 022 2118253
e-mail: information@tic.co.tz
Website: www.tic.co.tz

(Please fill the form in duplicate)

Investment Breakdown **US\$/Tshs.M**

Land/Building	\$ 2,060,000	
Plant	\$ 1,957,000	
Vehicles	\$ 660,000	
Furniture & Fittings	\$ 323,000	
Pre-expenses	-	
Others	-	
Working Capital	-	TZS 3,147,517,000
TOTAL	\$ 5,000,000	TZS 3,147,517,000

Contact Details:

Name: ALLY EDHA AWADH Title: MANAGING DIRECTOR
Telephone: 0784 680 000 Fax: +255 22 2780505/576
Email: mol@lakeoil.tanzania.com

Payments to be made payable to:

TANZANIA INVESTMENT CENTRE
STANDARD CHARTERED BANK TANZANIA LTD.
SWIFT ADDRESS: **SCBLTZTX**
ACCOUNT NO.: **8702006002000**

APPLICATION SUMMARY

Company Name: Gulf Concrete and Cement Products Co. Ltd

Certificate of Incorporation Number: 75781 Status: Limited

Certificate of Incorporation Date: 08/04/2010

Post Box: 6191

Town: Dar Es Salaam

Sector: Tanzania Sub-Sector:

Investment Financing Plan in Million US\$/Tshs.

Foreign Equity Local Equity (Tsh) Foreign Loan (US\$) Local Loan (Tsh)
- 44% 56% 4% Working Capital

Project Objectives: To mine and crush the granite into aggregate and transport it by trucks and the pre-mix batch concrete and other cement products customers in Dar Es Salaam

Capacity:

Employment: Foreign: 5 Local: 55 Total: 60

Implementation Period: 6 months - March 2012

Project Location Lugoba Area

Site/Plot/Block No.:

Street: District: Bagamoyo Region: Lugoba
(Attach sketch map showing project location)

Table with 3 columns: Shareholders, Nationality, %
Mohamed Said Khalifa 99%
Salim Salah Hamood 1%

7. The intended capital investment of the Company in terms of Section 2(2) of the Act is Tshs./US\$ 5,000,000

8. The month and day of the financial year end is 31st Dec

Note: *failure to provide all the required information will result in the return of the application by the Centre.*

I/We enclose a cheque/cash made payable to the **Tanzania Investment Centre** for Tshs./US\$

..... Being the Registration Fees. *In the event this application is unsuccessful we understand that this fee will not be refunded.*

I, Salim Saleh Hamood of Post Office Number 6191

..... do solemnly and sincerely declare that I am a director/duly

authorized agent of Gulf Concrete and Cement Products Co. Ltd

AND that all the requirements of the Tanzania Investment Act, 1997 in respect of matters precedent to the registration of the business enterprise under the Act and incidental thereto have been complied with, AND I make this solemn declaration conscientiously believing the same to be true.

Declared at Dar es Salaam }
..... }

The 12 day of Sep 2011... }



Before me:



.....
Commissioner for Oaths

UNITED REPUBLIC OF TANZANIA

THE TANZANIA INVESTMENT ACT

(No. 26 of 1997)

APPLICATION FOR REGISTRATION

(Made under Regulation 42)

To: The Executive Director
Tanzania Investment Centre
P. O. Box 938
DAR ES SALAAM
Tanzania

1. I/We Salim Salah Hamood/ALLY EDHA AWADH
(director/directors/agent of Gulf Concrete and Cement Products Co. Ltd
(name of business enterprise) apply for registration of Certificate of Incentives
under Section 17 of the Act and Part IV of the Investment Regulations, 2002.
2. The registered office of the company will be situated at Plot No. 12, SIDO, Bibi Titi St.
Plot No. 13
H.O- Buguruni Malaya Area District, Dar Es Salaam, Tanzania

Copies of the following documents are attached to this application:

- (i) The Memorandum and Articles of Association/or partnership agreement
- (ii) Certificate of Incorporation/Registration
- (iii) A copy of the Project Profile or Feasibility Study showing the implementation period, programme of implementation and operative date
- (iv) Evidence of financing and evidence of land ownership for the project

3. The Head Office of the Company will be situated at Plot 13, Malaya, Dar Es Salaam, TZ
4. The Principal Officers of the Company are ALLY EDHA AWADH - Managing Director
SUBHAD KUMAR PATEL - Secretary
5. Auditors of the Company are Bakers Tally DGP & CO.
6. The authorized share capital of the Company is Tshs./US\$ 1,000,000,000



HALMASHAURI YA WILAYA YA BAGAMOYO

(Barua zote ziandikwe kwa Mkurugenzi Mtendaji [W])

HATI YA MALIPO YA KIWANJA/SHAMBA

MKOA WA PWANI

Telegraph:

"DISCO" BAGAMOYO

Simu:

023 - 2440338

Fax: 023 2440338

Kumb. Na:

BAG/LD/ 8750

Tarehe: 05-02-2010

Kwa:

IHEMBE INDUSTRIES LTD
P.O. Box 69050
DAR-ES-SALAAM



OFISI YA MKURUGENZI MTENDAJI (W)

IDARA YA ARDHI, MALIASILI NA MAZINGIRA

S.L.P 11

BAGAMOYO

YAH: KIWANJA/SHAMBA NA. 5066 KITALU SEHEMU. LUHUBA KINZAGU
CHENYE UKUBWA WA 15.017 Ha ... KAMA INAVYOONYESHWAKATIKA REG: SURVEY
PLAN No. 61903 NA TP DRAWING NO. WILAYANI
BAGAMOYO

1. Hii ni kukujulisha kuwa Afisa Ardhi [W] ameridhia upewe miliki ya kiwanja/shamba tajwa, Hivyo unatakiwa kufanya malipo ya ada za Kiwanja/shamba hilo katika kipindi cha siku 30 kutoka tarehe ya kupokea barua hii na kuwasilisha risiti za malipo hayo.

2. Matumizi ya kiwanja/shamba ni

Kodi kwa mwaka ni TShs 187,750/-

3. Malipo yanayotakiwa kulipwa ni kama ifuatavyo:-

a) Premium:

b) Ada ya kutayarisha Hati:

c) Ada ya Usajili:

d) Ada ya Upimaji:

e) Ada ya Ramani:

f) Ushuru wa Serikali:

e) Kodi ya Ardhi kuanzia 1/1/2010 hadi 30/06/2010

JUMLA:

-
3,600/-
37,550/-
-
6,000/-
9,500/-
93,900/-
150,550/-

4. Unatakiwa kuleta Picha nne (4) (Passportsize) na kuziwasilisha kwa Afisa Ardhi [W] Bagamoyo kwa ajili ya Kuandaliwa USHUHUDA WA MALIPO.

5. Iwapo unataka kumiliki kama kampuni unatakiwa kuwasilisha kwa Afisa Ardhi [W] Bagamoyo kopi za vilelezo vya uwepo wa kampuni yenu ikiwa pamoja na kopi ya CERTIFICATE OF REGISTRATION YA KAMPUNI HUSIKA.

J. GUGU

Kny: MKURUGENZI MTENDAJI
BAGAMOYO

Kny: MKURUGENZI MTENDAJI (W)
BAGAMOYO

Imepokelewa leo tarehe 5/2/2010

Jina:

Henry Lukambaga

Sahihi:

SKETCH MAP SHOWING PROJECT LOCATION

Describe in details of feasibility Report
Chapter - 4 (Four)



11.04.07/100 Copy
of The Original
Signature
Date



00218082

For: Executive Director, THE UNITED REPUBLIC OF TANZANIA
Tanzania Investment Centre

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

No: 042111

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

of address P.O. BOX 6191

DAR ES SALAAM


has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

Which is located at PLOT NO. 13 BUGURUNI MALAPA

DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.


Ag. Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 6TH OCTOBER 2011



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

1. Shareholders

Salim Salah Hamood	Nationality Tanzanian	Shareholding (%) 1
Mohamed Said Khaila	Oman	99
2. Proposed Activities : To establish granite crushing project
3. Sector: Manufacturing Subsector Granite Processors
4. Investment cost: Foreign - Local USD 5m. Total USD 5m.
5. Project Financing:

Equity <u>USD 2.2m.</u>	Loans <u>USD 2.8m.</u>	Total <u>USD 5m.</u>
-------------------------	------------------------	----------------------
6. Source, terms and conditions of loan.....
7. Assets to be invested:

Capital items:	Foreign <u>-</u>	Local <u>USD 5m.</u>	Total <u>USD 5m.</u>
----------------	------------------	----------------------	----------------------
8. Technology Agreement None
9. Date of TIC Registration: 27th September 2011
10. Implementation period September 2011 - August 2014
11. Operative date September 2014
12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997
 - (i) Applicable Import Duty And VAT as per Customs Tariff Act, 1976 & VAT Act, 1997
 - (ii) Applicable with-holding Tax As per INcome Tax Act, 2004 (as amended)
 - (iii) Eligibility of Capital Allowances As per Income Tax Act, 2004 (as amended)
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
 - (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or amended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the centre
15. Additional conditions attached to Certificate
Finished goods are not allowed under this Certificate

Signed  Ag. Executive Director

STAKABADHI YA SERIKALI

37895717

1

EXCHEQUER RECEIPT

NIMEPOKEA KWA

Received from

GUAF CONCRETE & CEMENT PRODUCTS LTD

Shs.										Cts.	

JUMLA YA SHILINGI (Kwa maneno)

The sum of Shillings (Words)

USDollar SEVEN HUNDRED FIFTY ONLY

NA SENTI
And Cents

KWA MALIPO YA

In respect of

CERTIFICATE OF INCENTIVES

KWA FEDHA TASLIMU/HUNDI

NAMBA By Cash/Cheque No.

D/DEKETA 04/10/11

KITUO - Station

DSM

SAHIHI YA MPOKEAJI - Receiving Officer's

Signature

[Signature]

CHEO - Title

ACC 04 OCT 2011

TAREHE - Date

NIPC-KIUTA

4



042111



Dangote-041385

TICC/PP.10/042111/3

27th September, 2011

Managing Director,
Gulf Concrete and Cement Products Co. Ltd.,
P.O. Box 6191,
DAR ES SALAAM

**RE: CERTIFICATE OF INCENTIVES FOR INVESTMENT IN THE
ESTABLISHMENT OF GRANITE CRUSHING PROJECT**

We wish to acknowledge receipt of your project proposal to establish granite crushing project as presented in the TIC P.A. 1 Form No. 09441 and Feasibility Study with a projected investment of USD 5m.

We have studied your project proposal and are pleased to inform you that your investment proposal is now officially registered and therefore your project will be granted a CERTIFICATE OF INCENTIVES, given under authority conferred upon TIC under Part III, Section 17 (1-8) of the Tanzania Investment Act, 1997.

You will be required to submit to the Centre a Progress Report on the implementation of the project after every six months for our information and review. Guidelines for the preparation of the report are contained in annexure 2 also attached to this letter. Please do not hesitate to contact the Centre for any clarification if the need arises. Please also note that a facilitation fee equivalent to US\$ 750.00 is payable at the ruling exchange rate before your Certificate of Incentives is prepared. Please make deposit direct to the bank as per bank details below:-

.../2

TICC/PP.10/042111/3

27th September, 2011

Tanzania Investment Centre
Standard Chartered Bank (T) Ltd
US Dollar A/C 8702006002000
T.Shs A/C 0102006002000

We wish you every success in the implementation of the project.

Yours sincerely,
TANZANIA INVESTMENT CENTRE


B.D. Chonjo

FOR: EXECUTIVE DIRECTOR

Copy to: Permanent Secretary,
Ministry of Finance,
P. O. Box 9111,
DAR ES SALAAM

Permanent Secretary,
Ministry of Industry, Trade and Marketing,
P.O. Box 9503,
DAR ES SALAAM

Commissioner General,
Tanzania Revenue Authority,
P. O. Box 11491,
DAR ES SALAAM



TIC Evaluation Report

Name of the Company
Gulf Concrete And Cement Products Co. Ltd.

Post Box	Lugoba Area, Bagamoyo District	COI Number	75781	Contact	Mr. Ally Goha Awadh
Post Office	6191, Dar Es Salaam	COI Date	04/08/2010	Designation	Managing Director
Region	Coastal Region	Application F. No	09441	Phone	0
Country	Tanzania	Status	New	Direct Phone	0
		Sector	Manufacturing	Cell Phone	0784 680 000
		Sub Sector	Granite processors	Fax	022 2780505/6
		File No	042111	E-Mail Address	Md@Laheoiltanzania.Com

Project Location		Investment Finance Plan in Millions USD										
Plot/Block	Lugoba Area	<table border="1"> <tr> <th>Foreign Equity</th> <th>Local Equity</th> <th>Foreign Loan</th> <th>Local Loan</th> </tr> <tr> <td>0</td> <td>2.2</td> <td>0</td> <td>2.8</td> </tr> </table>	Foreign Equity	Local Equity	Foreign Loan	Local Loan	0	2.2	0	2.8		
Foreign Equity	Local Equity		Foreign Loan	Local Loan								
0	2.2		0	2.8								
Street	Lugoba											
District	Bagamoyo											
Region	Coast (Pwani)											

Shareholders Detail			Investment Breakdown (USD Million)	
Name	Nationality	(%)	Land/Building	2.06
Salim Salah Hamad	Tanzania	1	Plant	1.957
Mohamed Said Khaila	Oman	99	Vehicles	0.66
			Furniture & Fittings	0.323
			Pre-expenses	0
			Others	0
			Working Capital	0
			Total	5

Employment	60	Evaluated By	wf officer4
Capacity	xxxxx	Drawn By	wf registry2
Project Turn Over		Project Type	Local

Description

To establish granite crushing project

Recommendations

Be approved subject to providing evidence as required by section 17 of Tanzania Investment Act, 1997

Decision

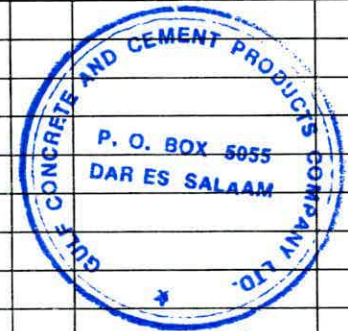
Approved

 Ag EXD
 23/09/11

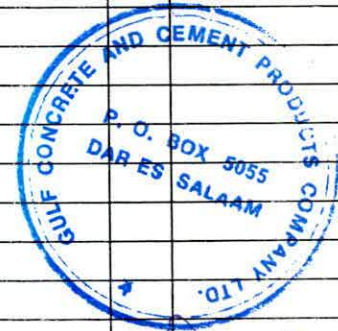
M/S. GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

TANZANIA

Sr.No	ITEM NAME	UNIT			ITEM GROUP	ITEM PRICE	TIN	EXEMPTION	EXEMPTION
		Meausrement	Qty	Pckgs				REFERENCE NO:	DATE
A	Drilling Machine								
1	ITD-10 Rig	Unit	5		Plant and Machinery				
					Plant and Machinery				
2	300/100 Trolley mntd Compressor	Unit	5		Plant and Machinery				
					Plant and Machinery				
3	4" Hammer Assembly	Nos	10		Plant and Machinery				
4	5" Button Bit	Nos	20		Plant and Machinery				
5	Rod guide	Nos	5		Plant and Machinery				
6	Rod carrier	Nos	5		Plant and Machinery				
7	manuals(engine&rig),keys & levers	SET	5		Plant and Machinery				
8	M.T.Adaptor	Nos	5		Plant and Machinery				
9	Rod spaner	Nos	5		Plant and Machinery				
10	Hammer guide	Nos	5		Plant and Machinery				
11	hammer spaner	Nos	5		Plant and Machinery				
12	3.5" x 10 feet long drill rods	Nos	5		Plant and Machinery				
					Plant and Machinery				
B	Batching Plant				Plant and Machinery				
1	Bend Φ 125A90°R100060C1816.1.5	Nos	5		Plant and Machinery				
2	Straight tube ϕ 125A×3m60C1816.1.7	Nos	80		Plant and Machinery				
3	Straight tube ϕ 125A×2m60C1816.1.8	Nos	14		Plant and Machinery				
4	Hose ϕ 125A×3m60 C1816.1.17A	Nos	5		Plant and Machinery				
5	Clearing shovel	Nos	5		Plant and Machinery				
6	Scratching stick fittings	Nos	5		Plant and Machinery				
7	conector	Nos	10		Plant and Machinery				
8	Bend Φ 150A90°R47060C1816.1.2	Nos	5		Plant and Machinery				
9	Conical Pipe 150A-125A60C1816.1.3B	Nos	5		Plant and Machinery				
10	Bend Φ 125A90°R50060C1816.1.4	Nos	20		Plant and Machinery				
11	Bend Φ 125A45°R50060C1816.1.6	Nos	10		Plant and Machinery				
12	Straight tube ϕ 125A×1m60C1816.1.9	Nos	20		Plant and Machinery				



13	Cannula 125A60C1816.1.12	Nos	5		Plant and Machinery			
14	Connector 125A60C1816.1.13	Nos	150		Plant and Machinery			
15	Bend Φ 125A15°R50060C1816.1.15	Nos	10		Plant and Machinery			
16	Bend Φ 125A15°R100060C1816.1.16	Nos	10		Plant and Machinery			
17	O-Ring Assy60C1816III.18.4	Nos	10		Plant and Machinery			
18	Sponge plug (125A)	Nos	10		Plant and Machinery			
19	Guide Ring-60C1816.11.3C-4	Nos	10		Plant and Machinery			
20	Cleaning cylinder (ϕ 125A)	Nos	10		Plant and Machinery			
21	Concrete Seal MTT20A3-1	Nos	10		Plant and Machinery			
22	SPIN-ON OIL FILTER	Nos	10		Plant and Machinery			
23	SPIN-ON FUEL FILT	Nos	10		Plant and Machinery			
24	Oil-water separator filter core	Nos	10		Plant and Machinery			
25	Attached Tool (Trailing Concrete Pump)	SET	5		Plant and Machinery			
26	Cere cleaning agent AP742	Nos	10		Plant and Machinery			
27	Work lamp	Nos	10		Plant and Machinery			
28	Li-based lubricating Grease 15kg/barrel	KGs	50		Plant and Machinery			
29	key	Nos	10		Plant and Machinery			
C	Mixer Truck	Nos	10		Plant and Machinery			



M/S. GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
TANZANIA

Sr.No	ITEM NAME	UNIT	Measurement	Qty	Pckgs	ITEM GROUP	ITEM PRICE	TIN	EXEMPTION REFERENCE NO.	EXEMPTION DATE
A	ZSW - 600x150 Vibrating Grizzly Feeder	UNIT		1		Plant and Machinery				
	Frame			1		Plant and Machinery				
	Attached parts box			1		Plant and Machinery				
				1		Plant and Machinery				
B	PE-900x1200 JAW CRUSHER	UNIT		1		Plant and Machinery				
	Side wall			1		Plant and Machinery				
	Swing jaw part			1		Plant and Machinery				
	Back wall			1		Plant and Machinery				
	Front wall			1		Plant and Machinery				
	Wheel			1		Plant and Machinery				
	Attached parts box			1		Plant and Machinery				
				1		Plant and Machinery				
C	PYFB-1325 CONE CRUSHER	UNIT		1		Plant and Machinery				
	Main machine			1		Plant and Machinery				
	Spring box			1		Plant and Machinery				
	Support Part			1		Plant and Machinery				
	Attached parts box			1		Plant and Machinery				
	Thinoil of station control			1		Plant and Machinery				
	Hydraulic station			1		Plant and Machinery				
	Electricity Refrigeration			1		Plant and Machinery				
D	PYFB-0917 CONE CRUSHER	UNIT		1		Plant and Machinery				
	Main machine			1		Plant and Machinery				
	Attached parts box			1		Plant and Machinery				
	Thinoil of station			1		Plant and Machinery				
E	3YK-2460 VIBRATING SCREEN	UNIT		2		Plant and Machinery				
	Main machine			2		Plant and Machinery				
	Vibration Exciter			2		Plant and Machinery				
F	CONTROL SET	UNIT		1		Plant and Machinery				
	Electrical Control			1		Plant and Machinery				
	Operating Console			1		Plant and Machinery				

G	B650x20M BELT CONVEYER	UNIT	6	Plant and Machinery			
	Head tail frame		6	Plant and Machinery			
	Support frame		6	Plant and Machinery			
	Attached parts box		6	Plant and Machinery			
H	B650x23.6M BELT	UNIT	1	Plant and Machinery			
	Head tail frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Attached parts box		1	Plant and Machinery			
I	B800x22.3M BELT CONVEYER	UNIT	1	Plant and Machinery			
	Head tail frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Attached parts box		1	Plant and Machinery			
J	B1000x12 BELT CONVEYER	UNIT	1	Plant and Machinery			
	Head tail frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
K	B1000x25M BELT CONVEYER	UNIT	2	Plant and Machinery			
	Attached parts box		1	Plant and Machinery			
	Head tail frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
L	B1200x21M BELT CONVEYER	UNIT	3	Plant and Machinery			
	Attached parts box		1	Plant and Machinery			
	Head tail frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
M	STEEL STRUCTURE FOR JAW	LOT	1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Support frame		1	Plant and Machinery			
	Attached parts box		3	Plant and Machinery			
	Material Guiding Trough		1	Plant and Machinery			
	Big Hopper		1	Plant and Machinery			
	Stand		3	Plant and Machinery			
	Side Plate		2	Plant and Machinery			

Approved

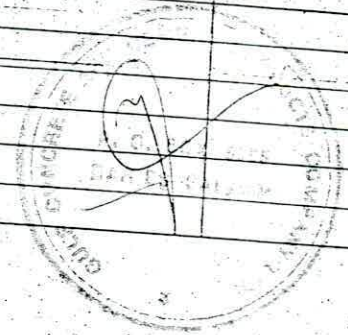


			1	Plant and Machinery				
		Support	1	Plant and Machinery				
		Receiving Hopper	1	Plant and Machinery				
		Discharging Chute	1	Plant and Machinery				
		Feeding Hopper	1	Plant and Machinery				
		Protective Hood(B)	1	Plant and Machinery				
		Protective Hood(S)	1	Plant and Machinery				
		Discharging Chute	1	Plant and Machinery				
		Feeding Hopper	1	Plant and Machinery				
		Discharging Chute	1	Plant and Machinery				
		Discharging Hopper	1	Plant and Machinery				
		STEEL STRUCTURE FOR SCREEN	LOT	Plant and Machinery				
		COMBINED HOPPER	2	Plant and Machinery				
		Discharging Chute	4	Plant and Machinery				
		Discharging Chute	2	Plant and Machinery				
		Big Hopper (1)	2	Plant and Machinery				
		Material receiving hopper	2	Plant and Machinery				
		Big Hopper (2)	2	Plant and Machinery				
		Material receiving hopper	2	Plant and Machinery				
		Support Seat	2	Plant and Machinery				
		Front seat	4	Plant and Machinery				
		Handrial	2	Plant and Machinery				
		Deck and Steps	2	Plant and Machinery				
		Tail Seat	4	Plant and Machinery				
		Electromotor Seat	2	Plant and Machinery				
		Base	2	Plant and Machinery				
		Base	2	Plant and Machinery				
		Hopper Seat	1	Plant and Machinery				
		Feeding Hopper	1	Plant and Machinery				
		Discharging Chute	1	Plant and Machinery				
		Discharging Hopper	1	Plant and Machinery				
		Accessory of Fasteners	1	Plant and Machinery				
		EXCAVATOR	5	Plant and Machinery				
		STONE BREAKER	1	Plant and Machinery				
O		DRILLING MACHINE	1	Plant and Machinery				
P		DRILLING MACHINE	20	Plant and Machinery				
Q		TIPPER TRUCKS	20	Plant and Machinery				
R		TIPPER TRUCKS	20	Plant and Machinery				



TRUCK TRACTORS		720	Plant and Machinery
FRONT LOADER		5	Plant and Machinery
PICK-UPS	(Skid)	5	Plant and Machinery
CRAWLER MACHINE	UNIT	3	Plant and Machinery
GENERATOR		2	Plant and Machinery
WATER PUMP	UNIT	5	Plant and Machinery
TOOLS	SET	5	Plant and Machinery
TRANSFORMER	SET	2	Plant and Machinery
WEIGH BRIDGE	SET	3	Plant and Machinery

Handwritten signature



Verified True Copy
of the Original
Signature
Date 7/10/2011



00218082

Ag. Executive Director, THE UNITED REPUBLIC OF TANZANIA
Tanzania Investment Centre

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

No: 042111

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

of address P.O. BOX 6191
DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

Which is located at PLOT NO. 13 BUGURUNI MALAPA
DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Ag. Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 6TH OCTOBER 2011



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

1. Shareholders

Salim Salah Hamood	Nationality Tanzanian	Shareholding (%) 1
Mohamed Said Khaila	Oman	99
2. Proposed Activities : **To establish granite crushing project**
3. Sector: **Manufacturing** Subsector **Granite Processors**
4. Investment cost: Foreign **-** Local **USD 5m.** Total **USD 5m.**
5. Project Financing:

Equity USD 2.2m.	Loans USD 2.8m.	Total USD 5m.
-------------------------	------------------------	----------------------
6. Source, terms and conditions of loan.....
7. Assets to be invested:

Capital items:	Foreign -	Local USD 5m.	Total USD 5m.
----------------	------------------	----------------------	----------------------
8. Technology Agreement **None**
9. Date of TIC Registration: **27th September 2011**
10. Implementation period **September 2011 - August 2014**
11. Operative date..... **September 2014**
12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997
 - (i) Applicable Import Duty **And VAT as per Customs Tariff Act, 1976 & VAT Act, 1997**
 - (ii) Applicable with-holding Tax **As per INcome Tax Act, 2004 (as amended)**
 - (iii) Eligibility of Capital Allowances **As per Income Tax Act, 2004 (as amended)**
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
 - (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or amended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the centre
15. Additional conditions attached to Certificate
Finished goods are not allowed under this Certificate

Signed 
Ag. Executive Director

CTIN.: 0866 738



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

has been registered with the Tanzania Revenue Authority and assigned the Taxpayer Identification Number

109-845-426

21-04-2010

with effect from

JOANNES N. A. MALLY

COMMISSIONER FOR DOMESTIC REVENUE

OFFICIAL SEAL

NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

TIC

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD.

P.O. BOX 6191, DAR ES SALAAM TANZANIA, EAST AFRICA
TEL: +255 22 2780510, 278047, +255 22 2780 505, 2780576

5

Commissioner of Customs & Excise
Tanzania Revenue Centre,
P.O. Box 9053
DAR ES SALAAM

DATE: 10-10-2011

UFS
Executive Director,
Tanzania Investment centre,
P.O Box 938
DAR ES SALAAM



Dear Sir,

RE: DUTY & VAT EXEMPTION ON CAPITAL /DEEMED CAPITAL GOODS FOR
CERTIFICATE OF INCENTIVES NO: 042111

We are TIC approved project with certificate of incentives No:042111
Which is valid up to: August 2014

The Company has been registered with objectives of:To establish granite
crushing project

Attached herewith please find a list of additional capital/Deemed Capital Goods
for Duty/VAT exemption approved.

Yours sincerely

.....
Managing Director



All correspondence should be addressed to Director

TIC

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD.

P.O. BOX 5055, DAR ES SALAAM TANZANIA, EAST AFRICA
TEL : +255 22 2780 510, 278047, +255 22 2780 505, 2780576

7

Date : 29/12/2011

To,

The Commissioner of Customs & Excise,
Tanzania Revenue Centre,
P.O. Box 9053
DAR ES SALAAM.



UFS
Executive Director,
Tanzania Investment Centre.
P.O. Box 938
DAR ES SALAAM.

Dear Sir,

RE : DUTY AND VAT EXEMPTION ON CAPITAL /DEEMED CAPITAL GOODS FOR CERTIFICATES OF INCENTIVES NO:042111

We are TIC approved project with certificate of incentives No: 042111 which is valid upto August 2014.

The Company has been registered with objectives of : to establish granite crushing project.

Attached herewith please find the list of additional capital / deemed capital goods for Duty / VAT exemption approval.

Yours Sincerely,

For Managing Director



TICC/PP.10/042111/6

13/10/2011

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2014**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely


TANZANIA INVESTMENT CENTRE



N.A. Senzia

FOR: EXECUTIVE DIRECTOR

verified true copy
of the Original

Signature 
Date 7/10/2011



00218082

Tanzania Investment Centre

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

No: 042111

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

of address P.O. BOX 6191

DAR ES SALAAM

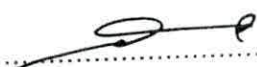
has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

Which is located at PLOT NO. 13 BUGURUNI MALAPA

DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.


Ag. Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 6TH OCTOBER 2011



CTIN.: 0866738



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

.....

has been registered with the Tanzania Revenue
Authority and assigned the Taxpayer
Identification Number

109-845-426

.....

21-04-2010

with effect from

JOANNES N. A. MALLY

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF



TANZANIA REVENUE AUTHORITY

19th October, 2011

TRA/CE/C/P20/8/1703

The Managing Director,
M/s Gulf Concrete and Cement Products Company Limited,
P. O. Box 6191,
DAR ES SALAAM

Dear Sir,


**RE: DUTY/VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS-
CERTIFICATE OF INCENTIVES NO. 042111 OF 06.10.2011**

We are writing in response to your letter dated 10th October, 2011 as supported by letter ref. TICC/PP.10/042111/6 of 13.10.2011 from Tanzania Investment Centre regarding the captioned subject.

We hereby confirm and approve items as per four -page list herewith attached as capital/deemed capital goods to establish granite crushing project with the certificate of incentives mentioned above. Approved vehicles should be of less than ten years old at the time of importation.

The approved items will be subject to 0% import duty and VAT relief under the 3rd Schedule to the VAT Act, Cap 148; subject to completion of form VAT 224 duly approved by the Commissioner for Customs and Excise.

Sincerely yours,


Godfrey Kitundu.

For: **COMMISSIONER FOR CUSTOMS AND EXCISE**

RP/-

c.c. Manager - Tax exemptions

cc. Assistant Regional Manager Customs - Ilala

c.c. Executive Director,
Tanzania Investment Centre,
P. O. Box 938,
Dar es Salaam



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikocheni Light Industrial Area, P.O. Box 5055 Dar Es Salaam, Tanzania, East Africa.
Tel: +255 22 2780510, +255 222780479, Fax: +255 22 2780505, +255 222780576,
E-mail: admin@lakeoilgroup.com, Web:www.lakeoilgroup.com

TIC

RDMS
Prognos report plus
+ Probux
DF
11/3/2014

04/03/2014

Received on
07/3/2014

Mr
TIC

To,
The Commissioner of customs & Excise
Tanzania Revenue Authority
P.O.Box 9053
DAR ES SALAAM

UFS
Executive Director
Tanzania Investment Centre
P.O.Box 938
DAR ES SALAAM



Dear Sir,

RE: DUTY AND VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS FOR CERTIFICATE OF INCENTIVES NO: 042111

We have TIC approved project with certificate of incentives No: 0042111 which is valid up to August 2014.

The company has been registered with objectives of: To establish granite crushing project

Attached herewith please find the list of importation capital/deemed goods for Duty/VAT exemption approval

Yours Sincerely

Managing Director

certified True Copy
of The Original
Measure
No. 1111/2012



For: Executive Director
Tanzania Investment Centre

THE UNITED REPUBLIC OF TANZANIA

00219312

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE

AMENDMENT ON PROJECT LOCATION
HAS BEEN EFFECTED

THE PREVIOUS ONE NO.

042111 ISSUED ON

No: 042111

6/10/2011

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

P.O. BOX 6191

of address

DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

Which is located at

PLOT NO. 13 BUGURUNI MALAPA, ILALA & PLOT NO.49

MIKOCHENI INDUSTRIAL AREA, KINONDONI

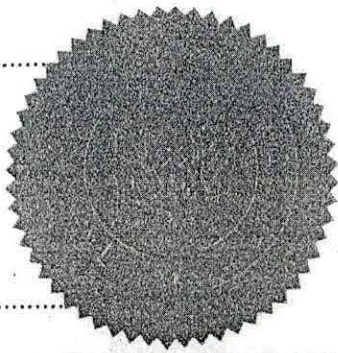
DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Ag. Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 19TH OCTOBER 2012



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

1.	Shareholders	Nationality	Shareholding (%)
	Salim Salah Hamood	Tanzanian	1
	Mohamed Said Khaila	Oman	99

2. Proposed Activities : To establish granite crushing project

3. Sector: Manufacturing Subsector Granite Processors

4. Investment cost: Foreign - Local USD 5m. Total USD 5m.

5. Project Financing: Equity USD 2.2m. Loans USD 2.8m. Total USD 5m.

6. Source, terms and conditions of loan

7. Assets to be invested:
Capital items: Foreign - Local USD 5m. Total USD 5m.

8. Technology Agreement None

9. Date of TIC Registration: 27th September 2011

10. Implementation period September 2011 - August 2014

11. Operative date September 2014

12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997

- (i) Applicable Import Duty And VAT as per Customs Tariff Act 1976 & VAT Act, 1997
- (ii) Applicable with-holding Tax As per Income Tax Act, 2004 (as amended)
- (iii) Eligibility of Capital Allowances As per Income Tax Act, 2004 (as amended)

13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.

14. Conditions attached to this Certificate of Incentives
- (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or amended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the centre

15. Additional conditions attached to Certificate
Finished goods are not allowed under this Certificate

Signed Ag. Executive Director



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

has been registered with the Tanzania Revenue Authority and assigned the Taxpayer Identification Number

109-845-426

with effect from 21-04-2010


JOANNES N. A. MALLY

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

M/S GULF CONCRETE AND CEMENT PRODUCTS LTD						
TANZANIA						
ITEM NAME	UNITS OF MEA	QTY		TIN	EXM	EXMP
	SUREMENT		ITEM GROUP		REF	DATE
42.5 CEMENT GRADE	MT	5000	RAW MATERIAL	109-845-426		
PE-900X1200 JAW CRUSHER BEARINGS3003780	SET	2	EQUIPMENT	109-845-426		
PE-900X1200 JAW CRUSHER BEARINGS3113780	SET	2	EQUIPMENT	109-845-426		
PE-900X1200 JAW CRUSHER MOTOR	SET	1	EQUIPMENT	109-845-426		
PE -900X1200 MOTOR PULLEY	SET	1	EQUIPMENT	109-845-426		
BELT CONVEYOR	SET	20	EQUIPMENT	109-845-426		
WEIGHBRIDE	UNITS	2	EQUIPMENT	109-845-426		



TICC/PP.10/042111/8

06/01/2012

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2014**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE


N.A. Senzia

FOR: EXECUTIVE DIRECTOR

Tic

DIF

(10)

TANZANIA INVESTMENT CENTER
DAR ES SALAAM



PROGRESS REPORT
GULF CONCRETE & CEMENT PRODUCTS CO. LTD

OCTOBER 2013 – MARCH 2014

Received on
15/4/2014

M
TIC

PARTICULARS

Project Name:	Mining & crushing of Building material at Lugoba and Batching Plant at Mikocheni Dar es Salaam
Location:	Crushing plant & quarry at Lugoba- PLM no 0005029,0005030 and 0005031 and Plant Plot no. 49 , Mikocheni Light Industrial Area Dar es Salaam

1. Planned Activities for the period

Item	Description of Work
1.	Installation of Concrete Crusher and Batching plants
2.	Start-up of mining building material and start-up of the batching plant
3.	Commissioning of Weight Bridge at Lugoba and Dar es Salaam
4.	Construction of accommodation and office in lugoba, Dar es Salaam
5.	Construction of parking area for vehicles and pumps and expansion of office block in Dar es Salaam
6.	Construction of storage facility at Lugoba and Dar es Salaam
7.	Purchase of additional concrete pumps for expiation of business
8.	Purchase of 5 Dump truck of 50 tons capacity for transport the material for Crusher at Lugoba
9.	Purchase of 10 tipping trucks(semi-trailers) for transport of material from Lugoba to Dar es Salaam
10.	Purchase of 2 excavators with rock breaker
11.	Purchase of 2 wheel loaders with 3 cbm bucket capacity Lugoba and Dar es Salaam operations
12.	Purchase of 2 no of Drill machine for drilling holes for mining
13.	Purchase and Commissioning of paving block making machine.
14.	Construction of office and storage facilities for material

2. Achievements made on the Project implementation till date:

Item	Description of Work	Percentage Completed
1.	Installation of Concrete Crusher and Batching plants	100%
2.	Start-up of mining building material and start-up of the batching plant	100%
3.	Commissioning of Weight Bridge at Lugoba and Dar es Salaam	100%
4.	Construction of accommodation and office and Lugoba	80%
5.	Expansion of office at Dar es Salaam	80%
6.	Construction of storage facility at Lugoba and Dar es Salaam	75%
7.	Purchase of additional concrete pumps for expiation of business	60%
8.	Purchase of 5 Dump truck of 50 tons capacity for transport the material for Crusher at Lugoba	20%
9.	Purchase of 10 tipping trucks(semi-trailers) for transport of material from Lugoba to Dar es Salaam	20%
10.	Purchase of 2 excavators with rock breaker	10 %
11.	Purchase of 2 wheel loaders with 3 CBM bucket capacity Lugoba and Dar es Salaam operations	10%
12.	Purchase of 2 no of Drill machine for drilling holes for mining	20%
13.	Construction of office block & staff accommodation in Dar es Salaam	20%
14.	Construction of accommodation for staff at Lugoba	15%
15.	Construction of workshop for vehicles	25%
16.	Construction of parking area in Dar es Salaam	35%



3. Project Financial Expenditure till date:

Description	Foreign (TSHS)	Local (TSHS)
Land and Building	-	9,414,357,350.00
Plant and Machinery	-	8,836,512,870.00
Vehicle	-	1,246,760,000.00
Furniture	-	9,485,000.00
Office Equipment	-	3,354,500.00
Insurance Cover	-	117,200,000.00
Operational Expense	-	1,450,660,540.00
Working Sub – Total Capital		21,078,330,260.00
TOTAL (LOCAL + FOREIGN)		21,078,330,260.00

4. Project Financing: (Explain how the project is being financed e.g. Equity, Loans, Sources of Loan, Conditions e.t.c.)

The project is solely financed by Gulf Concrete and Cement products Co. Ltd and bank loan from Tanzanian Banks. The promoters/ Directors of M/S Gulf Concrete and Cement products Co. Ltd have the equity capital and have also requested for additional loan from the Bank to accomplish the project.

5. Future Plants for next six months:

- Expansion of the quarry
- Expansion of the production of Concrete Crushing Plant & Batching Plant
- Making the new accommodation at site for additional work force.
- Making workshops, loading bays and vehicle parking lots
- Construction of new office building at Logoba
- Construction of additional office at Dar es Salaam
- Construction of staff houses at Dar es Salaam
- Purchase of remaining equipment and vehicle for start-up phase.
- Purchase of more equipments and vehicles for expansion.

6. Problems and solutions

Till date we have encountered any serious problem in project implementation phase for the Project progress except delays in the processing of the requested bank loan and some time little delays in TIC and TRA in getting duty & Vat exemption documents.

7. Recommendations & any other comments:

We recommend that TIC and TRA pay bit more attention for quick processing the exemption documents because the delays in processing in exemption certificates/ lists/ additional list of document affect the clearance of the equipments from ports/airports and company pays heavy demurrages for the goods and subsequently the cost of the project goes up.

For Gulf Concrete & cement Products Co. Ltd



TICC/PP.10/042111/10

12/03/2014

The Managing Director,
M/S Gulf Concrete and Cement Products Company Limited,
P.O. Box 6191,
DAR ES SALAAM

**RE: DUTY/VAT REMISSIONS ON THE CAPITAL/DEEMED
CAPITAL GOODS OF CERTIFICATE OF INCENTIVES NO.
042111**

We are writing in response to your letter of 04th March, 2014 regarding above captioned subject.

Please be informed that in order to process your tax exemption request you are kindly required to submit detailed progress report and photos showing the project status and a list of items so far exempted for our information and review before further processing your request.

Please be guided accordingly

Yours sincerely
TANZANIA INVESTMENT CENTRE


N.A. Senzia
FOR: EXECUTIVE DIRECTOR



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikocheni Light Industrial Area, P.O. Box 5055 Dar Es Salaam, Tanzania, East Africa.
Tel: +255 22 2780510, +255 222780479, Fax: +255 22 2780505, +255 222780576,
E-mail: admin@lakeoilgroup.com, Web: www.lakeoilgroup.com

THE EXECUTIVE DIRECTOR,
TANZANIA INVESTMENT CENTRE
P.O. BOX 938
DAR ES SALAAM

09th September, 2015



Dear Sir,

RE: EXTENSION OF CERTIFICATE OF INCENTIVES NO. **042111**

We are submitting our application to be considered for extension of Certificate of Incentives. No. **042111** The reason of extending the implementation period for one more year is that, we are still having some capital goods and deemed capital goods which are not yet procured in the tax exempted list which are very crucial in accomplishment of the implementation of this project.

The following supporting documents are attached to consider our request.

1. Progressive Report
2. Photos showing current status of the project
3. Original Certificate of Incentives

We are looking forward to receiving your favorable consideration and approval.

Yours truly

For: Managing Director



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
PROGRESSIVE REPORT FOR THE PERIOD COVERING SEPTEMBER 2011 TO
AUGUST 2015



Prepared by:
Gulf Concrete and Cement Products Company Limited
Mikocheni Light Industrial Area
P.O.Box 5055
Dar es Salaam

PROGRESSIVE REPORT FOR THE PERIOD COVERING SEPTEMBER 2011 TO AUGUST 2015

0.0 PREAMBLE

Lake Group is into business of fuel marketing across EAC and Central African countries, into road haulage with a fleet of about 500 units, into pre-mix cement concrete production in Tanzania and into LPG bottling and marketing across EAC and Central Africa.

The Lake Group is also poised to embark on Concrete-Premix manufacturing in Middle East, primarily to cater to its own captive requirements.

Gulf Concrete and Cement Products Company Limited is part of the Lake Group of companies, a prestigious conglomerate of companies originated from Tanzania. This is again the brainchild of Mr. Ally Edha Awadh who spotted the huge potential for Premix Concrete product in a country starved for building. Gulf Concrete and Cement Products (GCCP) is a leading Premix company in Dar es Salaam providing quality premix concrete to the construction industry. We have our own quarry at Lugoba with Crushers and providing the aggregate to own consumption and to the construction industry. Currently GCCP is the Market leader in Dar es Salaam doing Premix business. With the strong investments made in the sector, now the company is looking at expansion to surrounding countries.

0.1 The Company and location

The Gulf Concrete and Cements Products Company Limited have two divisions:

The Aggregates division is known as Gulf Aggregates and has its import terminal in Lugoba while it is building further quarry in Morogoro and Tanga.



The Premix division is known as Gulf Concrete and has batching plant at Mikocheni Light Industrial Area in Dar es Salaam while it is building further batching plant in United Arabs Emirates



0.2 Products and services

Gulf Concrete and Cement Products Co. Ltd It does not simply manufacture concrete, but develops solutions based on the thorough knowledge and application of concrete technology. With years of experience, a pool of knowledge, and state-of-the-art expertise about the different concrete constituents and their interaction. Gulf Concrete and Cement Products Limited offers its customers 'concrete by design', tailor designed concrete. It is material that can be cast into different shapes, is durable, and is the most attractive construction materials in terms of compressive strength (construction materials with highest strength per unit cost) and its increasing use is fundamental for sustainable construction.

Gulf Concrete specialists are able to modify the properties of concrete through the use of innovative chemical mixtures, combined with the proportions of the various constituents. For example, depending on the type of application and jobsite requirements, we can design concrete that is more fluid, stronger, develops strength faster, and also retains workability longer.

Gulf Concrete and Cement Products Co. Limited offers a special concrete portfolio, comprised of such products as ultra-rapid hardening concrete, crack-resistant/low shrinkage concrete, self-consolidating concrete, and number of others. We continuously work to improve the properties of concrete that make it a key component of sustainable construction: durability, resistance to aggressive environment, light reflection, and capacity to store energy among others. We also constantly work to develop innovative solutions that advance the sustainable buildings that can take advantage of the benefits of concrete in a wide range of applications.

0.3 PLANNED ACTIVITIES DURING PROJECT IMPLEMENTATION

The planned activities for Implementation this project covering the period of September 2011 up to August 2015 are listed here below

- Acquiring quarry site at Lugoba as importation terminal
- Acquiring site for Installation of Concrete Batching Plant
- Importation and installation of Crusher and Premix-Concrete related equipments
Developing storage facility for Cement and Aggregate
- Investing in Concrete mixer trucks which shall be shipping Concrete products between its storage facilities, batching plants to the construction industry.
- Investing in Powder Cement Trucks
- Strengthening the distribution outlets and dealership in Tanzania.

1.0 ACHIEVEMENT MADE ON THE PROJECT IMPLEMENTATION TO DATE.

The project has been implemented to more than 85.5% by;-

i. Premix Division

Gulf Concrete and Cement Products in 6 months of operation, this unit achieved a sales turnover of 1 million \$ a month. It boasts of major clients like Strabag, Group 6, China Construction etc, who are major international civil contractors engaged by EAC governments. This unit is almost approaching sales of 10,000 cubic meters of premix per month. This 6 months old division of Lake Group is poised to be an integrated supplier to the ongoing construction industry in Tanzania, recently the Company is having 3 Cement Silo in the Premix Division.



Cement Silo in Mikocheni Plant

ii. Aggregate Division

This unit has a plant capacity of 300cbm per hour and is proud to have the biggest crushing plant in Tanzania. It employs 80 full time workers currently.



Crusher in Lugoba Quarry

iii. The Gulf Concrete and Cement Product Company is currently having two mobile Concrete Pumps. We are using two types of concrete pumps. The first type of concrete pump is attached to a truck. It is known as a trailer-mounted boom concrete pump because it uses a remote-controlled articulating robotic arm (called a boom) to place concrete accurately. Boom pumps are used on most of the larger construction projects as they are capable of pumping at very high volumes and because of the labor saving nature of the placing boom. They are a revolutionary alternative to truck-mounted concrete-pumps



Trailer-mounted boom concrete pump

The second main type of concrete pump is mounted on a truck and known as a truck-mounted concrete pump. This pump requires steel or flexible concrete placing hoses to be manually attached to the outlet of the machine. Those hoses are linked together and lead to wherever the concrete needs to be placed. Line pumps normally pump concrete at lower volumes than boom pumps and are used for smaller volume concrete placing applications such as swimming pools, sidewalks, and single family home concrete slabs and most ground slabs.



Truck-mounted concrete pump

- iv. The company operates a fleet of 9 Mixer Trucks for transportation of Premix Concrete between its bottling plants and construction industry.



- v. The Company is having about 14 trucks with Trailers which transport aggregates from Lugoba Quar Batching Plant located at Mikocheni Light Industrial Area



Aggregate Trucks

- vi. The Company at present employs 225 employees with qualified and experienced staff from the Premix Concrete industry.
- vii. The Company recently owns 10 Cement Trucks which carries Cement from the Supplier Tanzania Portland Cement to Batching Plant at Mikocheni Light Industrial Area. Each truck carries 28 tons of powder cement.



Gulf Concrete and Cement Products Co. Ltd within a short span has managed to develop a good customer base in Dar Es Salaam and in the regions, and currently has contracts with the following:

- Railways
- Mining companies
- Fish processing plants
- Port Operators
- Commercial truck operators
- Public transport operators
- Government stores
- Relief Agencies
- Road construction contractors
- Hotel / Lodges industry
- Marine vessels
- Retail stations

2.0 FINANCING OF THE PROJECT

Below is a summary is a summary of expenditure to date

ITEM	FOREIGN \$
• Land & Buildings	1,050,000
• Plant and Machinery	4,000,000
• Vehicles	700,000
• Furniture and Equipments	350,000
• Insurance cover	190,000
• Pre –Operational Expenses	50,000
• Working capital	500,000
GRAND TOTAL	6,840,000

3.0 PROJECT FINANCING

The project is financed by Gulf Concrete and Cement Products by 100% from equity fund and other income from Lake Group of companies.

4.0 PROBLEMS AND SOLUTION

The problems which the management has been encountering in executing the project are:

- Validity of approved TRA import duty and VAT forms number 233 and 224 is only one month. This requires frequent renewals because of unpredictable vessel arrivals with materials and equipments. We request the period to be prolonged to avoid delays in clearing goods and loss of time that could otherwise speed the implementation of the project.

5.0 FUTURE PLANS/ EXPANSION PLAN

The Company is planning to launch the Middle East Ready Mix in United Arab. The company had already finalized the machinery and storage bullets for these plants and in the

process of shifting them to respective locations from Dar base. The civil works are in progress at the sites and given to group's strength in project execution within least possible time, the plants shall be ready for operation within this year itself. These satellite batching plants provide better logistics advantages and also ensure uninterrupted supply of Premix Concrete to end customers at competitive prices. Logistics distribution is the key in today's retail markets and Gulf Concrete and Cement Products Company Limited leverages its strength in this business segment.

Gulf Concrete and Cement Products Company Limited is planning to extend its business plan for its foray into Rwandan and Burundi markets. Lake Oil Ltd is already operating depots and retail stations in these countries and it is leveraging this infrastructure and manpower for the rollout of its marketing plan. We shall be appointing dealers and distribution network within a short span and aim to capture a sizeable market share.

Gulf Concrete and Cement Products is also exploring options to enter the markets in other neighboring countries like Uganda, Kenya, Malawi, Mozambique and Zimbabwe and is in the process of identifying business partners in these countries. Nevertheless, we are already providing transportation services to some of the companies in these countries and its only time before we finally make strong inroads into these markets.

All the above plans need steady supply of empty cylinders and accessories apart from bulk LPG. Gulf Concrete and Cement Products Company Limited has entered into long term contracts with major suppliers of Cement from internal sources and ensured an uninterrupted supply Powder Cement. However, availability of Premix concrete at competitive prices and at our convenience remains a challenge.

Lake Group's Vision is to become the leading regional convenience retailer and marketer of products and services while achieving continuous improvement. This vision will be achieved through operational excellence, innovation and through a culture based on performance. The group will consistently deliver convenience, quality services and add value to its customers.

Lake Group's Mission is to provide its customers with quality products and services in a safe efficient and cost effective manner without damaging the environment, to identify and enter new areas of business thereby expanding the company, to create a work environment where an employee can exceed his personal best in job performance and in customer service, to operate the group in a manner of continuous improvement thereby expanding market share in all its diversified businesses, to be oriented towards adaptation and to take advantage of windows of opportunity, to make a contribution to various communities as individuals and as a group and finally to succeed in business and to provide a sufficient return on investment to the stake holders.

At Lake Group, our future is enshrined in our Vision statement and we aim to achieve this Vision by delivering our Mission where specific goals have been identified, and are to be executed. This journey has been guided by our core Values which are Team work, Reliability, Integrity and Customer satisfaction.

6.0 RECOMMENDATION & OTHER COMMENTS

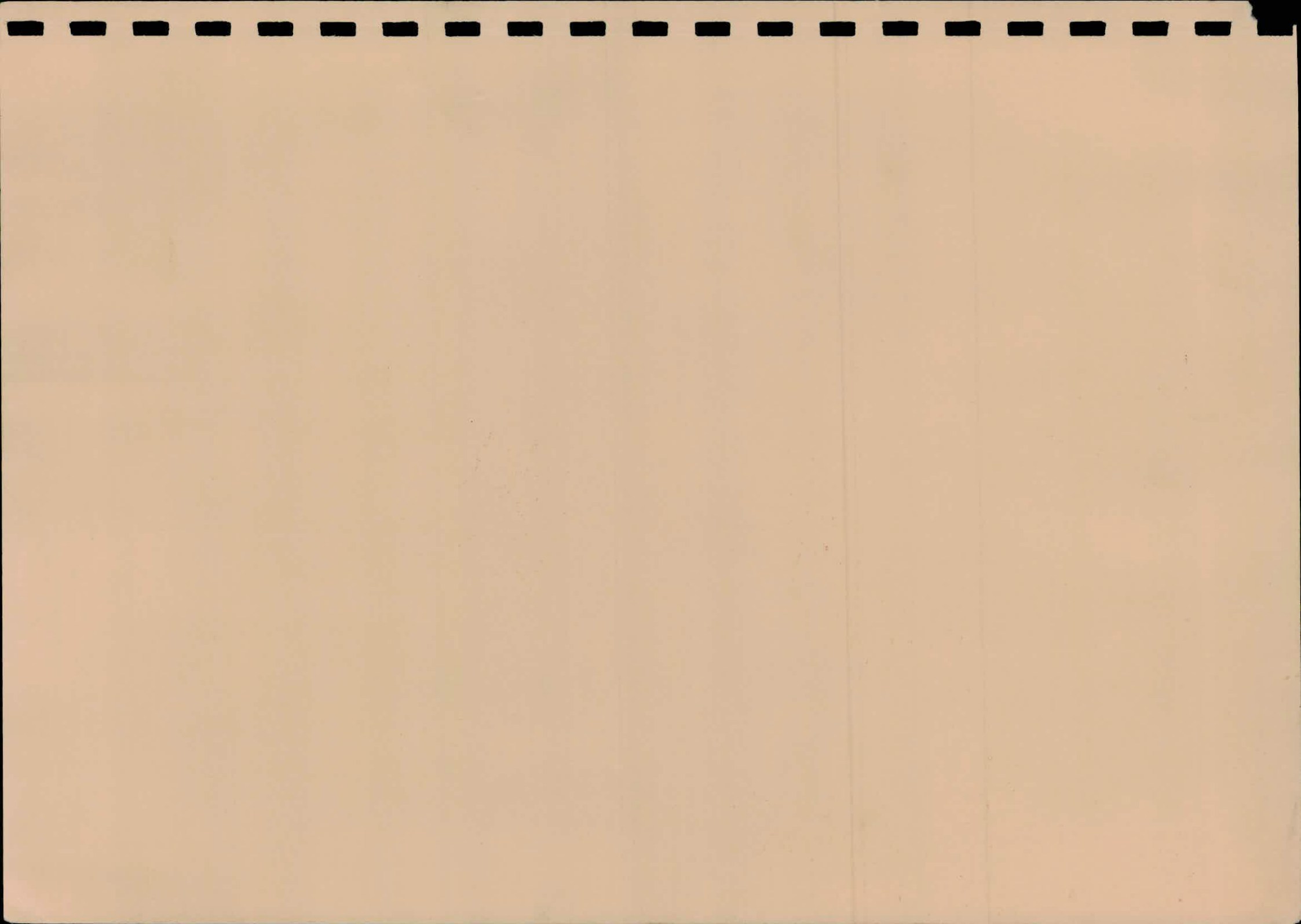
We appreciate the current services provided by TIC. There is however areas of improvement to speed goods clearance save management time and cost and consequently speed the implementation of the project.

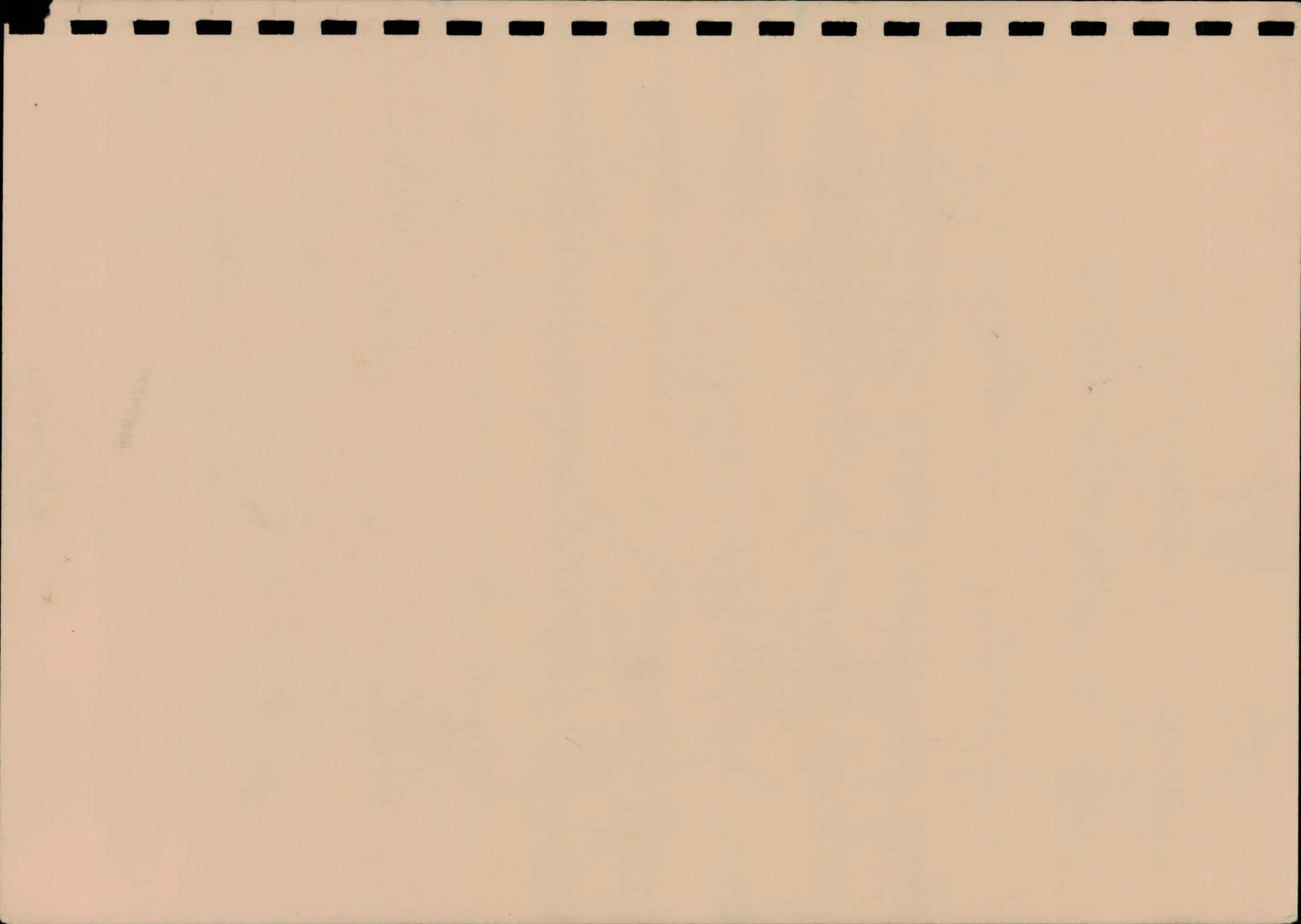
- Validity of approved TRA import duty and VAT forms number 233 and 224 is only one month. This requires frequent renewals because of unpredictable vessel arrivals. We request the period to be prolonged to avoid delays in clearing goods and loss of time that delays the project implementation.



Managing Director







TICC/PP.10/042111/18

22/05/2015

The Managing Director,
M/S Gulf Concrete and Cement Products Company Limited,
P.O. Box 6191,
DAR ES SALAAM

**RE: DUTY/VAT REMISSIONS ON THE CAPITAL/DEEMED
CAPITAL GOODS OF CERTIFICATE OF INCENTIVES NO.
042111**

We are writing in response to your letter of 16^h April, 2015 regarding above captioned subject.

Please be informed that in order to process your tax exemption request you are kindly required to submit detailed progress report and photos showing the project status and a list of items so far exempted for our information and review before further processing your request.

Please be guided accordingly

Yours sincerely

TANZANIA INVESTMENT CENTRE



N.A. Senzia
FOR: EXECUTIVE DIRECTOR

CTIN: 0866738



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

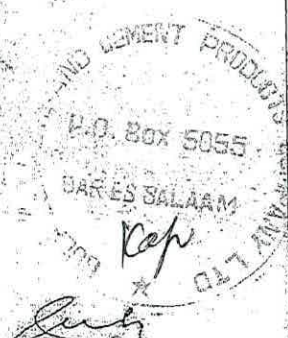
GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

has been registered with the Tanzania Revenue Authority and assigned the Taxpayer Identification Number

109-845-426

21-04-2010

with effect from



JOANNES N. A. MALLY

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

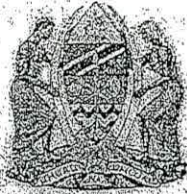
NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF.

This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under items 14 and 15 hereafter.

1.	Shareholders	Nationality	Shareholding (%)
	Salim Salah Hamood	Tanzanian	1
	Mohamed Said Khaila	Oman	99
.....			
2.	Proposed Activities	To establish granite crushing project	
3.	Sector	Manufacturing	Subsector: Granite Processors
4.	Investment cost:	Foreign	Local USD 5m. Total USD 5m.
5.	Project Financing Facility	USD 2.2m. Loans	USD 2.8m. Total USD 5m.
6.	Source, terms and conditions of loan		
7.	Assets to be invested:		
	Capital items:	Foreign	Local USD 5m. Total USD 5m.
8.	Technology Agreement	None	
9.	Date of TIC Registration	27th September 2011	
10.	Implementation period	September 2011 - August 2015	
11.	Operative date		
12.	Investment Incentive Grade: As defined in part II Section 19 (1) (2) and Section 20 of the Tanzania Investment Act, 1997 And VAT as per Customs Tariff Act, 1976 & VAT Act, 1977		
	(i) Applicable Import Duty	As per Income Tax Act, 2004 (as amended)	
	(ii) Applicable with-holding Tax	As per Income Tax Act, 2004 (as amended)	
	(iii) Eligibility of Capital Allowances	As per Income Tax Act, 2004 (as amended)	
13.	Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act		
14.	Conditions attached to this Certificate of Incentives:		
	(i)	Date of Commencement of investment has to be notified to the Centre.	
	(ii)	Certificate not to be transferred, assigned or amended	
	(iii)	Failure to commence implementation within two years invalidates Certificate	
	(iv)	Failure to operate investment must be notified to the Centre	
	(v)	Changes in shareholding, project activities and level of invested capital must be notified to the Centre	
15.	Additional conditions attached to Certificate		
	Finished goods are not allowed under this Certificate		



Signed _____
Executive Director



00221289

THE UNITED REPUBLIC OF TANZANIA

Tanzania Investment Centre

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE

AMENDMENT ON SECTION 10&11
HAVE BEEN EFFECTED

NO. 042111 ISSUED ON No: 19/10/2012

042111

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

P.O. BOX 6191

of address

DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~rehabilitation/extension~~
~~or expansion~~ of the enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

PLOT NO. 13 BUGURUNI MALAPA, ILALA & PLOT NO. 49

Which is located at

MIKOCHENI INDUSTRIAL AREA
KINONDONI - DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf



[Signature]
Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 19TH SEPTEMBER 2014

M/S GULF CONCRETE AND CEMENT PRODUCTS LTD

TANZANIA						
ITEM NAME	UNIT OF	QTY		TIN	EXM REF	EXMP DATE
	MEASUREMENT		ITEM GROUP			
GRIZZLY FEEDER -ZSW-600X150 WITH ACCESSORIES	SET	2	MACHINE	109-845-426		
JAW CRUSHER PE-900X1200 WITH ACCESSORIES	SET	2	MACHINERY	109-845-426		
CONE CRUSHER PYFB-1325 WITH ACCESSORIES	SET	2	MACHINERY	109-845-426		
CONE CRUSHER PYFB-0917WITH ACCESSORIES	SET	2	MACHINERY	109-845-426		
BELT CONVEYORS WITH ACCESSORIES	SET	2	MACHINERY	109-845-426		
SCREEN 3YK-2460 WITH ACCESSORIES	SET	2	MACHINERY	109-845-426		
CAT 725 DUMP TRUCK	UNIT	4	MACHINERY	109-845-426		
CAT 330 DL TRUCK EXCAVATOR	UNIT	2	MACHINERY	109-845-426		



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikocheni Light Industrial Area, P.O. Box 5055 Dar Es Salaam, Tanzania, East Africa.
Tel: +255 22 2780510, +255 222780479, Fax: +255 22 2780505, +255 222780576,
E-mail: admin@lakeoilgroup.com, Web: www.lakeoilgroup.com

Tic
17

date 16/04/2015

To

The commissioner of customs & Excise,
Tanzania Revenue Authority,
P.O. BOX 9053,
DAR ES SALAAM.

UFS
Executive Director,
Tanzania Investment center,
P.O. BOX 938
DAR ES SALAAM.

Dear Sir/Madam



①

Received -
17/4/2015

②

Madam
Pases
PLSE
DIF
21/04/2015

RE: DUTY AND VATY EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS FRO CETIFICATE OF INCENTIVE NO 042111.

We wish to submit to your good selves that, Tanzania investment center has duly granted/approved our project through the certificate of incentive no 042111, with validity up to august 2015. The Company has been registered with objectives to establish granite crushing project.

We hereby attach the details of capital good for enhancement of our production capacity by 2000CBM per month. Kindly grant us duty/vat exemption approval for this specific import.

For Gulf Concrete and Cements Products co Ltd

Managing Director

16

TICC/PP.10/042111/16

30/03/2015

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**


M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2015**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE


N.A. Senzia

FOR: EXECUTIVE DIRECTOR



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikochei Light Industrial Area P.O. Box 5055 DAR ES SALAAM TANZANIA-EAST AFRICA
Tel: +255 22 2780510, +255 22 2780479, Fax: +255 22 2780505, +255 22 2780576

15

7

16/03/2015

To,
The Commissioner of customs & Excise
Tanzania Revenue Authority
P.O.Box 9053
DAR ES SALAAM

UFS
Executive Director
Tanzania Investment Centre
P.O.Box 938
DAR ES SALAAM



Dear Sir,

RE: DUTY AND VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS FOR CERTIFICATE OF INCENTIVES NO: 042111

We are TIC approved project with certificate of incentives No: 042111 which is valid up to september 2015.

The company has been registered with objectives of: To establish cargo transportation project within Tanzania and Neighboring countries.

Attached herewith please find the list of importation capital/deemed goods for Duty/VAT exemption approval

Yours Sincerely


Managing Director





00221289

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE
NO. 042111 ISSUED ON No: 042111
19/10/2012

AMENDMENT ON SECTION 10&11
HAVE BEEN EFFECTED

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

P.O. BOX 6191

of address

DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~rehabilitation/extension~~
~~activity of the~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

PLOT NO. 13 BUGURUNI MALAPA, ILALA & PLOT NO. 49

Which is located at

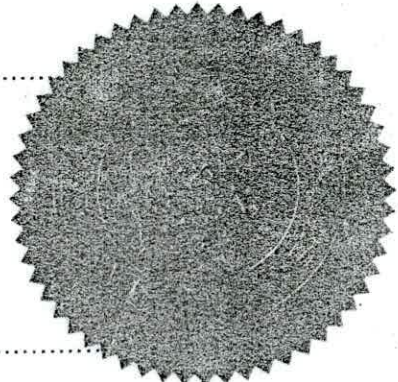
MIKOCHENI INDUSTRIAL AREA
KINONDONI - DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 19TH SEPTEMBER 2014



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

1. Shareholders
Salim Salah Hamood Nationality Tanzanian Shareholding (%) 1
Mohamed Said Khaila Oman 99
2. Proposed Activities : To establish granite crushing project
3. Sector: Manufacturing Subsector Granite Processors
4. Investment cost: Foreign - Local USD 5m. Total USD 5m.
5. Project Financing: Equity USD 2.2m. Loan USD 2.8m. Total USD 5m.
6. Source, terms and conditions of loan.
7. Assets to be invested:
Capital items: Foreign - Local USD 5m. Total USD 5m.
8. Technology Agreement None
9. Date of TIC Registration: 27th September 2011
10. Implementation period September 2011 - August 2015
11. Operative date September 2015
12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997
(i) Applicable Import Duty And VAT as per Customs Tariff Act, 1976 & VAT Act, 1997
(ii) Applicable with-holding Tax As per Income Tax Act, 2004 (as amended)
(iii) Eligibility of Capital Allowances As per Income Tax Act, 2004 (as amended)
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
(i) Date of Commencement of investment has to be notified to the Centre.
(ii) Certificate not to be transferred, assigned or amended
(iii) Failure to commence implementation within two years invalidates Certificate
(iv) Failure to operate investment must be notified to the Centre
(v) Changes in shareholding, project activities and level of invested capital must be notified to the centre
15. Additional conditions attached to Certificate
Finished goods are not allowed under this Certificate

Signed 
Executive Director



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

has been registered with the Tanzania Revenue Authority and assigned the Taxpayer Identification Number

109-845-426

21-04-2010

with effect from

JOANNES N. A. MALLY

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

GULF CONCRET AND CEMENT PRODUCTS CO. LTD
 PLOT 49 MIKOCHENI INDUSTRIAL AREA
 P. O. BOX 5055
 DAR ES SALAAM

EXEMPTION LIST

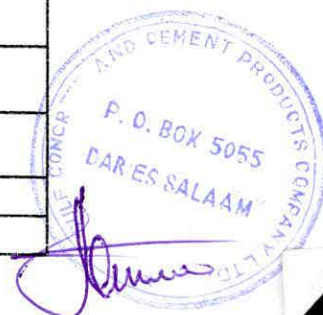
ITEM	DESCRIPTION	QTY	UNIT OF MEASURE	ITEM GROUP	EXEM REF
1.0	SANITARY FITTINGS				
	Supply, deliver and install the following sanitary fittings including all the necessary fittings and jointings. All Sanitary fittings are to be in colour & approved.				
1.01	WC Suite				
A	"Twyfords Advent HO" close coupled WC suite in approved colour, Vitreous China Cat. No. AD 1148PE complete with 7.5 Litre cistern with lever and valveless fittings having plastic syphon complete with inlet and overflow supporting bracket, seat and cover as Cat. No. AD7810PE	6	No		
	Wash Hand Basin				
1.02	Twyfords "ADVENT 450" wall mounted Wash hand				
	- 2 No. 15mm (½") chrome plated Aztec pillar taps.				
	- 32mm (1 ¼") waste fitting.				
	- 32mm (1 ¼") Chrome Plated bottle trap.				
	- Wall hangers	8	No		
	Bath tub				
1.03	Twyfords "LUNA" (cat. No. GA9572PE) Porcelain-enamelled pressed steel rectangular bath in approved colour, nominal dimensions 1700 x 724mm, complete with twin removable hand grip contoured back rest, slip resistance shower base, adjustable cradle and complete with chrome plated deck mounted bath shower mixer including handles and telephone shower fitting with wall hang support as AZ5800CP or equal and approved.	3	No		

GULF CONCRET AND CEMENT PRODUCTS CO. LTD
 P. O. BOX 5055
 DAR ES SALAAM


1.04a)	900 x 900 acrylic glass fibre bonded non skid shower tray as Twyfords or equal and approved.	3	No		
1.04b)	Supply and install shower floor trap	3	No		
	Shower Fittings				
1.05a)	Supply and instal shower bib tap as Cobra CP 15mm	6	No		
1.06	Toilet Roll Holder				
	"Twyfords" recessed into wall toilet roll holder in approved colour size 165 x 165mm in vitreous china VC9806PE.	9	No		
1.07	Soap Tray				
	"Twyfords" recessed into wall soap dish in approved colour size 165 x 165mm in vitreous china VC 9808PE	8	No		
1.08	Towel Rail				
	Chrome plated towel rail 650mm long and screwed to wall as Twyfords PB0363CP.	6	No		
1.09	Mirrors				
	Plain size bevelled glass plate mirror size 610 x 460mm complete with dome headed chrome plated fixing screws.	8	No		
1.10	Kitchen Sink				
	800 x 500mm double bowl double drainer stainless steel				
	- 15mm (1/2") kitchen swivel mixer tap as "Cobra"				
	- 40mm (1 1/2 ") waste and stopper with chrome plated chain				
	- 40mm (1 1/2") chrome plated bottle trap.	2	No		
1.11	Undersink Heater				
	"Heatrae Sadia" UTC under-sink automatic vertical	1	No		
	"Heatrae Sadia" UTC automatic vertical electric hot	2	No		
	"Heatrae Sadia" UTC automatic Horizontal electric hot water heater capacity 50 litres with a 1.5 Kw heating	4	No		
1.12	floor Water Tanks				
	2000 litre PVC water storage tank as "Kentainers" CV190C size 1300mm diameter x 1530mm height complete with 63mm (2") high pressure pegler ball valve inlet outlets and an overflow	1	No		



1.13	Standpipe complete with heavy-duty lever-type threaded tap suitable for hose connection as 'Bricon'.	1	No		
1.14	15mm (1/2 ") diameter Chrome plated lever-type back inlet tap as " Bricon" for splash.	1	No		
1.15	Electric Motor 1 HP.	1	No		
2.0	PIPEWORK FOR PLUMBING				
	Supply and install INDO GREEN PP-R pipe to DIN 8077, 8078 and made as pwe DIN 16962 and to conform to ISO EN 15874 standard. All pipe and fitting to conform to PN25				
2.01	Pipes				
	a) 20mm diameter pipe	85	MT.		
	b) 25mm ditto	55	MT.		
	c) 32mm ditto	45	MT.		
	d) 63mm ditto	475	MT.		
2.02	Elbow and Bends 90 deg.				
	a) 20mm diameter elbow/bend	35	No		
	b) 25mm ditto	20	No		
	c) 32mm ditto	25	No		
	d) 63mm ditto	15	No		
	h) 20mm/ 1/2" diameter elbow/bend with femele threaded adaptor	50	No		
2.03	Tees 90 deg.				
	a) 20mm diameter equal tee	7	No		
	b) 63/25mm diameter reducing tee	5	No		
	c) 63/32mm diameter reducing tee	7	No		
	d) 25/20mm diameter reducing tee	35	No		
	e) 32/20mm diameter reducing tee	8	No		
	g) 32/25mm diameter reducing tee	8	No		
	h) 32mm/ 1/2" diameter tee with female threaded adaptors	15	No		
	j) 25mm/ 1/2" diameter tee with female threaded adaptors	9	No		
	k) 32mm/ 1" diameter tee with female threaded adaptors	8	No		
	l) 25mm/ 3/4" diameter tee with female threaded adaptors	5	No		
2.04	Reducers				
	a) 25 x 20mm diameter reducer	17	No		



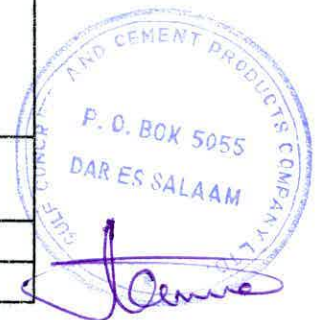
	b) 32 x 25mm ditto	9	No		
	c) 63x 32mm ditto	2	No		
2.05	Adaptors				
	a) 63mm/2" diameter with male threaded adaptors	10	No		
	b) 63mm/2" diameter with male threaded adaptors with union	10	No		
2.06	Coupling				
	a) 63mm diameter Coupling	110	No		
	b) 25mm diameter Coupling	5	No		
	c) 32mm diameter Coupling	5	No		
2.07	Isolation Valves (Pegler)				
	a) 25mm diameter gate valve	2	No		
	b) 32mm ditto	5	No		
	c) 63mm ditto	5	No		
2.08	Copper tubing				
	a) 12mm diameter 300mm long copper tubing	20	No		
	b) 20mm ditto for bathtub	4	No		
2.09	Non-return valve, 63mm diameter	2	No		
2.1	Water Meter , 63mm diameter	1	No		
	Supports				
	a) Sattel 25 mm	10	No		
	b) Sattel 63 mm	121	No		
	c) Sattel 75 mm	13	No		
	d) Sattel 100 mm	10	No		
	e) Sattel 160 mm	100	No		
3.0	INTERNAL DRAINAGE				
	All pipes to be as "Key Terrain" or "Metro" and prices to include connectors, adaptors, socket reducers, etc.				
3.01	Pipes				
	a) 160mm diameter UPVC Waste pipe	315	m		
	b) 100mm diameter UPVC Waste pipe	65	m		
	c) 75mm diameter UPVC Waste pipe	70	m		
	d) 50mm diameter UPVC Waste pipe	40	m		
	h) 25mm diameter UPVC Waste pipe	75	m		
3.02	Bends 45 deg.				
	a) 100mm diameter UPVC sweep bend	45	No		



	b) 75mm ditto	15	No		
	c) 50mm ditto	85	No		
	d) 25mm ditto	45	No		
3.03	Tees 45 deg.				
	a) 100mm diameter single branch	8	No		
	b) 75mm diameter tee	3	No		
	c) 50mm diameter tee	5	No		
3.04	Tees 90 deg.				
	a) 100mm diameter tee	2	No		
	b) 75mm diameter tee	7	No		
	c) 50mm diameter tee	2	No		
	d) 25mm diameter tee	2	No		
3.05	Plugs				
	a) 100mm diameter inspection plugs	2	No		
	b) 75mm ditto	7	No		
	c) 50mm ditto	2	No		
	d) 25mm ditto	2	No		
3.06	Reducer				
	a) 75/50mm diameter reducer	3	No		
	a) 50/25mm diameter reducer	4	No		
3.07	coupling				
	a) 100mm diameter UPVC	45	No		
	b) 75mm diameter UPVC	15	No		
	c) 50mm diameter UPVC	85	No		
	d) 25mm diameter UPVC	45	No		
3.08	100mm diameter wall clean out	4	No		
3.09	Four-way 100 x 50mm floor trap complete with grating.	6	No		
3.1	800x800mm drainage Gully Trap. The Gully Trap walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 100mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 300x300mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes internal & external wall plastering.	8	No		



3.11	1100x1100mm drainage manhole inspection champer. The manhole walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 200mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 600x600mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes benching & drainage channels, forming in addition to internal & external wall plastering.	5	No		
3.12	100mm diameter WC connectors	9	No		
1	Marble floor tiles including skirting	223.80	m2		
2	HPF floor tiles including skirting & tiles below	35.00	m2		
3	wall tiles for kitchen & bathrooms	66.00	m2		
4	Floor ceramic tiles for kitchen & bathrooms	170.00	m2		
5	internal wooden doors single leaf	14.00	set		
6	Main door hard massive wood	1.00	set		
7	Internal wooden door double leaf	2.00	set		
8	Cornice	850.00	L.M		
	<u>LV WIRES AND CABLES.</u>				
	Supply, install and connect the following PVC cables complete with supports, earth continuity conductor as specified and indicated on Drawings including all necessary accessories, fittings,etc.				
A	(4x120)mm ² CU/PVC/XLPE+1X70mm ² CU/PVC/XLPE From GENSET to DB	300			
	<u>BRANCH WIRING.</u>				
	<u>Supply, Install, Connect, Test and Commission electrical branch wiring including PVC copper wiring, PVC conduit/ steel conduits, boxes..., and all necessary accessories and fittings to complete the work as shown on the drawings and specified in the technical specification</u>				
	<u>Outlet for Lighting Fixture, light points, fed from panel board including switch drop.</u>				
A	Lighting outlet points, 3x2 mm ² PVC wire	182			
	<u>Socket outlets, 3x4mm² PVC WIRE</u>				



A	Outlet for single phase, single or duplex socket 16A.	79			
	<u>Outlets for disconnecting switches</u>				
	Outlet for Disconnecting switch 16A,DP (3x4mm ²)PVC wire.in PVC conduit	8			
A	Outlet for Disconnecting switch 25A,DP (3x4mm ²)PVC wire.in PVC conduit	1			
B	Outlet for Disconnecting switch 40A,DP (3x6mm ²)PVC wire in PVC conduit	2			
C	Outlet for Disconnecting switch 50A,DP, (3x6mm ²) PVC wire in PVC conduit	8			
	<u>Outlets for EXHUST FAN.</u>				
a	Outlet points for EXHUST FAN and its switch ,3x2 mm ² PVC wire	6			
	<u>Wiring Devices.</u>				
	Supply and Install, Connect, Test and Commission only electrical wiring devices as specified in the technical specification.				
	<u>Lighting switches</u>				
A	One way one gang switch ,10A-220V	30			
B	One way two gang switch ,10A-220V	7			
C	Two way one gang switch ,10A-220V similar to	2			
D	Two way two gang switch ,10A-220V similar to	10			
	<u>Sockets including all necessary accessories.</u>				
B	single phase single socket 16 A	39			
C	single phase duplex socket 16 A	40			
	<u>BELL including all necessary accessories.</u>				
G	Bell push similar to VALENA 77423 12 (LEGRAND)	2			
H	Musical bell similar to Electronic and electromechanical chimes ADIAGO 417 44 (LEGRAND)	1			
	<u>Disconnecting switches</u>				
A	Disconnecting switch 16A,DP(FOR EWH, WATER MOTOR)	8			
B	Disconnecting switch 25A,DP(FOR AC2)	1			
C	Disconnecting switch 40A,DP (FOR AC3)	2			
D	Disconnecting switch 50A,DP (FOR AC4)	8			



	<u>PANEL BOARDS</u>				
	supply, installing, connecting and testing of distribution power panel board complete with all components as shown on the drawings and as specified. Including hooking up of all incoming and outgoing feeders/cables and all necessary accessories, ancillary works and materials required for complete installation, for the following panels				
A	MDB, 25 KA for bus & 250 A MCCB & 15 KA for MCB 48- WAY	1			
	STRUCTURED CABLING SYSTEM				
	OPTION:				
	Supply and install the following structured cabling system as specified and shown on drawings and as Engineer's approval.				
A	Voice , Data and T.V outlets with PVC conduit and CAT 5E cabling	17			
B	Main Telephone Junction Box for gateway (IT RACK)	1			
C	Voice and Data wiring device	17			



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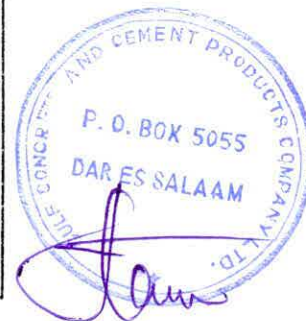
PLOT 49 MIKOCHENI INDUSTRIAL AREA

P. O. BOX 5055

DAR ES SALAAM

EXEMPTION LIST

ITEM	DESCRIPTION	QTY	UNIT OF MEASURE	ITEM GROUP	EXEM REF
1.0	SANITARY FITTINGS				
	Supply, deliver and install the following sanitary fittings including all the necessary fittings and jointings. All Sanitary fittings are to be in colour & approved.				
1.01	WC Suite				
A	"Twyfords Advent HO" close coupled WC suite in approved colour, Vitreous China Cat. No. AD 1148PE complete with 7.5 Litre cistern with lever and valveless fittings having plastic syphon complete with inlet and overflow supporting bracket, seat and cover as Cat. No. AD7810PE	6	No		
	Wash Hand Basin				
1.02	Twyfords "ADVENT 450" wall mounted Wash hand				
	- 2 No. 15mm (½") chrome plated Aztec pillar taps.				
	- 32mm (1 ¼") waste fitting.				
	- 32mm (1 ¼") Chrome Plated bottle trap.				
	- Wall hangers	8	No		
	Bath tub				
1.03	Twyfords "LUNA" (cat. No. GA9572PE) Porcelain-enamelled pressed steel rectangular bath in approved colour, nominal dimensions 1700 x 724mm, complete with twin removable hand grip contoured back rest, slip resistance shower base, adjustable cradle and complete with chrome plated deck mounted bath shower mixer including handles and telephone shower fitting with wall hang support as AZ5800CP or equal and approved.	3	No		



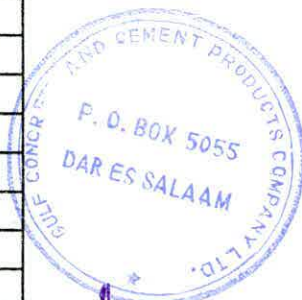
1.04a)	900 x 900 acrylic glass fibre bonded non skid shower tray as Twyfords or equal and approved.	3	No		
1.04b)	Supply and install shower floor trap	3	No		
	Shower Fittings				
1.05a)	Supply and instal shower bib tap as Cobra CP 15mm	6	No		
1.06	Toilet Roll Holder				
	"Twyfords" recessed into wall toilet roll holder in approved colour size 165 x 165mm in vitreous china VC9806PE.	9	No		
1.07	Soap Tray				
	"Twyfords" recessed into wall soap dish in approved colour size 165 x 165mm in vitreous china VC 9808PE	8	No		
1.08	Towel Rail				
	Chrome plated towel rail 650mm long and screwed to wall as Twyfords PB0363CP.	6	No		
1.09	Mirrors				
	Plain size bevelled glass plate mirror size 610 x 460mm complete with dome headed chrome plated fixing screws.	8	No		
1.10	Kitchen Sink				
	800 x 500mm double bowl double drainer stainless steel				
	- 15mm (1/2") kitchen swivel mixer tap as "Cobra"				
	- 40mm (1 1/2 ") waste and stopper with chrome plated chain				
	- 40mm (1 1/2") chrome plated bottle trap.	2	No		
1.11	Undersink Heater				
	"Heatrae Sadia" UTC under-sink automatic vertical	1	No		
	"Heatrae Sadia" UTC automatic vertical electric hot	2	No		
	"Heatrae Sadia" UTC automatic Horizontal electric hot water heater capacity 50 litres with a 1.5 Kw heating	4	No		
1.12	floor Water Tanks				
	2000 litre PVC water storage tank as "Kentainers" CV190C size 1300mm diameter x 1530mm height complete with 63mm (2") high pressure pegler ball valve inlet outlets and an overflow	1	No		



1.13	Standpipe complete with heavy-duty lever-type threaded tap suitable for hose connection as 'Bricon'.	1	No		
1.14	15mm (1/2 ") diameter Chrome plated lever-type back inlet tap as " Bricon" for splash.	1	No		
1.15	Electric Motor 1 HP.	1	No		
2.0	PIPEWORK FOR PLUMBING				
	Supply and install INDO GREEN PP-R pipe to DIN 8077, 8078 and made as pwe DIN 16962 and to conform to ISO EN 15874 standard. All pipe and fitting to conform to PN25				
2.01	Pipes				
	a) 20mm diameter pipe	85	MT.		
	b) 25mm ditto	55	MT.		
	c) 32mm ditto	45	MT.		
	d) 63mm ditto	475	MT.		
2.02	Elbow and Bends 90 deg.				
	a) 20mm diameter elbow/bend	35	No		
	b) 25mm ditto	20	No		
	c) 32mm ditto	25	No		
	d) 63mm ditto	15	No		
	h) 20mm/ 1/2" diameter elbow/bend with female threaded adaptor	50	No		
2.03	Tees 90 deg.				
	a) 20mm diameter equal tee	7	No		
	b) 63/25mm diameter reducing tee	5	No		
	c) 63/32mm diameter reducing tee	7	No		
	d) 25/20mm diameter reducing tee	35	No		
	e) 32/20mm diameter reducing tee	8	No		
	g) 32/25mm diameter reducing tee	8	No		
	h) 32mm/ 1/2" diameter tee with female threaded adaptors	15	No		
	j) 25mm/ 1/2" diameter tee with female threaded adaptors	9	No		
	k) 32mm/ 1" diameter tee with female threaded adaptors	8	No		
	l) 25mm/ 3/4" diameter tee with female threaded adaptors	5	No		
2.04	Reducers				
	a) 25 x 20mm diameter reducer	17	No		



	b) 32 x 25mm ditto	9	No		
	c) 63x 32mm ditto	2	No		
2.05	Adaptors				
	a) 63mm/2" diameter with male threaded adaptors	10	No		
	b) 63mm/2" diameter with male threaded adaptors with union	10	No		
2.06	Coupling				
	a) 63mm diameter Coupling	110	No		
	b) 25mm diameter Coupling	5	No		
	c) 32mm diameter Coupling	5	No		
2.07	Isolation Valves (Pegler)				
	a) 25mm diameter gate valve	2	No		
	b) 32mm ditto	5	No		
	c) 63mm ditto	5	No		
2.08	Copper tubing				
	a) 12mm diameter 300mm long copper tubing	20	No		
	b) 20mm ditto for bathtub	4	No		
2.09	Non-return valve, 63mm diameter	2	No		
2.1	Water Meter , 63mm diameter	1	No		
	Supports				
	a) Sattel 25 mm	10	No		
	b) Sattel 63 mm	121	No		
	c) Sattel 75 mm	13	No		
	d) Sattel 100 mm	10	No		
	e) Sattel 160 mm	100	No		
3.0	INTERNAL DRAINAGE				
	All pipes to be as "Key Terrain" or "Metro" and prices to include connectors, adaptors, socket reducers, etc.				
3.01	Pipes				
	a) 160mm diameter UPVC Waste pipe	315	m		
	b) 100mm diameter UPVC Waste pipe	65	m		
	c) 75mm diameter UPVC Waste pipe	70	m		
	d) 50mm diameter UPVC Waste pipe	40	m		
	h) 25mm diameter UPVC Waste pipe	75	m		
3.02	Bends 45 deg.				
	a) 100mm diameter UPVC sweep bend	45	No		



	b) 75mm ditto	15	No		
	c) 50mm ditto	85	No		
	d) 25mm ditto	45	No		
3.03	Tees 45 deg.				
	a) 100mm diameter single branch	8	No		
	b) 75mm diameter tee	3	No		
	c) 50mm diameter tee	5	No		
3.04	Tees 90 deg.				
	a) 100mm diameter tee	2	No		
	b) 75mm diameter tee	7	No		
	c) 50mm diameter tee	2	No		
	d) 25mm diameter tee	2	No		
3.05	Plugs				
	a) 100mm diameter inspection plugs	2	No		
	b) 75mm ditto	7	No		
	c) 50mm ditto	2	No		
	d) 25mm ditto	2	No		
3.06	Reducer				
	a) 75/50mm diameter reducer	3	No		
	a) 50/25mm diameter reducer	4	No		
3.07	coupling				
	a) 100mm diameter UPVC	45	No		
	b) 75mm diameter UPVC	15	No		
	c) 50mm diameter UPVC	85	No		
	d) 25mm diameter UPVC	45	No		
3.08	100mm diameter wall clean out	4	No		
3.09	Four-way 100 x 50mm floor trap complete with grating.	6	No		
3.1	800x800mm drainage Gully Trap. The Gully Trap walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 100mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 300x300mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes internal & external wall plastering.	8	No		



3.11	1100x1100mm drainage manhole inspection champer. The manhole walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 200mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 600x600mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes benching & drainage channels, forming in addition to internal & external wall plastering.	5	No		
3.12	100mm diameter WC connectors	9	No		
1	Marble floor tiles including skirting	223.80	m2		
2	HPF floor tiles including skirting & tiles below	35.00	m2		
3	wall tiles for kitchen & bathrooms	66.00	m2		
4	Floor ceramic tiles for kitchen & bathrooms	170.00	m2		
5	internal wooden doors single leaf	14.00	set		
6	Main door hard massive wood	1.00	set		
7	Internal wooden door double leaf	2.00	set		
8	Cornice	850.00	L.M		
	<u>LV WIRES AND CABLES.</u>				
	Supply, install and connect the following PVC cables complete with supports, earth continuity conductor as specified and indicated on Drawings including all necessary accessories, fittings,etc.				
A	(4x120)mm2 CU/PVC/XLPE+1X70mm2 CU/PVC/XLPE From GENSET to DB	300			
	<u>BRANCH WIRING.</u>				
	<u>Supply, Install, Connect, Test and Commission electrical branch wiring including PVC copper wiring , PVC conduit/ steel conduits, boxes..., and all necessary accessories and fittings to complete the work as shown on the drawings and specified in the technical specification</u>				
	<u>Outlet for Lighting Fixture, light points, fed from panel board including switch drop.</u>				
A	Lighting outlet points ,3x2 mm2 PVC wire	182			
	<u>Socket outlets, 3x4mm2 PVC WIRE</u>				



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A	Outlet for single phase, single or duplex socket 16A.	79			
	<u>Outlets for disconnecting switches</u>				
	Outlet for Disconnecting switch 16A,DP , (3x4mm ²)PVC wire.in PVC conduit	8			
A	Outlet for Disconnecting switch 25A,DP , (3x4mm ²)PVC wire.in PVC conduit	1			
B	Outlet for Disconnecting switch 40A,DP , (3x6mm ²)PVC wire in PVC conduit	2			
C	Outlet for Disconnecting switch 50A,DP, , (3x6mm ²) PVC wire in PVC conduit	8			
	<u>Outlets for EXHUST FAN.</u>				
a	Outlet points for EXHUST FAN and its switch ,3x2 mm ² PVC wire	6			
	<u>Wiring Devices.</u>				
	Supply and Install, Connect, Test and Commission only electrical wiring devices as specified in the technical specification.				
	<u>Lighting switches</u>				
A	One way one gang switch ,10A-220V	30			
B	One way two gang switch ,10A-220V	7			
C	Two way one gang switch ,10A-220V similar to	2			
D	Two way two gang switch ,10A-220V similar to	10			
	<u>Sockets including all necessary accessories.</u>				
B	single phase single socket 16 A	39			
C	single phase duplex socket 16 A	40			
	<u>BELL including all necessary accessories.</u>				
G	Bell push similar to VALENA 77423 12 (LEGRAND)	2			
H	Musical bell similar to Electronic and electromechanical chimes ADIAGO 417 44 (LEGRAND)	1			
	<u>Disconnecting switches</u>				
A	Disconnecting switch 16A,DP(FOR EWH, WATER MOTOR)	8			
B	Disconnecting switch 25A,DP(FOR AC2)	1			
C	Disconnecting switch 40A,DP (FOR AC3)	2			
D	Disconnecting switch 50A,DP (FOR AC4)	8			



<u>PANEL BOARDS</u>					
	supply, installing, connecting and testing of distribution power panel board complete with all components as shown on the drawings and as specified. Including hooking up of all incoming and outgoing feeders/cables and all necessary accessories, ancillary works and materials required for complete installation, for the following panels				
A	MDB, 25 KA for bus & 250 A MCCB & 15 KA for MCB 48- WAY	1			
	STRUCTURED CABLING SYSTEM				
	OPTION:				
	Supply and install the following structured cabling system as specified and shown on drawings and as Engineer's approval.				
A	Voice , Data and T.V outlets with PVC conduit and CAT 5E cabling	17			
B	Main Telephone Junction Box for gateway (IT RACK)	1			
C	Voice and Data wiring device	17			



James

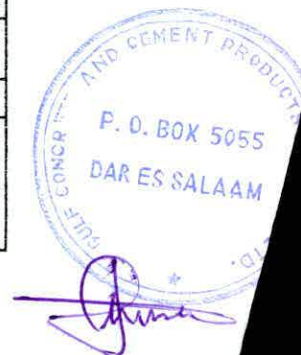
GULF CONCRET AND CEMENT PRODUCTS CO. LTD
 PLOT 49 MIKOCHE NI INDUSTRIAL AREA
 P. O. BOX 5055
 DAR ES SALAAM

EXEMPTION LIST

ITEM	DESCRIPTION	QTY	UNIT OF MEASURE	ITEM GROUP	EXEM REF
1.0	SANITARY FITTINGS				
	Supply, deliver and install the following sanitary fittings including all the necessary fittings and jointings. All Sanitary fittings are to be in colour & approved.				
1.01	WC Suite				
A	"Twyfords Advent HO" close coupled WC suite in approved colour, Vitreous China Cat. No. AD 1148PE complete with 7.5 Litre cistern with lever and valveless fittings having plastic syphon complete with inlet and overflow supporting bracket, seat and cover as Cat. No. AD7810PE	6	No		
	Wash Hand Basin				
1.02	Twyfords "ADVENT 450" wall mounted Wash hand				
	- 2 No. 15mm (½") chrome plated Aztec pillar taps.				
	- 32mm (1 ¼") waste fitting.				
	- 32mm (1 ¼") Chrome Plated bottle trap.				
	- Wall hangers	8	No		
	Bath tub				
1.03	Twyfords "LUNA" (cat. No. GA9572PE) Porcelain-enamelled pressed steel rectangular bath in approved colour, nominal dimensions 1700 x 724mm, complete with twin removable hand grip contoured back rest, slip resistance shower base, adjustable cradle and complete with chrome plated deck mounted bath shower mixer including handles and telephone shower fitting with wall hang support as AZ5800CP or equal and approved.	3	No		



1.04a)	900 x 900 acrylic glass fibre bonded non skid shower tray as Twyfords or equal and approved.	3	No		
1.04b)	Supply and install shower floor trap	3	No		
	Shower Fittings				
1.05a)	Supply and instal shower bib tap as Cobra CP 15mm	6	No		
1.06	Toilet Roll Holder				
	"Twyfords" recessed into wall toilet roll holder in approved colour size 165 x 165mm in vitreous china VC9806PE.	9	No		
1.07	Soap Tray				
	"Twyfords" recessed into wall soap dish in approved colour size 165 x 165mm in vitreous china VC 9808PE	8	No		
1.08	Towel Rail				
	Chrome plated towel rail 650mm long and screwed to wall as Twyfords PB0363CP.	6	No		
1.09	Mirrors				
	Plain size bevelled glass plate mirror size 610 x 460mm complete with dome headed chrome plated fixing screws.	8	No		
1.10	Kitchen Sink				
	800 x 500mm double bowl double drainer stainless steel				
	- 15mm (1/2") kitchen swivel mixer tap as "Cobra"				
	- 40mm (1 1/2 ") waste and stopper with chrome plated chain				
	- 40mm (1 1/2") chrome plated bottle trap.	2	No		
1.11	Undersink Heater				
	"Heatrae Sadia" UTC under-sink automatic vertical	1	No		
	"Heatrae Sadia" UTC automatic vertical electric hot	2	No		
	"Heatrae Sadia" UTC automatic Horizontal electric hot water heater capacity 50 litres with a 1.5 Kw heating	4	No		
1.12	floor Water Tanks				
	2000 litre PVC water storage tank as "Kentainers" CV190C size 1300mm diameter x 1530mm height complete with 63mm (2") high pressure pegler ball valve inlet outlets and an overflow	1	No		



1.13	Standpipe complete with heavy-duty lever-type threaded tap suitable for hose connection as 'Bricon'.	1	No		
1.14	15mm (1/2 ") diameter Chrome plated lever-type back inlet tap as " Bricon" for splash.	1	No		
1.15	Electric Motor 1 HP.	1	No		
2.0	PIPEWORK FOR PLUMBING				
	Supply and install INDO GREEN PP-R pipe to DIN 8077, 8078 and made as pwe DIN 16962 and to conform to ISO EN 15874 standard. All pipe and fitting to conform to PN25				
2.01	Pipes				
	a) 20mm diameter pipe	85	MT.		
	b) 25mm ditto	55	MT.		
	c) 32mm ditto	45	MT.		
	d) 63mm ditto	475	MT.		
2.02	Elbow and Bends 90 deg.				
	a) 20mm diameter elbow/bend	35	No		
	b) 25mm ditto	20	No		
	c) 32mm ditto	25	No		
	d) 63mm ditto	15	No		
	h) 20mm/ 1/2" diameter elbow/bend with femele threaded adaptor	50	No		
2.03	Tees 90 deg.				
	a) 20mm diameter equal tee	7	No		
	b) 63/25mm diameter reducing tee	5	No		
	c) 63/32mm diameter reducing tee	7	No		
	d) 25/20mm diameter reducing tee	35	No		
	e) 32/20mm diameter reducing tee	8	No		
	g) 32/25mm diameter reducing tee	8	No		
	h) 32mm/ 1/2" diameter tee with female threaded adaptors	15	No		
	j) 25mm/ 1/2" diameter tee with female threaded adaptors	9	No		
	k) 32mm/ 1" diameter tee with female threaded adaptors	8	No		
	l) 25mm/ 3/4" diameter tee with female threaded adaptors	5	No		
2.04	Reducers				
	a) 25 x 20mm diameter reducer	17	No		



	b) 32 x 25mm ditto	9	No		
	c) 63x 32mm ditto	2	No		
2.05	Adaptors				
	a) 63mm/2" diameter with male threaded adaptors	10	No		
	b) 63mm/2" diameter with male threaded adaptors with union	10	No		
2.06	Coupling				
	a) 63mm diameter Coupling	110	No		
	b) 25mm diameter Coupling	5	No		
	c) 32mm diameter Coupling	5	No		
2.07	Isolation Valves (Pegler)				
	a) 25mm diameter gate valve	2	No		
	b) 32mm ditto	5	No		
	c) 63mm ditto	5	No		
2.08	Copper tubing				
	a) 12mm diameter 300mm long copper tubing	20	No		
	b) 20mm ditto for bathtub	4	No		
2.09	Non-return valve, 63mm diameter	2	No		
2.1	Water Meter , 63mm diameter	1	No		
	Supports				
	a) Sattel 25 mm	10	No		
	b) Sattel 63 mm	121	No		
	c) Sattel 75 mm	13	No		
	d) Sattel 100 mm	10	No		
	e) Sattel 160 mm	100	No		
3.0	INTERNAL DRAINAGE				
	All pipes to be as "Key Terrain" or "Metro" and prices to include connectors, adaptors, socket reducers, etc.				
3.01	Pipes				
	a) 160mm diameter UPVC Waste pipe	315	m		
	b) 100mm diameter UPVC Waste pipe	65	m		
	c) 75mm diameter UPVC Waste pipe	70	m		
	d) 50mm diameter UPVC Waste pipe	40	m		
	h) 25mm diameter UPVC Waste pipe	75	m		
3.02	Bends 45 deg.				
	a) 100mm diameter UPVC sweep bend	45	No		



	b) 75mm ditto	15	No		
	c) 50mm ditto	85	No		
	d) 25mm ditto	45	No		
3.03	Tees 45 deg.				
	a) 100mm diameter single branch	8	No		
	b) 75mm diameter tee	3	No		
	c) 50mm diameter tee	5	No		
3.04	Tees 90 deg.				
	a) 100mm diameter tee	2	No		
	b) 75mm diameter tee	7	No		
	c) 50mm diameter tee	2	No		
	d) 25mm diameter tee	2	No		
3.05	Plugs				
	a) 100mm diameter inspection plugs	2	No		
	b) 75mm ditto	7	No		
	c) 50mm ditto	2	No		
	d) 25mm ditto	2	No		
3.06	Reducer				
	a) 75/50mm diameter reducer	3	No		
	a) 50/25mm diameter reducer	4	No		
3.07	coupling				
	a) 100mm diameter UPVC	45	No		
	b) 75mm diameter UPVC	15	No		
	c) 50mm diameter UPVC	85	No		
	d) 25mm diameter UPVC	45	No		
3.08	100mm diameter wall clean out	4	No		
3.09	Four-way 100 x 50mm floor trap complete with grating.	6	No		
3.1	800x800mm drainage Gully Trap. The Gully Trap walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 100mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 300x300mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes internal & external wall plastering.	8	No		



3.11	1100x1100mm drainage manhole inspection champer. The manhole walls shall be 250mm thickness built with brick work. The manhole walls shall be built on 200mm plain concrete base. The ceiling slab shall be 150mm thickness reinforced concrete with 600x600mm, 125kgm double seal cast iron cover. The cast-iron cover shall be a product of ISO 9001 listed firm. The item includes benching & drainage channels, forming in addition to internal & external wall plastering.	5	No		
3.12	100mm diameter WC connectors	9	No		
1	Marble floor tiles including skirting	223.80	m2		
2	HPF floor tiles including skirting & tiles below	35.00	m2		
3	wall tiles for kitchen & bathrooms	66.00	m2		
4	Floor ceramic tiles for kitchen & bathrooms	170.00	m2		
5	internal wooden doors single leaf	14.00	set		
6	Main door hard massive wood	1.00	set		
7	Internal wooden door double leaf	2.00	set		
8	Cornice	850.00	L.M		
	<u>LV WIRES AND CABLES.</u>				
	Supply, install and connect the following PVC cables complete with supports, earth continuity conductor as specified and indicated on Drawings including all necessary accessories, fittings,etc.				
A	(4x120)mm2 CU/PVC/XLPE+1X70mm2 CU/PVC/XLPE From GENSET to DB	300			
	<u>BRANCH WIRING.</u>				
	<u>Supply, Install, Connect, Test and Commission electrical branch wiring including PVC copper wiring, PVC conduit/ steel conduits, boxes...., and all necessary accessories and fittings to complete the work as shown on the drawings and specified in the technical specification</u>				
	<u>Outlet for Lighting Fixture, light points, fed from panel board including switch drop.</u>				
A	Lighting outlet points, 3x2 mm2 PVC wire	182			
	<u>Socket outlets, 3x4mm2 PVC WIRE</u>				



A	Outlet for single phase, single or duplex socket 16A.	79			
	<u>Outlets for disconnecting switches</u>				
	Outlet for Disconnecting switch 16A,DP , (3x4mm ²)PVC wire.in PVC conduit	8			
A	Outlet for Disconnecting switch 25A,DP , (3x4mm ²)PVC wire.in PVC conduit	1			
B	Outlet for Disconnecting switch 40A,DP , (3x6mm ²)PVC wire in PVC conduit	2			
C	Outlet for Disconnecting switch 50A,DP, , (3x6mm ²) PVC wire in PVC conduit	8			
	<u>Outlets for EXHUST FAN.</u>				
a	Outlet points for EXHUST FAN and its switch ,3x2 mm ² PVC wire	6			
	<u>Wiring Devices.</u>				
	Supply and Install, Connect, Test and Commission only electrical wiring devices as specified in the technical specification.				
	<u>Lighting switches</u>				
A	One way one gang switch ,10A-220V	30			
B	One way two gang switch ,10A-220V	7			
C	Two way one gang switch ,10A-220V similar to	2			
D	Two way two gang switch ,10A-220V similar to	10			
	<u>Sockets including all necessary accessories.</u>				
B	single phase single socket 16 A	39			
C	single phase duplex socket 16 A	40			
	<u>BELL including all necessary accessories.</u>				
G	Bell push similar to VALENA 77423 12 (LEGRAND)	2			
H	Musical bell similar to Electronic and electromechanical chimes ADIAGO 417 44 (LEGRAND)	1			
	<u>Disconnecting switches</u>				
A	Disconnecting switch 16A,DP(FOR EWH, WATER MOTOR)	8			
B	Disconnecting switch 25A,DP(FOR AC2)	1			
C	Disconnecting switch 40A,DP (FOR AC3)	2			
D	Disconnecting switch 50A,DP (FOR AC4)	8			



<u>PANEL BOARDS</u>					
	supply, installing, connecting and testing of distribution power panel board complete with all components as shown on the drawings and as specified. Including hooking up of all incoming and outgoing feeders/cables and all necessary accessories, ancillary works and materials required for complete installation, for the following panels				
A	MDB, 25 KA for bus & 250 A MCCB & 15 KA for MCB 48- WAY	1			
	STRUCTURED CABLING SYSTEM				
	OPTION:				
	Supply and install the following structured cabling system as specified and shown on drawings and as Engineer's approval.				
A	Voice, Data and T.V outlets with PVC conduit and CAT 5E cabling	17			
B	Main Telephone Junction Box for gateway (IT RACK)	1			
C	Voice and Data wiring device	17			



TICC/PP.10/042111/14

24/09/2014

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2015**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE


N.A. Senzia

FOR: EXECUTIVE DIRECTOR

TIC



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD.

Plot 49 Mikocheni Light Industrial Area P.O. Box 5055 DAR ES SALAAM TANZANIA-EAST AFRICA
Tel: +255 22 2780510, +255 22 2780479, Fax: +255 22 2780505, +255 22 2780576

22/09/2014

To,

The Commissioner of customs & Excise
Tanzania Revenue Authority
P.O.Box 9053
DAR ES SALAAM

Received in
23/9/2014
M
TNA TIC



UFS

Executive Director
Tanzania Investment Centre
P.O.Box 938
DAR ES SALAAM

Dear Sir,

RE: DUTY AND VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS FOR CERTIFICATE OF INCENTIVES NO: 042111

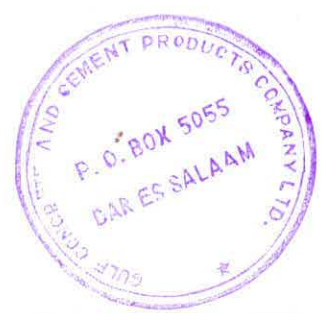
We are TIC approved project with certificate of incentives No: 042111 which is valid up to November 2015.

The company has been registered with objectives of: To establish cargo transportation project within Tanzania and Neighboring countries.

Attached herewith please find the list of importation capital/deemed goods for Duty/VAT exemption approval

Yours Sincerely

Managing Director



All correspondence should be addressed to Director



00221289

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE

AMENDMENT ON SECTION 10&11
HAVE BEEN EFFECTED

NO. 042111
19/10/2012

ISSUED ON

042111

No:

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

P.O. BOX 6191

of address

DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~rehabilitation/expansion~~
~~activity of the~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

PLOT NO. 13 BUGURUNI MALAPA, ILALA & PLOT NO. 49

Which is located at

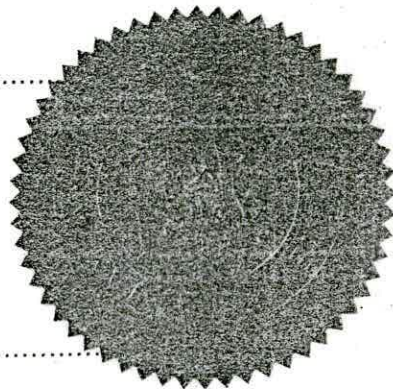
MIKOCHENI INDUSTRIAL AREA

KINONDONI - DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam



Dated 19TH SEPTEMBER 2014

This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, and subject to the conditions prescribed under item 14 and 15 hereafter:—

1. Shareholders

Shareholders	Nationality	Shareholding (%)
Salim Salah Hamood	Tanzanian	1
Mohamed Said Khaila	Oman	99

2. Proposed Activities : **To establish granite crushing project**

3. Sector: **Manufacturing** Subsector **Granite Processors**

4. Investment cost: Foreign **—** Local **USD 5m.** Total **USD 5m.**

5. Project Financing: Equity **USD 2.2m.** Loans **USD 2.8m.** Total **USD 5m.**

6. Source, terms and conditions of loan.....

7. Assets to be invested:

Capital items:	Foreign	Local	Total
	—	USD 5m.	USD 5m.

8. Technology Agreement **None**

9. Date of TIC Registration: **27th September 2011**

10. Implementation period **September 2011 - August 2015**

11. Operative date..... **September 2015**

12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997
And VAT as per Customs Tariff Act, 1976 & VAT Act, 1997
(i) Applicable Import Duty
(ii) Applicable with-holding Tax **As per Income Tax Act, 2004 (as amended)**
(iii) Eligibility of Capital Allowances **As per Income Tax Act, 2004 (as amended)**

13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.

14. Conditions attached to this Certificate of Incentives
(i) Date of Commencement of investment has to be notified to the Centre.
(ii) Certificate not to be transferred, assigned or amended
(iii) Failure to commence implementation within two years invalidates Certificate
(iv) Failure to operate investment must be notified to the Centre
(v) Changes in shareholding, project activities and level of invested capital must be notified to the centre

15. Additional conditions attached to Certificate
Finished goods are not allowed under this Certificate

Signed 
Executive Director

CTIN.: 0866738



TANZANIA REVENUE AUTHORITY

CERTIFICATE OF REGISTRATION

FOR

TAXPAYER IDENTIFICATION NUMBER (TIN)

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED

.....
has been registered with the Tanzania Revenue Authority and assigned the Taxpayer Identification Number

109-845-426

with effect from

21-04-2010


JOANNES N. A. MALLY

COMMISSIONER FOR DOMESTIC REVENUE

OFFICIAL SEAL

NOTE: THE REQUIREMENTS UNDER WHICH UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED OVERLEAF

					109-845-426
					109-845-426
OFFICE EQUIPMENTS AND MACHINE					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
90	Network Switchers	20	Pcs	EQUIPMENTS	109-845-426
91	Pabx Telephone System with Accessories	10	Pcs	EQUIPMENTS	109-845-426
92	Telephones	200	Pcs	EQUIPMENTS	109-845-426
93	Krone Boxes	100	Pcs	EQUIPMENTS	109-845-426
94	Battery Back ups	80	Pcs	EQUIPMENTS	109-845-426
95	Ups For Backups	80	Pcs	EQUIPMENTS	109-845-426
96	Air Conditioner Split Type	120	Pcs	EQUIPMENTS	109-845-426
97	Fridge	5	Pcs	EQUIPMENTS	109-845-426
98	Cooker	5	Pcs	EQUIPMENTS	109-845-426
99	Cooker Hood	5	Pcs	EQUIPMENTS	109-845-426
100	Microwave Oven	5	Pcs	EQUIPMENTS	109-845-426
					109-845-426
					109-845-426
FURNITURES AND FITTINGS					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
101	Office Tables with Fittings And Accessories	250	Pcs	EQUIPMENTS	109-845-426
102	Office Chairs	500	Pcs	EQUIPMENTS	109-845-426
103	Visitor Chairs	200	Pcs	EQUIPMENTS	109-845-426
104	Reception Table with Fittings and Accessories	5	Pcs	EQUIPMENTS	109-845-426
105	Conference Tables with Fittings And Accessories	5	Pcs	EQUIPMENTS	109-845-426
106	Dinning Tables with Fittings And Accessories	15	Pcs	EQUIPMENTS	109-845-426
107	Dinning Chairs	50	Pcs	EQUIPMENTS	109-845-426
108	File Cabinet with Fittings And Accessories	300	Pcs	EQUIPMENTS	109-845-426
109	Computer Tables	50	Pcs	EQUIPMENTS	109-845-426
110	Printer Tables	50	Pcs	EQUIPMENTS	109-845-426
111	Coffee Tables with Fittings And Accessories	30	sets	EQUIPMENTS	109-845-426
112	Doors with Fittings And Accessories	100	Pcs	EQUIPMENTS	109-845-426
113	Kitchen Cabinets with Fittings And Accessories	12	sets	EQUIPMENTS	109-845-426
114	Wardrobes with Fittings And Accessories	30	sets	EQUIPMENTS	109-845-426
115	False Ceiling with Fittings And Accessories	1,800	Sqm	EQUIPMENTS	109-845-426
116	Gypsum Partitions with Fittings And Accessories	1,800	Sqm	EQUIPMENTS	109-845-426
117	Gypsum Boards	1,500	Sheets	EQUIPMENTS	109-845-426
118	Gypsum Fittings And Accessories	12,500	Pcs	EQUIPMENTS	109-845-426
119	Gypsum Powder	800	Bags	EQUIPMENTS	109-845-426
120	Gypsum Joint Compound	400	Drums	EQUIPMENTS	109-845-426
121	Gypsum Screws	1,200	Boxes	EQUIPMENTS	109-845-426
					109-845-426
					109-845-426
ELECTRICAL FITTINGS AND ACCESSORIES					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
122	Down Light Fittings	800	Pcs	EQUIPMENTS	109-845-426
123	Down Light Bulbs	2,000	Pcs	EQUIPMENTS	109-845-426
124	Exhasut Fans	50	Pcs	EQUIPMENTS	109-845-426
125	Spotlight Fittings	800	Pcs	EQUIPMENTS	109-845-426
126	Spotlight Bulbs	1,200	Pcs	EQUIPMENTS	109-845-426
127	Hanging / Ceiling Light	600	Pcs	EQUIPMENTS	109-845-426
128	Wall Lights	400	Pcs	EQUIPMENTS	109-845-426
129	Voltage Stabilizers	50	Pcs	EQUIPMENTS	109-845-426



130	Voltage Regulators	20	pcs	EQUIPMENTS	109-845-426		
131	Main Switches	10	Pcs	EQUIPMENTS	109-845-426		
132	Changeover Switches	5	Pcs	EQUIPMENTS	109-845-426		
133	Isolator Switches	5	Pcs	EQUIPMENTS	109-845-426		
134	Basbar Chamber	5	Pcs	EQUIPMENTS	109-845-426		
135	Distribution Boards	40	Pcs	EQUIPMENTS	109-845-426		
136	Light Switches	700	Pcs	EQUIPMENTS	109-845-426		
137	Switch Sockets	800	Pcs	EQUIPMENTS	109-845-426		
138	D.P. Switches	400	Pcs	EQUIPMENTS	109-845-426		
139	Switches	600	Pcs	EQUIPMENTS	109-845-426		
140	Armoured Cables	1,200	Mtrs	EQUIPMENTS	109-845-426		
141	Single Cables	1,500	Rolls	EQUIPMENTS	109-845-426		
					109-845-426		
					109-845-426		
					109-845-426		
MARBLE							
					109-845-426		
					109-845-426		
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426		
					109-845-426		
142	Marble for floor thickness 2 cm 50*50	700	M2	EQUIPMENTS	109-845-426		
143	Floor pattern 1 (4 sq m)	1	set	EQUIPMENTS	109-845-426		
144	Floor pattern 2 (9 sq m)	1	set	EQUIPMENTS	109-845-426		
145	internal stair case threads thickness 4 cm	60	pcs	EQUIPMENTS	109-845-426		
146	internal stair case risers	60	pcs	EQUIPMENTS	109-845-426		
147	Skirting	290	L.M	EQUIPMENTS	109-845-426		
148	internal stair case threads thickness 4 cm	3	pcs	EQUIPMENTS	109-845-426		
149	External stair case 1 thickness 4 cm threads	20	pcs	EQUIPMENTS	109-845-426		
150	External stair case 1 risers	20	pcs	EQUIPMENTS	109-845-426		
151	External stair case 2 threads thickness 4 cm	7	pcs	EQUIPMENTS	109-845-426		
152	External stair case 2 risers	7	pcs	EQUIPMENTS	109-845-426		
153	External stair case 3 threads thickness 4 cm	18	pcs	EQUIPMENTS	109-845-426		
154	External stair case 3 risers	18	pcs	EQUIPMENTS	109-845-426		
					109-845-426		
					109-845-426		
					109-845-426		
CERAMIC TILES							
					109-845-426		
					109-845-426		
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426		
					109-845-426		
155	floor tiles 30*30 cm	cartons	164	EQUIPMENTS	109-845-426		
156	floor tiles 45*45 cm	cartons	109	EQUIPMENTS	109-845-426		
157	wall tiles 60*30 cm	cartons	119	EQUIPMENTS	109-845-426		
158	listello 45*8 cm	cartons	89	EQUIPMENTS	109-845-426		
159	decor tiles 45*30 cm	cartons	80	EQUIPMENTS	109-845-426		
160	wall tiles 70*25 cm	cartons	31	EQUIPMENTS	109-845-426		
161	wall tiles 70*25 cm	cartons	31	EQUIPMENTS	109-845-426		
162	wall tiles 70*25 cm	cartons	31	EQUIPMENTS	109-845-426		
163	floor tiles 45*45 cm	cartons	21	EQUIPMENTS	109-845-426		
164	floor tiles 45*45 cm	cartons	11	EQUIPMENTS	109-845-426		
165	decor wall tiles 70*25 cm	cartons	126	EQUIPMENTS	109-845-426		
166	decor wall tiles 70*25 cm	cartons	252	EQUIPMENTS	109-845-426		
167	wall tiles 50* 20 cm	cartons	37	EQUIPMENTS	109-845-426		
168	wall tiles 50* 20 cm	cartons	15	EQUIPMENTS	109-845-426		
169	wall tiles 50* 20 cm	cartons	35	EQUIPMENTS	109-845-426		
170	floor tiles 41* 41 cm	cartons	19	EQUIPMENTS	109-845-426		
					109-845-426		
					109-845-426		
					109-845-426		
					109-845-426		
SANITARY							
					109-845-426		
					109-845-426		
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426		



					109-845-426		
171	toilet seats	pcs	6	EQUIPMENTS	109-845-426		
172	bidet	pcs	3	EQUIPMENTS	109-845-426		
173	sink	pcs	3	EQUIPMENTS	109-845-426		
174	sink accessories	pcs	3	EQUIPMENTS	109-845-426		
175	sink	pcs	5	EQUIPMENTS	109-845-426		
176	sink accessories	pcs	6	EQUIPMENTS	109-845-426		
177	sink accessories	pcs	6	EQUIPMENTS	109-845-426		
178	bath tub accessorises	pcs	6	EQUIPMENTS	109-845-426		
179	mixer	pcs	3	EQUIPMENTS	109-845-426		
180	sink	pcs	3	EQUIPMENTS	109-845-426		
181	sink	pcs	5	EQUIPMENTS	109-845-426		
182	mixer	pcs	3	EQUIPMENTS	109-845-426		
183	shower mixer	pcs	4	EQUIPMENTS	109-845-426		
184	shower mixer	pcs	4	EQUIPMENTS	109-845-426		
185	kitchen mixer	pcs	2	EQUIPMENTS	109-845-426		
186	kitchen sink	pcs	2	EQUIPMENTS	109-845-426		
187	bathtub 90*90 cm	pcs	4	EQUIPMENTS	109-845-426		
188	jacuzzi	pcs	1	EQUIPMENTS	109-845-426		
189	bath tub 80*170 cm	pcs	2	EQUIPMENTS	109-845-426		

					109-845-426		
					109-845-426		
					109-845-426		
					109-845-426		

ITEM	DESCRIPTION	QUANTITY	UNIT				
					109-845-426		
					109-845-426		
190	cable 1.5 mm2	roll of 100 m	16	EQUIPMENTS	109-845-426		
191	cable 1.5 mm2	roll of 100 m	14	EQUIPMENTS	109-845-426		
192	cable 1.5 mm2	roll of 100 m	14	EQUIPMENTS	109-845-426		
193	cable 2.5 mm2	roll of 100 m	13	EQUIPMENTS	109-845-426		
194	cable 2.5 mm2	roll of 100 m	13	EQUIPMENTS	109-845-426		
195	cable 2.5 mm2	roll of 100 m	13	EQUIPMENTS	109-845-426		
196	cable 4 mm2	roll of 100 m	7	EQUIPMENTS	109-845-426		
197	cable 4 mm2	roll of 100 m	7	EQUIPMENTS	109-845-426		
198	cable 4 mm2	roll of 100 m	7	EQUIPMENTS	109-845-426		
199	cable 6 mm2	roll of 100 m	2	EQUIPMENTS	109-845-426		
200	cable 6 mm2	roll of 100 m	2	EQUIPMENTS	109-845-426		
201	cable 6 mm2	roll of 100 m	2	EQUIPMENTS	109-845-426		

					109-845-426		
					109-845-426		

LV WIRES AND CABLES

ITEM	DESCRIPTION	QUANTITY	UNIT				
					109-845-426		
					109-845-426		
202	Cable armoured 3x120+70	M	300	EQUIPMENTS	109-845-426		
203	Cable 120 mm2	M	300	EQUIPMENTS	109-845-426		
204	Bell push similar to VALENA 77423 12 (LEGRAND)	No	2	EQUIPMENTS	109-845-426		
205	Musical bell similar to Electronic and electromechanical chimes ADIAGO 417 44 (LEGRAND)	No	1	EQUIPMENTS	109-845-426		
206	Voice , Data and T V outlets with PVC conduit and CAT 5E cabling	No	17	EQUIPMENTS	109-845-426		
207	CAT6 Cable (roll = 305 m)	Roll of 305 m	2	EQUIPMENTS	109-845-426		
					109-845-426		
					109-845-426		

RNAI PAINT

ITEM	DESCRIPTION	QUANTITY	UNIT				
					109-845-426		
					109-845-426		
208	External paint (Rough texture)-	bag 25 kgs	152	EQUIPMENTS	109-845-426		



209	Cellar	packet 10 kgs	11	EQUIPMENTS	109-845-426
					109-845-426
					109-845-426
INTERNAL PAINT					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
210	Primer -PVA 9 liter	packet 9 kgs	78	EQUIPMENTS	109-845-426
211	Stucco 9 liter	packet 9 kgs	94	EQUIPMENTS	109-845-426
212	Derosan-Snow white 5001 9 liter	packet 9 kgs	38	EQUIPMENTS	109-845-426
213	Derosan - White 9 liter	packet 9 kgs	28	EQUIPMENTS	109-845-426
					109-845-426
					109-845-426
HDF					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
214	HDF	M2	250	EQUIPMENTS	109-845-426
215	Electric heater 50 liters capacity 50	No	4	EQUIPMENTS	109-845-426
216	Electric heater 50 liters capacity 50	No	3	EQUIPMENTS	109-845-426
					109-845-426
					109-845-426
JM BING					109-845-426
					109-845-426
ITEM	DESCRIPTION	QUANTITY	UNIT		109-845-426
					109-845-426
217	PPRF- ELBOW 1/2	PCS	160	EQUIPMENTS	109-845-426
218	PPRF - TEE 1/2	PCS	100	EQUIPMENTS	109-845-426
219	PPR - ELBOW 1/2 PLAN	PCS	120	EQUIPMENTS	109-845-426
220	PPR - TEE 1/2 PLAN	PCS	120	EQUIPMENTS	109-845-426
221	PPR - G/VALUE 1"	PCS	14	EQUIPMENTS	109-845-426
222	PPR - R - SOCKET 1"x 1/2	PCS	18	EQUIPMENTS	109-845-426
223	PPR - ELBOW 1"	PCS	60	EQUIPMENTS	109-845-426
224	PPR - UNION 1"	PCS	18	EQUIPMENTS	109-845-426
225	PPR-PIPE 1/2	PCS	60	EQUIPMENTS	109-845-426
226	PPR - PIPE 1 1/2	PCS	40	EQUIPMENTS	109-845-426
227	P.V.C N - TRAP 1 1/2	PCS	15	EQUIPMENTS	109-845-426
228	P.V.C ELBOW 1 1/2	PCS	60	EQUIPMENTS	109-845-426
229	P.V.C TEE 1/2	PCS	30	EQUIPMENTS	109-845-426
230	P.V.C PLUG 1 1/2	PCS	25	EQUIPMENTS	109-845-426
231	P.V.C VENT CAMP 4"	PCS	4	EQUIPMENTS	109-845-426
232	P.V.C VENT CAMP 1 1/2	PCS	3	EQUIPMENTS	109-845-426
233	P.V.C CLEAMP 4"	PCS	30	EQUIPMENTS	109-845-426
234	P.V.C CLEAMP 1 1/2	PCS	30	EQUIPMENTS	109-845-426
235	P.V.C E- BAND 4"	PCS	8	EQUIPMENTS	109-845-426
236	P.V.C E- TEE 4"	PCS	6	EQUIPMENTS	109-845-426
237	P.V.C 45 - BAND 4"	PCS	25	EQUIPMENTS	109-845-426
238	P.V.C Y - TEE 1 1/2	PCS	20	EQUIPMENTS	109-845-426
239	P.V.C R - SOCKET 4" x 1 1/2	PCS	18	EQUIPMENTS	109-845-426
240	P.V.C PIPE 1 1/2	PCS	25	EQUIPMENTS	109-845-426
241	P.V.C PIPE 4" CLASS (B)	PCS	45	EQUIPMENTS	109-845-426
242	LANGH (1Kg)	PCS	8	EQUIPMENTS	109-845-426
243	P.V.C 45 BAND 1 1/2	PCS	19	EQUIPMENTS	109-845-426
244	p.v.c GAL Y TRA 4"	PCS	18	EQUIPMENTS	109-845-426
245	THREAD SEAL TAPE	PCS	100	EQUIPMENTS	109-845-426
246	P.V.C TEE 4"	PCS	20	EQUIPMENTS	109-845-426



247	PPR - TEE 1" PLAN	PCS	40	EQUIPMENTS	109-845-426		
248	PPRPLUG 1/2	PCS	150	EQUIPMENTS	109-845-426		
249	PPR SOCKET 1/2 PLAN	PCS	50	EQUIPMENTS	109-845-426		
250	PVC ELBOW 4"	PCS	30	EQUIPMENTS	109-845-426		
251	PVC Y-TEE 4"	PCS	35	EQUIPMENTS	109-845-426		
252	PPR-SOCKET 1"	PCS	40	EQUIPMENTS	109-845-426		
253	PPR-F- ELBOW 1"	PCS	12	EQUIPMENTS	109-845-426		



TICC/PP.10/042111/12

23/04/2014

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2014**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE


N.A. Senzia

FOR: EXECUTIVE DIRECTOR



TANZANIA REVENUE AUTHORITY

TRA/CE/C/P.20/08

08th November, 2012

Managing Director,
Gulf Concrete and cement Products Company Ltd,
P.O.BOX 6191,
DAR ES SALAAM

**RE: DUTY /VAT EXMPTION ON CAPITAL/DEEMED CAPITAL GOODS-
CERTIFICATE OF INCENTIVES NO. 042111 OF 19.10.2012
TIN NO.109-845-426**

We are writing in response to your letter dated 27th August, 2012, as supported by the letter TICC/PP.10/042111/6 of 14th September, 2012, from Tanzania Investment Centre, regarding the captioned subject.

We hereby approve and confirm acquisition of **Sany Line pump complete with accessories** as per a single-page list herewith attached as capita/deemed capital goods for facilitation of your granite crushing project with certificate of incentives mentioned above. However, please note that we have not approved dump trucks because such vehicles are not eligible for exemption under manufacturing project.

The approved goods will be exempted from Import Duty to the tune of 90% of Import Duty payable and VAT relieved to the tune of 45% of VAT payable. Please complete VAT forms 224 and submit for approval by the Commissioner for Commissioner for Customs and Excise.

Sincerely yours,

Godfrey Kitundu

For: COMMISSIONER FOR CUSTOMS AND EXCISE.

NK/
C.C: Manger Tax Exemption
C.C: Manager- TRA Kinondoni,
C.C: Executive Director,
Tanzania Investment Centre,
Dar es Salaam.

ISO 9001 : 2008 Certified

CUSTOMS & EXCISE DEPARTMENT

Sokoine Drive, P.O. Box 9053, Dar es Salaam, Tanzania

Tel: +255-22-2117765, or 255-22-2127783/4/6/8 Fax: +255 22 2138878/2135193

M/S GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED								TANZANIA	
Sr no.	Item name	Measurement	Unit			Item price	TIN	Exemption reference no:	Exemption date
			Qty	Packages	Item group				
A									
Batching Plant									
1	Sany Line pump(Left hand drive)LP9018 complete with accessories like pipe s etc	Unit	1		Plant and Machinery				
B									
Concrete Crusher									
1	CAT 730D Dump trucks	Unit	2		Plant and Machinery				





TANZANIA REVENUE AUTHORITY

TRA/CE/C/P20/8/3253

26th June, 2013

Managing Director,
Gulf Concrete and Cement Products Co. Ltd
P. O. Box 6191,
Dar es Salaam

Dear Sir,

**RE: DUTY/VAT EXEMPTION ON CAPITAL/DEEMED CAPITAL GOODS-
CERTIFICATE OF INCENTIVES NO. 042111 OF 19.10.2012 AND TIN
NO 109-845-426**

We are writing in response to your letter dated 07th June, 2013, supported by a letter Ref. TICC/PP.10/042111/9 of 14.06.2013 from Tanzania Investment Centre regarding the captioned subject.

We hereby approve additional material as per **one page list** herewith attached as capital/deemed capital goods for establishment and operation of your project with certificate of incentives mentioned above. The project is located at **Plot no. M3 Buguruni Malapa – Ilala, and plot no. 49 Mikocheni Industrial Area – Kinondoni, Dar es Salaam**. You are also to take note that locally available items are to be procured locally.

The approved items will be exempted 90% of payable import duty and 45% VAT relief under the 3rd Schedule to the VAT Act, Cap 148. You will however be requested to complete VAT forms 224 and submit the same to the undersigned for approval before clearance through customs. Exemption on goods purchased locally will be approved by nearby Domestic Revenue Office.

Sincerely yours,

Said Athuman

For: COMMISSIONER FOR CUSTOMS AND EXCISE

AT/-
c.c. Manager – Tax Exemptions
c.c. Regional Manager TRA –Ilala and Kinondoni
c.c. Executive Director, Tanzania Investment Centre, DSM ✓

ISO 9001 : 2008 Certified

CUSTOMS & EXCISE DEPARTMENT

Sokoine Drive, P.O. Box 9053, Dar es Salaam, Tanzania

Tel: +255-22-2117765, or 255-22-2127783/4/6/8 Fax: +255 22 2138878/2135193

M/S GULF CONCRETE AND CEMENT PRODUCTS CO. LTD
TANZANIA

ITEM NAME	UNIT OF MEASUREMENT	QTY	ITEM GROUP	TIN	EXM REF	EXMP DATE
PAVING BLOCK MACHINE with accessories	UNIT	1	equipment			
Accessories			Accessories			
JS 300/500 mixer	Unit	2	Accessories			
Belt Conveyor @ 6m	Unit	3	Accessories			
Pellet Feeder	Unit	1	Accessories			
Brick Coveyor machine	Unit	2	Accessories			
Hydrollic unit	Unit	2	Accessories			
PLC Controller	Unit	1	Accessories			
Colour feeding macine	Unit	1	Accessories			
Manual Cart	Unit	4	Accessories			
Mould	Unit	55	Accessories			
Slabs conveyor will chain pulley	Unit	2	Accessories			
Mono rail	Unit	2	Accessories			
Moulds Shift Trolley	Unit	4	Accessories			
Bench Trollrey	Unit	4	Accessories			
Bamboo Pallets	Pes	2000	Accessories			
Spare parts & service tools	Misc	100	Accessories			



TICC/PP.10/042111/23

17 November, 2017

Managing Director
Gulf Concrete and Cement Products. Co.Ltd
P.O.Box 5055
DAR ES SALAAM

RE: EXTENSION OF CERTIFICATE OF INCENTIVES NO: 042111

Reference is made to your letter of 10th November, 2017, in which you requested extension of the projects implementation period for one year to enable your company to procure the remaining projects capital goods for your granite crushing project.

We regret to inform you that we cannot continue extending your projects implementation period, because your certificate has been extended twice, making a total of five years of implementing your project. During this period of five years, you were supposed to complete importation of all projects capital and deemed capital goods required by your project.

In case you have a new project, you are welcome to apply for a certificate of incentives.

Thank you for your cooperation
TANZANIA INVESTMENT CENTRE



Geoffrey I. Mwambe
EXECUTIVE DIRECTOR



THE EXECUTIVE DIRECTOR,
TANZANIA INVESTMENT CENTRE
P.O. BOX 938
DAR ES SALAAM

10th November, 2017



Dear Sir,

RE: EXTENSION OF CERTIFICATE OF INCENTIVES NO. 042111

We are submitting our application to be considered for extension of Certificate of Incentives. No. **042111**. The reason of extending the implementation period of for one more year is that, we are still having some capital goods and deemed capital goods which are not yet procured in the tax exempted list which are very crucial in accomplishment of the implementation of this project.

The following supporting documents are attached to consider our request.

1. Progressive Report
2. Photos showing current status of the project
3. Original Certificate of Incentives

We are looking forward to receiving your favorable consideration and approval.

Yours truly

Managing Director



INVOICE

No: USED/2017/740B/SU13C009

Date: 18 September 2017

Consignee: GULF CONCRETE AND CEMENT PRODUCTS CO. LTD.

Plot 49 Mikocheni Light Industrial Area
P.O. Box 5055 Dar Es Salaam ,
Tanzania, East Africa

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE (AED)	TOTAL AMOUNT (AED)
1	CAT USED 740B ARTICULATED DUMP TRUCK CAT0740BVL4E02271 Manufacturer : Caterpillar Country of Origin : U.K. Year Model : 2013 THIS IS TO CERTIFY THAT THE ABOVE ITEM ARE OF GREAT BRITAIN ORIGIN AND THEY DO NOT CONTAIN ANY MATERIAL PRODUCED OR MANUFACTURED IN ISRAEL NOR WERE THEY SHIPPED ON ANY VESSEL DESIGNATED TO CALL AT ANY ISRAELI PORTS.	1	730,970	730,970
AED: Seven hundred thirty thousand nine hundred seventy only				730,970

Handwritten signature and number: 0509884223

FOR MOHAMED ABDULRAHMAN AL-BAHAR L.L.C.

شركة محمد عبدالرحمن البحر (ش.م.م.)
MOHAMED ABDULRAHMAN AL-BAHAR CO. L.L.C.
DUBAI
P.O. Box 1170, Dubai - U.A.E.
Tel.: +971-4-2680255
Fax: +971-4-2667342
WebSite: www.albahar.com

شركة محمد عبدالرحمن البحر ذ.م.م.
ص.ب. ١١٧٠، دبي - الإمارات العربية المتحدة
تليفون: +٩٧١-٤-٢٦٦٠٢٥٥
فاكس: +٩٧١-٤-٢٦٦٧٣٤٢
الموقع الإلكتروني: www.albahar.com

Date: September 20, 2017

PACKING LIST

CONSIGNEE / NOTIFY PARTY:

M/s. GULF CONCRETE AND CEMENT PRODUCTS CO. LTD.

Plot 49 Mikocheni Light Industrial Area

P.O. Box 5055 Dar Es Salaam,

Tanzania, East Africa

S.I.	DESCRIPTION	HEIGHT (M)	WIDTH (M)	LENGTH (M)	WEIGHT (KG)
1	CAT USED 740B ARTICULATED DUMP TRUCK SERIAL NO. : CAT0740BVL4E02271 YEAR : 2013 MODEL : 740B	4.00	4.20	11.00	36,000

COUNTRY OF ORIGIN

U.K.

For MOHAMED ABDULRAHMAN AL-BAHAR L.L.C.


شركة محمد عبدالرحمن البحر (ش.ذ.م.م.)
MOHAMED ABDULRAHMAN AL-BAHAR CO. L.L.C.
P.O. BOX : 1170, DUBAI دبي: 1170

Handwritten signature and number: 050 9884 223

MOHAMED ABDULRAHMAN AL-BAHAR LLC

P.O. Box 1170, Dubai - U.A.E.

Tel.: +971-4-2860255

Fax: +971-4-2867342

WebSite: www.albahar.com

شركة محمد عبدالرحمن البحر ذ.م.م.

ص ب 1170 دبي - الإمارات العربية المتحدة

تليفون: +971-4-2860255

فاكس: +971-4-2867342

الموقع الإلكتروني: www.albahar.com

Export Certificate

- Etraffic

Certificate Reference No : 61795416
Time : 10:15:13
Hijri Date : THOUL HIJJAH /26/1438
Georgian Date : 18/09/2017
Traffic File Number : 50174820

licensing Agency Certificate That the Vehicle below is property of
gulf concrete and cement products

There is no objection for transfer the vehicle to Tanzania
as the vehicle conforms to all lawful condition required

VEHICLE DETAILS

Make : CATERPILLAR Model : 2013
Sub Make : 740B No.Doors : 1
Category : DUMPER No.Seats : 1
Colour : Yellow Reg.Plate No : Private F 73911
Country Of Origin : United Kingdom Reg.date : 15-01-2014
Reg.Exp.Date : 14-11-2017

Engine No : TXY02732
Chassis No : CAT0740BVL4E02271
Hire Pruch.CO : Hire Pruch.Date :
Hire Pruch.Ref : LicenseType :
License No. : License Source :
Driver Nationality : Driver Gender :
Driver Name :
Insurance Co : Arab Insurance
Policy No : DB163999

Remarks:

This is a permanently valid certificate, and serves as a vehicle clearance certificate, The Vehicle is conforming to GCC specifications , The vehicle details are tested ostensibly, without testing its road worthiness

شهادة تصدير - النظام المروري

رقم مرجع الشهادة : 61795416
الوقت : 10:15:13
التاريخ الهجري : 26 / ذو الحجة / 1438
الموافق : 2017/09/18
ملف مروري رقم : 50174820

تشهد مؤسسة الترخيص بأن المركبة المدرجة أدناه هي ملك

gulf concrete and cement products

وبناء على طلبه بتسفيرها الى تانزانيا
لا مانع لدينا حيث انها مستوفية جميع الشروط القانونية

اوصاف المركبة

نوع المركبة : كاتربيلر : سنة الصنع : 2013
نفاصيل النوع : 740B : عدد الابواب : 1
وصف المركبة : قلب : عدد المقاعد : 1
لون المركبة : اصفر : رقم التسجيل : 73911 خصوصي F
بلد الصنع : المملكة المتحدة : تاريخ التسجيل : 15-01-2014
رقم المحرك : TXY02732 : تاريخ الانتهاء : 14-11-2017

رقم الشاسي : CAT0740BVL4E02271

جهة الرهن : تاريخ الرهن :
رقم مرجع الرهن : نوع الرخصة :
رقم الرخصة : مصدر الرخصة :
جنسية السائق : جنس السائق :
إسم السائق :
شركة التأمين : التأمين العربية
رقم وثيقة التأمين : DB163999

ملاحظات:

الشهادة مصدر دائم الصلاحية، تعتبر الشهادة بمثابة براءة ذمة للمركبة، المركبة مطابقة للمواصفات الخليجية، يتم الفحص ظاهريا على بيانات المركبة ولا يتم على صلاحية سيرها على الطرقات

Legal Disclaimer

This certificate was issued upon the customer request and the agency does not incur any responsibility against the rights of others

The Licensing Agency ensure the accuracy of the details in the certificate until the date of issuance listed above only and does not assume and responsibility under this certificate in the event of any change in the status of the traffic file after the issuance of the certificate

To make insure the Information is correct certificate please visit the link:

<http://www.rta.ae/ecertificate>

And enter the certificate reference number in addition to the traffic file number to confirm the validity of the certificate

The Agency does not assume any responsibility in the case of using the eCertificate without validation it

Any correction will render this certificate null & void

License Agency

المسؤولية القانونية

اصدرت هذه الشهادة بناء على طلب مالكا دون ان تتحمل المؤسسة أية مسؤولية تجاهه تحقيق الغير

تضمن مؤسسة الترخيص سلامة ودقة بيانات الشهادة حتى موعد إصدار الشهادة للمدون أعلاه فقط ولا تتحمل المؤسسة أي مسؤولية بموجب هذه الشهادة في حال أي تغير في الملف المروري بعد إصدار الشهادة

للتأكد من صحة بيانات الشهادة يرجى زيارة الرابط التالي:

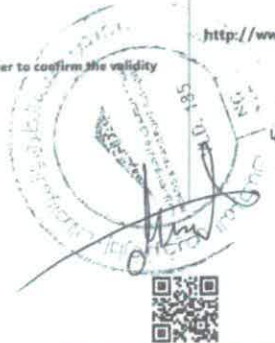
<http://www.rta.ae/ecertificate>

وإدخال رقم مرجع الشهادة بالإضافة الى رقم الملف المروري للحصول على تأكيد صلاحية

الشهادة ولا تتحمل المؤسسة أية مسؤولية في حال استخدام الشهادة من غير التأكد من صلاحيتها

أي كسب أو تغيير يلغي هذه الشهادة

مؤسسة الترخيص



050 9884223



محمد عبد الرحمن البعز
MOHAMED ABDULRAHMAN AL-BAHAR

CAT Certified Used

DELIVERY NOTE

OCTOBER 02, 2017

RECEIVED FROM M/S MOHAMED ABDULRAHMAN AL-BAHAR, SHARJAH, THE FOLLOWING IN GOOD CONDITION:

MAKE / MODEL : 1 x CAT USED ARTICULATED DUMP TRUCK - 740B

ORDER NO. : SU13C009

SERIAL NO. : L4E02271

CHECKLIST ORIGINAL DOCUMENT (S):

INVOICE RTA PAPER PACKING LIST

OTHERS: _____

REMARKS :

FOR M/s.: GULF CONCRETE AND CEMENT PRODUCTS CO. LTD.

RECEIVED BY (NAME) : YASIR

02-10-17

SIGNATURE & DATE : 050 9884223

USED EQUIPMENT DIVISION
P.O. BOX 6038, SHARJAH, U.A.E.
TEL: +971 6 5433555
FAX: +971 6 5432555
Visit us at: <http://www.albahar.ae>



محمد عبد الرحمن البعز
MOHAMED ABDULRAHMAN AL-BAHAR

EQUIPMENT DIVISION
SALES DEPT.

GATE PASS
PRIME PRODUCTS

DUBAI
SHARJAH

33796

2/10/2017

Date 24/09/2017

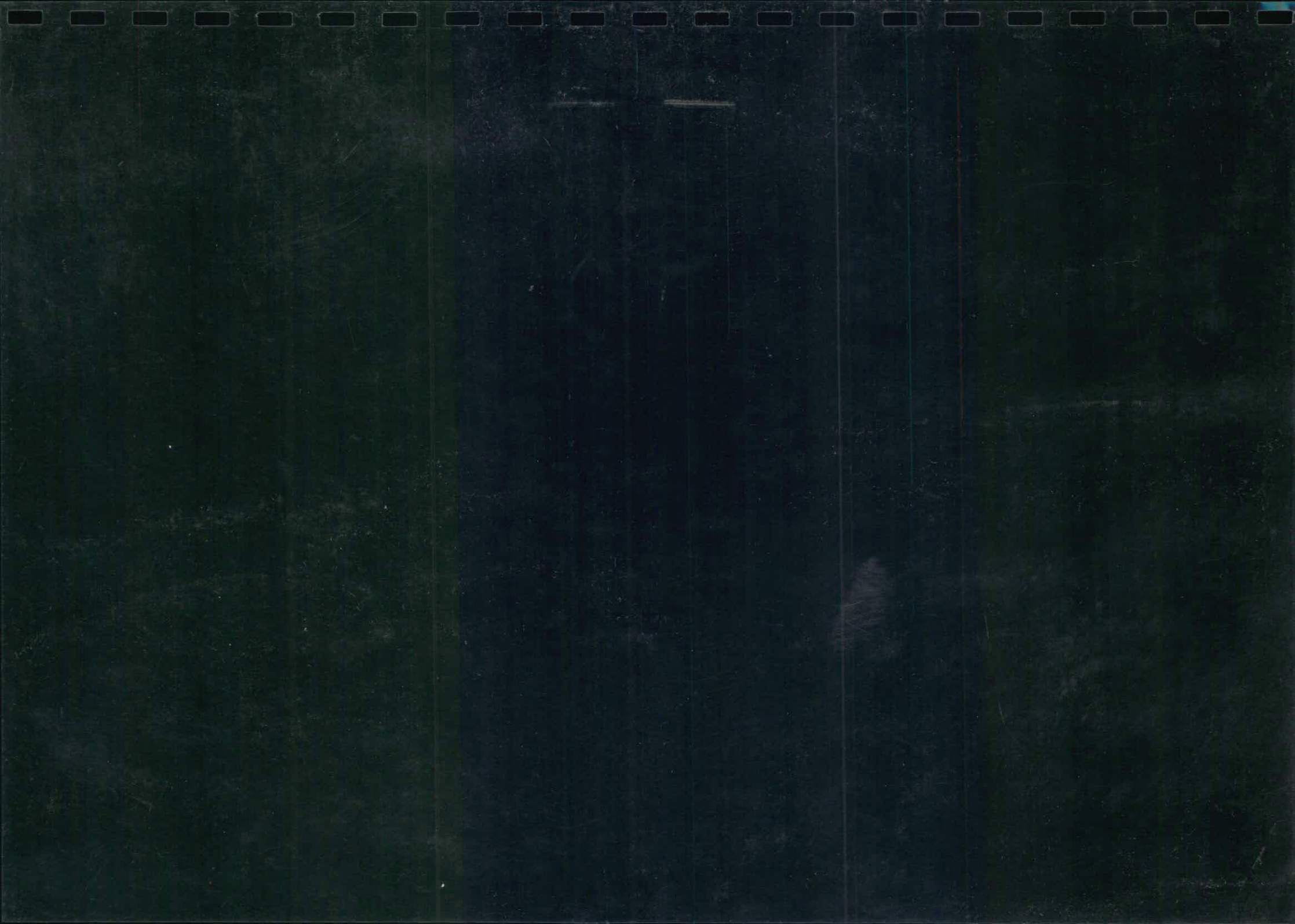
Time

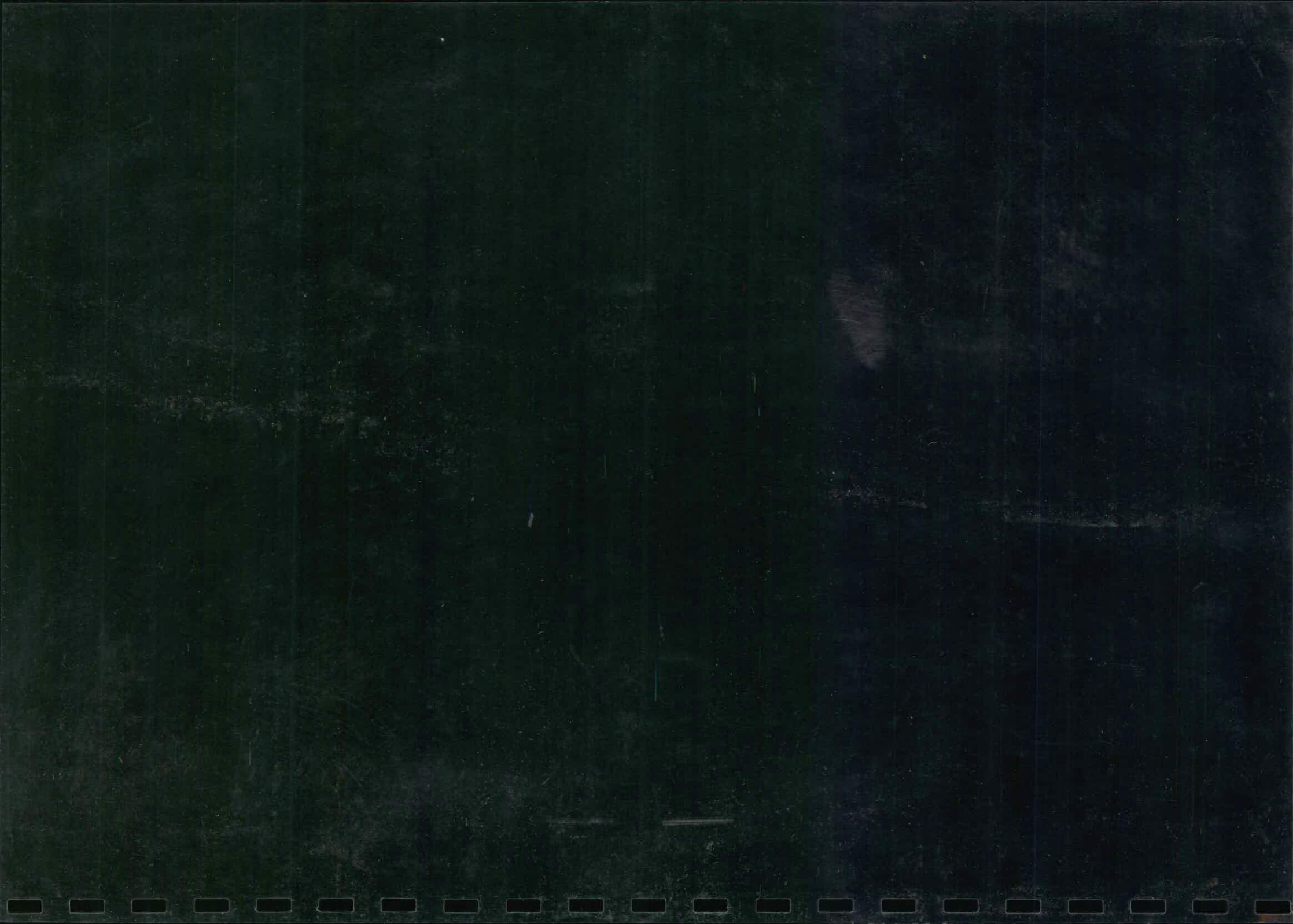
1. Machine Particulars.

Order No.	: SB13C002 / SB13C009 / SU11C001
Make	: AA
Model	: 349D / 2 x 740B
Ser. No.	: JGB00644 / L4502271 / L4500623
Invoice No.	: JD33380
Customer Name	: GULF CONCRETE AND CEMENT PRODUCTS CO. LTD.

2. Authorized Signatures

Sales Supervisor	:
Sale Manager	:
Chief Accountant	:
Area Manager (U.A.E)	:





GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
PROGRESSIVE REPORT FOR THE PERIOD COVERING SEPTEMBER 2011 TO
SEPTEMBER 2017



Prepared by:
Gulf Concrete and Cement Products Company Limited
Mikocheni Light Industrial Area
P.O.Box 5055
Dar es Salaam

**PROGRESSIVE REPORT FOR THE PERIOD COVERING SEPTEMBER 2011 TO
SEPTEMBER 2017**

0.0 PREAMBLE

Lake Group is into business of fuel marketing across EAC and Central African countries, into road haulage with a fleet of about 500 units, into pre-mix cement concrete production in Tanzania and into LPG bottling and marketing across EAC and Central Africa.

The Lake Group is also poised to embark on Concrete-Premix manufacturing in Middle East, primarily to cater to its own captive requirements.

Gulf Concrete and Cement Products Company Limited is part of the Lake Group of companies, a prestigious conglomerate of companies originated from Tanzania. This is again the brainchild of Mr. Ally Edha Awadh who spotted the huge potential for Premix Concrete product in a country starved for building. Gulf Concrete and Cement Products (GCCP) is a leading Premix company in Dar es Salaam providing quality premix concrete to the construction industry. We have our own quarry at Lugoba with Crushers and providing the aggregate to own consumption and to the construction industry. Currently GCCP is the Market leader in Dar es Salaam doing Premix business. With the strong investments made in the sector, now the company is looking at expansion to surrounding countries.

0.1 The Company and location

The Gulf Concrete and Cements Products Company Limited have two divisions:

The Aggregates division is known as Gulf Aggregates and has its import terminal in Lugoba while it is building further quarry in Morogoro and Tanga.



The Premix division is known as Gulf Concrete and has batching plant at Mikocheni Light Industrial Area in Dar es Salaam while it is building further batching plant in United Arabs Emirates



0.2 Products and services

Gulf Concrete and Cement Products Co. Ltd It does not simply manufacture concrete, but develops solutions based on the thorough knowledge and application of concrete technology. With years of experience, a pool of knowledge, and state-of-the-art expertise about the different concrete constituents and their interaction. Gulf Concrete and Cement Products Limited offers its customers 'concrete by design', tailor designed concrete. It is material that can be cast into different shapes, is durable, and is the most attractive construction materials in terms of compressive strength (construction materials with highest strength per unit cost) and its increasing use is fundamental for sustainable construction.

Gulf Concrete specialists are able to modify the properties of concrete through the use of innovative chemical mixtures, combined with the proportions of the various constituents. For example, depending on the type of application and jobsite requirements, we can design concrete that is more fluid, stronger, develops strength faster, and also retains workability longer.

Gulf Concrete and Cement Products Co. Limited offers a special concrete portfolio, comprised of such products as ultra-rapid hardening concrete, crack-resistant/low shrinkage concrete, self-consolidating concrete, and number of others. We continuously work to improve the properties of concrete that make it a key component of sustainable construction: durability, resistance to aggressive environment, light reflection, and capacity to store energy among others. We also constantly work to develop innovative solutions that advance the sustainable buildings that can take advantage of the benefits of concrete in a wide range of applications.

0.3 PLANNED ACTIVITIES DURING PROJECT IMPLEMENTATION

The planned activities for Implementation this project covering the period of September 2011 up to September 2017 are listed here below

- Acquiring quarry site at Lugoba as importation terminal
- Acquiring site for Installation of Concrete Batching Plant
- Importation and installation of Crusher and Premix-Concrete related equipments
Developing storage facility for Cement and Aggregate
- Investing in Concrete mixer trucks which shall be shipping Concrete products between its storage facilities, batching plants to the construction industry.
- Investing in Powder Cement Trucks
- Strengthening the distribution outlets and dealership in Tanzania.

1.0 ACHIEVEMENT MADE ON THE PROJECT IMPLEMENTATION TO DATE.

The project has been implemented to more than 85.5% by;-

i. Premix Division

Gulf Concrete and Cement Products in 6 months of operation, this unit achieved a sales turnover of 1 million \$ a month. It boasts of major clients like Strabag, Group 6, China Construction etc, who are major international civil contractors engaged by EAC governments. This unit is almost approaching sales of 10,000 cubic meters of premix per month. This 6 months old division of Lake Group is poised to be an integrated supplier to the ongoing construction industry in Tanzania, recently the Company is having 3 Cement Silo in the Premix Division.



Cement Silo in Mikocheni Plant

ii. Aggregate Division

This unit has a plant capacity of 300cbm per hour and is proud to have the biggest crushing plant in Tanzania. It employs 80 full time workers currently.



Crusher in Lugoba Quarry

iii. The Gulf Concrete and Cement Product Company is currently having two mobile Concrete Pumps. We are using two types of concrete pumps. The first type of concrete pump is attached to a truck. It is known as a trailer-mounted boom concrete pump because it uses a remote-controlled articulating robotic arm (called a boom) to place concrete accurately. Boom pumps are used on most of the larger construction projects as they are capable of pumping at very high volumes and because of the labor saving nature of the placing boom. They are a revolutionary alternative to truck-mounted



Trailer-mounted boom concrete pump

The second main type of concrete pump is mounted on a truck and known as a truck-mounted concrete pump. This pump requires steel or flexible concrete placing hoses to be manually attached to the outlet of the machine. Those hoses are linked together and lead to wherever the concrete needs to be placed. Line pumps normally pump concrete at lower volumes than boom pumps and are used for smaller volume concrete placing applications such as swimming pools, sidewalks, and single family home concrete slabs and most ground slabs.



Truck-mounted concrete pump

- iv. The company operates a fleet of 9 Mixer Trucks for transportation of Premix Concrete between its bottling plants and construction industry.



v. The Company is having about 14 trucks with Trailers which transport aggregates from Lugoba Quar Batching Plant located at Mikocheni Light Industrial Area



Aggregate Trucks

- vi. The Company at present employs 225 employees with qualified and experienced staff from the Premix Concrete industry.

- vii. The Company recently owns 10 Cement Trucks which carries Cement from the Supplier Tanzania Portland Cement to Batching Plant at Mikocheni Light Industrial Area. Each truck carries 28 tons of powder cement.



Gulf Concrete and Cement Products Co. Ltd within a short span has managed to develop a good customer base in Dar Es Salaam and in the regions, and currently has contracts with the following:

- Railways
- Mining companies
- Fish processing plants
- Port Operators
- Commercial truck operators
- Public transport operators
- Government stores
- Relief Agencies
- Road construction contractors
- Hotel / Lodges industry
- Marine vessels
- Retail stations

2.0 FINANCING OF THE PROJECT

Below is a summary is a summary of expenditure to date

ITEM	FOREIGN \$
• Land & Buildings	1,050,000
• Plant and Machinery	4,000,000
• Vehicles	700,000
• Furniture and Equipments	350,000
• Insurance cover	190,000
• Pre -Operational Expenses	50,000
• Working capital	500,000
GRAND TOTAL	6,840,000

3.0 PROJECT FINANCING

The project is financed by Gulf Concrete and Cement Products by 100% from equity fund and other income from Lake Group of companies.

4.0 PROBLEMS AND SOLUTION

The problems which the management has been encountering in executing the project are:

- Validity of approved TRA import duty and VAT forms number 233 and 224 is only one month. This requires frequent renewals because of unpredictable vessel arrivals with materials and equipments. We request the period to be prolonged to avoid delays in clearing goods and loss of time that could otherwise speed the implementation of the project.

5.0 FUTURE PLANS/ EXPANSION PLAN

The Company is planning to launch the Middle East Ready Mix in United Arab. The company had already finalized the machinery and storage bullets for these plants and in the

process of shifting them to respective locations from Dar base. The civil works are in progress at the sites and given to group's strength in project execution within least possible time, the plants shall be ready for operation within this year itself. These satellite batching plants provide better logistics advantages and also ensure uninterrupted supply of Premix Concrete to end customers at competitive prices. Logistics distribution is the key in today's retail markets and Gulf Concrete and Cement Products Company Limited leverages its strength in this business segment.

Gulf Concrete and Cement Products Company Limited is planning to extend its business plan for its foray into Rwandan and Burundi markets. Lake Oil Ltd is already operating depots and retail stations in these countries and it is leveraging this infrastructure and manpower for the rollout of its marketing plan. We shall be appointing dealers and distribution network within a short span and aim to capture a sizeable market share.

Gulf Concrete and Cement Products is also exploring options to enter the markets in other neighboring countries like Uganda, Kenya, Malawi, Mozambique and Zimbabwe and is in the process of identifying business partners in these countries. Nevertheless, we are already providing transportation services to some of the companies in these countries and its only time before we finally make strong inroads into these markets.

All the above plans need steady supply of empty cylinders and accessories apart from bulk LPG. Gulf Concrete and Cement Products Company Limited has entered into long term contracts with major suppliers of Cement from internal sources and ensured an uninterrupted supply Powder Cement. However, availability of Premix concrete at competitive prices and at our convenience remains a challenge.

Lake Group's Vision is to become the leading regional convenience retailer and marketer of products and services while achieving continuous improvement. This vision will be achieved through operational excellence, innovation and through a culture based on performance. The group will consistently deliver convenience, quality services and add value to its customers.

Lake Group's Mission is to provide its customers with quality products and services in a safe efficient and cost effective manner without damaging the environment, to identify and enter new areas of business thereby expanding the company, to create a work environment where an employee can exceed his personal best in job performance and in customer service, to operate the group in a manner of continuous improvement thereby expanding market share in all its diversified businesses, to be oriented towards adaptation and to take advantage of windows of opportunity, to make a contribution to various communities as individuals and as a group and finally to succeed in business and to provide a sufficient return on investment to the stake holders.

At Lake Group, our future is enshrined in our Vision statement and we aim to achieve this Vision by delivering our Mission where specific goals have been identified, and are to be executed. This journey has been guided by our core Values which are Team work, Reliability, Integrity and Customer satisfaction.

6.0 RECOMMENDATION & OTHER COMMENTS

We appreciate the current services provided by TIC. There is however areas of improvement to speed goods clearance save management time and cost and consequently speed the implementation of the project.

- Validity of approved TRA import duty and VAT forms number 233 and 224 is only one month. This requires frequent renewals because of unpredictable vessel arrivals. We request the period to be prolonged to avoid delays in clearing goods and loss of time that delays the project implementation.



Managing Director

21

TICC/PP.10/042111/21

01/02/2017

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/ VAT REMISSIONS ON CAPITAL/ DEEMED CAPITAL
GOODS – CERTIFICATE OF INCENTIVES No: 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **August 2017**

The company has been registered with objectives of establishing granite crushing project.

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty/ VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE



J. M Mnali

FOR: EXECUTIVE DIRECTOR

TICC/PP.10/042111/22

26th July, 2017

Commissioner for Customs & Excise,
Tanzania Revenue Authority,
P.O. Box 9053,
DAR ES SALAAM

Dear Sir,

**RE: DUTY/VAT REMISSIONS ON THE CAPITAL/DEEMED CAPITAL
GOODS OF CERTIFICATE OF INCENTIVES NO. 042111**

M/S Gulf Concrete and Cement Products Company Limited is a TIC registered company with certificate of incentives **No. 042111** which is valid up to **September, 2017**

The company has been registered with objectives of establishing a manufacturing *plant.*

Attached herewith please find a list of Capital/ Deemed Capital Goods for Duty and VAT remissions approval.

Yours sincerely

TANZANIA INVESTMENT CENTRE



Geoffrey I. Mwambe
EXECUTIVE DIRECTOR



GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikocheni Light Industrial Area, P.O. Box 5055 Dar Es Salaam, Tanzania, East Africa.
Tel: +255 22 2780510, +255 222780479, Fax: +255 22 2780505, +255 222780576,
E-mail: admin@lakeoilgroup.com, Web: www.lakeoilgroup.com



To,
The Director,
Tanzania investment center,
P.O.Box:
Dar Es Salaam.

30th January 2017

Received on
30/1/2017
by
TRA/TIC

Sub: Application for duty / Vat exemption on capital / deemed capital goods.

Dear Sir,

Refer to the above caption subject, we are applying for the import duty / Vat exemption on capital / deemed capital goods steel structure shed for steel plant.

We are registered with Certificate of incentive No: 042111

We are submitting 4 pages Exemption list for your approval,

Your sincerely,

For, Gulf Concrete & Cement Products Co. Ltd


Managing Director
(Ibrahim Khan)





GULF CONCRETE AND CEMENT PRODUCTS CO. LTD

Plot 49 Mikocheni Light Industrial Area, P.O. Box 5055 Dar Es Salaam, Tanzania, East Africa.
Tel: +255 22 2780510, +255 222780479, Fax: +255 22 2780505, +255 222780576,
E-mail: admin@lakeoilgroup.com, Web: www.lakeoilgroup.com

TIC



To,
The Director,
Tanzania investment center,
P.O.Box:
Dar Es Salaam.

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Refer to the above caption subject, we are applying for the import duty / Vat exemption on capital / deemed capital goods steel structure shed for steel plant.

We are registered with Certificate of incentive No: 042111

We are submitting 4 pages Exemption list for your approval,

Your sincerely,

For, Gulf Concrete & Cement Products Co. Ltd

Managing Director
(Ibrahim Khan)





0222934

THE UNITED REPUBLIC OF TANZANIA

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE
NO. 042111 ISSUED ON
16/10/2017 *Ujodun*

AMENDMENT ON SECTION 10 & 11
HAVE BEEN EFFECTED

No: 042111 *Ujodun*

This is to certify that

.....
GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
.....

of address.....
P.O. BOX 6191

.....
DAR ES SALAAM
.....

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXX~~
~~XXXXXX~~ equity of the enterprise known as

.....
GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
.....

Which is located at
PLOT NO. 13, BUGURUNI MALAPA, ILALA & PLOT NO. 49

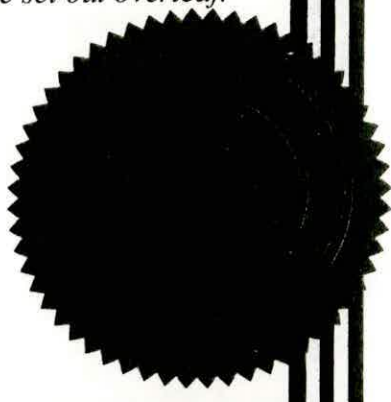
.....
MIKOCHENI INDUSTRIAL AREA - KINONDONI
.....
DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.

.....
Ujodun
.....
Ag. Executive Director

Tanzania Investment Centre
P.O.Box 938, Dar es Salaam

Dated 13RD JANUARY 2017



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:-

1. Shareholders
- | | Nationality | Shareholding (%) |
|----------------------------|------------------|------------------|
| Salim Salah Hamood | Tanzanian | 1 |
| Mohamed Said Khaila | Oman | 99 |
2. Proposed Activities: **To Establish Granite Crushing Project**
3. Sector: **Manufacturing** Subsector: **Granite Processors**
4. Investment cost: Foreign **-** Local **USD 5m.** Total **USD 5m.**
5. Project Financing:
Equity **USD 2.2m.** Loans **USD 2.8m.** Total **USD 5m.**
6. Source, terms and conditions of loan
7. Assets to be invested:
- | Capital items: | Foreign | Local | Total |
|----------------|----------|----------------|----------------|
| | - | USD 5m. | USD 5m. |
8. Technology Agreement **None**
9. Date of TIC Registration: **27th September 2011**
10. Implementation period **September 2011 - August 2017**
11. Operative date **September 2017**
12. Investment Incentive Grade: As defined in part III Section 19(1), (2) and Section 20 of the Tanzania Investment Act, 1997
- (i) Applicable Import Duty **And VAT as per Customs Tariff Act, 1976 & VAT Act, 2014**
 - (ii) Applicable with-holding Tax **As per Income Tax Act, 2004 (as amended)**
 - (iii) Eligibility of Capital Allowances **As per Income Tax Act, 2004 (as amended)**
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
- (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or ammended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the Centre
15. Additional conditions attached to Certificate
Finished Goods are Not Allowed Under This Certificate

Signed 
Ag. Executive Director

CTIN.: 0866738



TANZANIA REVENUE AUTHORITY

**CERTIFICATE OF REGISTRATION
FOR
TAXPAYER IDENTIFICATION NUMBER (TIN)**

(ISSUED UNDER SECTION 133 OF THE INCOME TAX ACT NO. 11 OF 2004)

THIS IS TO CERTIFY THAT

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED
.....

has been registered with the Tanzania Revenue
Authority and assigned the Taxpayer
Identification Number

109-845-426
.....

with effect from 21-04-2010
.....


JOANNES N. A. MALLY

OFFICIAL SEAL

COMMISSIONER FOR DOMESTIC REVENUE

NOTE: THE REQUIREMENTS UNDER WHICH THIS CERTIFICATE IS ISSUED ARE STATED ON PAGE 4

EXEMPTION LIST- ONE UNIT STEEL STRUCTURE SHADE FOR STEEL PLANT

S.No	Description of Goods	QTY	Length	UNIT OF MEASURE	ITEM GROUP	EXEM REFERENCE
1	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
2	MAIN FRAME COLUMN ASSEMBLY	5	9734	MM	EQUIPMENT	109-845-426
3	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426
4	MAIN FRAME COLUMN ASSEMBLY	3	11250	MM	EQUIPMENT	109-845-426
5	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426
6	MAIN FRAME RAFTER ASSEMBLY	5	10656	MM	EQUIPMENT	109-845-426
7	PURLIN 200 ZX 2.5 THIK	20	10253	MM	EQUIPMENT	109-845-426
8	PURLIN 200 ZX 2.5 THIK	20	10253	MM	EQUIPMENT	109-845-426
9	Brace Bars	17	5628	MM	EQUIPMENT	109-845-426
10	Brace Bars	17	6148	MM	EQUIPMENT	109-845-426
11	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
12	MAIN FRAME COLUMN ASSEMBLY	2	9734	MM	EQUIPMENT	109-845-426
13	MAIN FRAME COLUMN ASSEMBLY	2	9734	MM	EQUIPMENT	109-845-426
14	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
15	MAIN FRAME COLUMN ASSEMBLY	2	11250	MM	EQUIPMENT	109-845-426
16	MAIN FRAME COLUMN ASSEMBLY	2	11250	MM	EQUIPMENT	109-845-426
17	MAIN FRAME COLUMN ASSEMBLY	5	11000	MM	EQUIPMENT	109-845-426
18	PURLIN 200 ZX 2.5THIK	20	10253	MM	EQUIPMENT	109-845-426
19	PURLIN 200 ZX 2.5THIK	25	9900	MM	EQUIPMENT	109-845-426
20	Brace Bars	15	4976	MM	EQUIPMENT	109-845-426
21	Brace Bars	12	5686	MM	EQUIPMENT	109-845-426
22	Brace Bars	8	6287	MM	EQUIPMENT	109-845-426
23	MAIN FRAME COLUMN ASSEMBLY	11	9734	MM	EQUIPMENT	109-845-426
24	MAIN FRAME COLUMN ASSEMBLY	3	9734	MM	EQUIPMENT	109-845-426
25	PURLIN 200 ZX 2.5 THIK	20	10253	MM	EQUIPMENT	109-845-426
26	GIRT 200 ZX 2.5 THIK	12	10253	MM	EQUIPMENT	109-845-426
27	GIRT 200 ZX 2.5 THIK	12	10253	MM	EQUIPMENT	109-845-426
28	Bright Bars	15	6027	MM	EQUIPMENT	109-845-426
29	Bright Bars	16	6336	MM	EQUIPMENT	109-845-426
30	Bright Bars	4	6455	MM	EQUIPMENT	109-845-426
31	MAIN FRAME COLUMN ASSEMBLY	5	9734	MM	EQUIPMENT	109-845-426
32	MAIN FRAME COLUMN ASSEMBLY	4	11250	MM	EQUIPMENT	109-845-426
33	MAIN FRAME RAFTER ASSEMBLY	3	10656	MM	EQUIPMENT	109-845-426
34	MAIN FRAME RAFTER ASSEMBLY	2	10656	MM	EQUIPMENT	109-845-426
35	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
36	Brace Bars	17	5781	MM	EQUIPMENT	109-845-426
37	Brace Bars	17	5727	MM	EQUIPMENT	109-845-426
38	TEMPLETS	14	850	MM	EQUIPMENT	109-845-426
39	TEMPLETS	8	450	MM	EQUIPMENT	109-845-426
40	TEMPLETS	4	400	MM	EQUIPMENT	109-845-426
41	TEMPLETS	2	400	MM	EQUIPMENT	109-845-426
42	TEMPLETS	4	300	MM	EQUIPMENT	109-845-426
43	ANCHOR BOLTS	80	655	MM	EQUIPMENT	109-845-426
44	ANCHOR BOLTS	874	835	MM	EQUIPMENT	109-845-426
41	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
42	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
43	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
44	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
45	PURLIN 200 Zx 2.00Thk	25	9900	MM	EQUIPMENT	109-845-426
46	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
47	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
48	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
49	MAIN FRAME COLUMN ASSEMBLY	3	11250	MM	EQUIPMENT	109-845-426
50	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426

ARCHITECTS AND QUANTITY SURVEYORS
Goset Costs Consult Ltd.
QPL 123.166.11/15
Sign: *[Signature]*
REGISTRATION BOARD
TANZANIA

ARCHITECTS AND QUANTITY SURVEYORS
Goset Costs Consult Ltd.
QPL 123.166.11/15
1231661115

51	MAIN FRAME RAFTER ASSEMBLY	2	10656	MM	EQUIPMENT	109-845-426
52	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
53	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
54	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
55	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
56	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
57	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
58	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
59	MAIN FRAME COLUMN ASSEMBLY	2	9734	MM	EQUIPMENT	109-845-426
60	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
61	MAIN FRAME COLUMN ASSEMBLY	2	11250	MM	EQUIPMENT	109-845-426
62	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426
63	MAIN FRAME RAFTER ASSEMBLY	4	11000	MM	EQUIPMENT	109-845-426
64	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
65	MAIN FRAME RAFTER ASSEMBLY	3	10656	MM	EQUIPMENT	109-845-426
66	MAIN FRAME COLUMN ASSEMBLY	3	9734	MM	EQUIPMENT	109-845-426
67	MAIN FRAME RAFTER ASSEMBLY	3	10656	MM	EQUIPMENT	109-845-426
68	MAIN FRAME RAFTER ASSEMBLY	4	11000	MM	EQUIPMENT	109-845-426
69	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
70	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426
71	MAIN FRAME COLUMN ASSEMBLY	1	11250	MM	EQUIPMENT	109-845-426
72	MAIN FRAME COLUMN ASSEMBLY	2	11250	MM	EQUIPMENT	109-845-426
73	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
74	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
75	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
76	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
77	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
78	PURLIN 200 Zx 2.00 Thk	25	9900	MM	EQUIPMENT	109-845-426
80	CRANE BEAM ASSEMBLY	20	8990	MM	EQUIPMENT	109-845-426
81	PURLIN 200 Zx 2.50 THK	150	9900	MM	EQUIPMENT	109-845-426
82	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
83	MAIN FRAME COLUMN ASSEMBLY	1	9734	MM	EQUIPMENT	109-845-426
84	CRANE BEAM ASSEMBLY	2	8990	MM	EQUIPMENT	109-845-426
85	CRANE BEAM ASSEMBLY	2	8990	MM	EQUIPMENT	109-845-426
86	MAIN FRAME RAFTER ASSEMBLY	4	11000	MM	EQUIPMENT	109-845-426
87	MAIN FRAME RAFTER ASSEMBLY	3	11000	MM	EQUIPMENT	109-845-426
88	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
89	100NB STRUT TUBE ASSEMBLY	10	8750	MM	EQUIPMENT	109-845-426
90	PURLIN 200 Zx 2.50 THK	87	9900	MM	EQUIPMENT	109-845-426
91	GIRT 200 Zx 2.00 THK	75	9900	MM	EQUIPMENT	109-845-426
92	MAIN FRAME RAFTER ASSEMBLY	8	10656	MM	EQUIPMENT	109-845-426
93	MAIN FRAME RAFTER ASSEMBLY	8	10656	MM	EQUIPMENT	109-845-426
94	100NB STRUT TUBE ASSEMBLY	8	8750	MM	EQUIPMENT	109-845-426
95	CRANE BEAM ASSEMBLY	12	8990	MM	EQUIPMENT	109-845-426
96	CRANE BEAM ASSEMBLY	4	8990	MM	EQUIPMENT	109-845-426
97	MAIN FRAME RAFTER ASSEMBLY	4	10656	MM	EQUIPMENT	109-845-426
98	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
99	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
100	RAKE ANGLE L 50x40x1.80	44	3000	MM	EQUIPMENT	109-845-426
101	ANGLE L 50x40x1.80	56	674	MM	EQUIPMENT	109-845-426
102	ANGLE L50x40x 1.80	21	695	MM	EQUIPMENT	109-845-426
103	ANGLE L50x40x 1.80	14	706	MM	EQUIPMENT	109-845-426
104	ANGLE L 50x40x1.80	112	720	MM	EQUIPMENT	109-845-426
105	ANGLE L 50x40x1.80	14	726	MM	EQUIPMENT	109-845-426
106	ANGLE L50x40x 1.80	14	732	MM	EQUIPMENT	109-845-426
107	ANGLE L 50x40x1.80	14	748	MM	EQUIPMENT	109-845-426
108	ANGLE L 50x40x1.80	14	772	MM	EQUIPMENT	109-845-426
109	ANGLE L 50x40x1.80	1066	876	MM	EQUIPMENT	109-845-426
110	ANGLE L 50x40x 1.80	88	890	MM	EQUIPMENT	109-845-426



111	ANGLE L 50x40x1.80	306	916	MM	EQUIPMENT	109-845-426
112	ANGLE L 50x40x 1.80	88	934	MM	EQUIPMENT	109-845-426
113	ANGLE L 50x40x1.80	88	970	MM	EQUIPMENT	109-845-426
114	ANGLE L 50x40x1.80	88	980	MM	EQUIPMENT	109-845-426
115	PEAK ANGLE L 50 x 50 x 3.0	66	625	MM	EQUIPMENT	109-845-426
116	GIRT 200 Zx 2.00 THK	72	9900	MM	EQUIPMENT	109-845-426
117	GIRT 200 Zx 2.00 THK	4	9560	MM	EQUIPMENT	109-845-426
118	GIRT 200 Zx 2.00 THK	4	9560	MM	EQUIPMENT	109-845-426
119	GIRT 200 Zx 2.00 THK	4	706	MM	EQUIPMENT	109-845-426
120	GIRT 200 Zx 2.00THK	10	6931	MM	EQUIPMENT	109-845-426
121	GIRT 200 Zx 2.00THK	31	6956	MM	EQUIPMENT	109-845-426
122	GIRT 200 Zx 2.00 THK	8	6931	MM	EQUIPMENT	109-845-426
123	GIRT 200 Zx 2.00THK	4	7021	MM	EQUIPMENT	109-845-426
124	GIRT 200 Zx 2.00 THK	3	3771	MM	EQUIPMENT	109-845-426
125	GIRT 200 Zx 2.00THK	3	3836	MM	EQUIPMENT	109-845-426
126	GIRT 200Zx 2.00THK	10	6521	MM	EQUIPMENT	109-845-426
127	GIRT 200 Zx 2.00 THK	2	6336	MM	EQUIPMENT	109-845-426
128	GIRT 200 Zx 2.00 THK	2	6746	MM	EQUIPMENT	109-845-426
129	GIRT 200 Zx 2.00 THK	6	6521	MM	EQUIPMENT	109-845-426
130	GIRT 200 Zx 2.00 THK	4	8582	MM	EQUIPMENT	109-845-426
131	GIRT 200 Zx 2.00THK	4	8582	MM	EQUIPMENT	109-845-426
132	MAIN FRAME RAFTER ASSEMBLY	9	11000	MM	EQUIPMENT	109-845-426
133	MAIN FRAME RAFTER ASSEMBLY	8	11000	MM	EQUIPMENT	109-845-426
134	MAIN FRAME RAFTER ASSEMBLY	4	11000	MM	EQUIPMENT	109-845-426
135	CRANE BEAM ASSEMBLY ^	8	8990	MM	EQUIPMENT	109-845-426
136	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
137	MAIN FRAME RAFTER ASSEMBLY	1	11000	MM	EQUIPMENT	109-845-426
138	STITCH COLUMN ASSEMBLY	1	10900	MM	EQUIPMENT	109-845-426
139	MAIN FRAME RAFTER ASSEMBLY	4	8354	MM	EQUIPMENT	109-845-426
140	MAIN FRAME RAFTER ASSEMBLY	4	8354	MM	EQUIPMENT	109-845-426
141	MAIN FRAME COLUMN ASSEMBLY	2	8843	MM	EQUIPMENT	109-845-426
142	END WALL COLUMN ASSEMBLY	2	9696	MM	EQUIPMENT	109-845-426
143	END WALL COLUMN ASSEMBLY	1	10321	MM	EQUIPMENT	109-845-426
144	END WALL COLUMN ASSEMBLY	1	11217	MM	EQUIPMENT	109-845-426
145	MAIN FRAME RAFTER ASSEMBLY	6	6000	MM	EQUIPMENT	109-845-426
146	12 MM SAG ROD ASSEMBLY	21	320	MM	EQUIPMENT	109-845-426
147	12 MM SAG ROD ASSEMBLY	4	755	MM	EQUIPMENT	109-845-426
148	12 MM SAG ROD ASSEMBLY	21	835	MM	EQUIPMENT	109-845-426
149	12 MM SAG ROD ASSEMBLY	4	965	MM	EQUIPMENT	109-845-426
150	12 MM SAG ROD ASSEMBLY	3	1005	MM	EQUIPMENT	109-845-426
151	12 MM SAG ROD ASSEMBLY	2	1020	MM	EQUIPMENT	109-845-426
152	12 MM SAG ROD ASSEMBLY	2	1070	MM	EQUIPMENT	109-845-426
153	12 MM SAG ROD ASSEMBLY	8	1110	MM	EQUIPMENT	109-845-426
154	12 MM SAG ROD ASSEMBLY	21	1175	MM	EQUIPMENT	109-845-426
155	12 MM SAG ROD ASSEMBLY	135	1220	MM	EQUIPMENT	109-845-426
156	12 MM SAG ROD ASSEMBLY	2	1250	MM	EQUIPMENT	109-845-426
157	12 MM SAG ROD ASSEMBLY	3	1280	MM	EQUIPMENT	109-845-426
158	12 MM SAG ROD ASSEMBLY	2	1295	MM	EQUIPMENT	109-845-426
159	12 MM SAG ROD ASSEMBLY	32	1310	MM	EQUIPMENT	109-845-426
160	12 MM SAG ROD ASSEMBLY	4	1380	MM	EQUIPMENT	109-845-426
161	12 MM SAG ROD ASSEMBLY	8	1460	MM	EQUIPMENT	109-845-426
162	12 MM SAG ROD ASSEMBLY	2	1475	MM	EQUIPMENT	109-845-426
163	12 MM SAG ROD ASSEMBLY	3	1490	MM	EQUIPMENT	109-845-426
164	12 MM SAG ROD ASSEMBLY		1520	MM	EQUIPMENT	109-845-426
165	12 MM SAG ROD ASSEMBLY		1585	MM	EQUIPMENT	109-845-426
166	12 MM SAG ROD ASSEMBLY	2220	1625	MM	EQUIPMENT	109-845-426
167	12 MM SAG ROD ASSEMBLY	114	1705	MM	EQUIPMENT	109-845-426
168	12 MM SAG ROD ASSEMBLY	506	1820	MM	EQUIPMENT	109-845-426
169	24MM BRACE ROD ASSEMBLY	12	10500	MM	EQUIPMENT	109-845-426

ARCHITECTS AND QUANTITY SURVEYORS
 COSTS CONSULTANTS
 QPL 123.185
 Sign: *[Signature]*
 REGISTRATION BOARD
 TANZANIA

170	24MM BRACE ROD ASSEMBLY	48	10870	MM	EQUIPMENT	109-845-426
171	CRANE BEAM ASSEMBLY	4	9145	MM	EQUIPMENT	109-845-426
172	CRANE BEAM ASSEMBLY	9	8990	MM	EQUIPMENT	109-845-426
173	WIND COLUMN SUPPORTING BEAM	1	8970	MM	EQUIPMENT	109-845-426
174	CRANE BEAM ASSEMBLY	1	9145	MM	EQUIPMENT	109-845-426
175	END WALL COLUMN ASSEMBLY	1	3850	MM	EQUIPMENT	109-845-426
176	WIND COLUMN SUPPORTING BEAM	1	3460	MM	EQUIPMENT	109-845-426
177	MAIN FRAME RAFTER ASSEMBLY	3	6000	MM	EQUIPMENT	109-845-426
178	MAIN FRAME RAFTER ASSEMBLY	3	6000	MM	EQUIPMENT	109-845-426
179	CRANE BEAM ASSEMBLY	6	8990	MM	EQUIPMENT	109-845-426
180	CRANE BEAM ASSEMBLY	8	8990	MM	EQUIPMENT	109-845-426
181	CRANE BEAM ASSEMBLY	2	9145	MM	EQUIPMENT	109-845-426
182	MAIN FRAME RAFTER ASSEMBLY	6	6000	MM	EQUIPMENT	109-845-426
183	24 x 95HSB (IBolt + INut + 2Washers)	1348		MM	EQUIPMENT	109-845-426
184	20 x 55HSB (IBolt + INut + 2Washers)	900		MM	EQUIPMENT	109-845-426
185	20 x 70HSB (IBolt + INut + 2Washers)	105		MM	EQUIPMENT	109-845-426
186	24 x 65HSB (IBolt + INut + 2Washers)	380		MM	EQUIPMENT	109-845-426
187	24 Dia Hillside Washers	352		MM	EQUIPMENT	109-845-426
188	16x55 HSB	60		MM	EQUIPMENT	109-845-426
189	12x30 MSB	9000		MM	EQUIPMENT	109-845-426
190	12x40 MSB	5000		MM	EQUIPMENT	109-845-426
191	CRANE BEAM ASSEMBLY	6	8990	MM	EQUIPMENT	109-845-426
192	24MM BRACE ROAD ASSEMBLY	24	9600	MM	EQUIPMENT	109-845-426
193	24MM BRACE ROAD ASSEMBLY	34	10830	MM	EQUIPMENT	109-845-426
194	24MM BRACE ROAD ASSEMBLY	24	11035	MM	EQUIPMENT	109-845-426
195	STITCH COLUMN ASSEMBLY	1	10900	MM	EQUIPMENT	109-845-426
196	END WALL COLUMN ASSEMBLY	1	10321	MM	EQUIPMENT	109-845-426
197	END WALL COLUMN ASSEMBLY	1	10938	MM	EQUIPMENT	109-845-426
198	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
199	MAIN FRAME RAFTER ASSEMBLY	1	10656	MM	EQUIPMENT	109-845-426
200	DOOR JAMB ASSEMBLY (ISMC 200)	2	6482	MM	EQUIPMENT	109-845-426
201	DOOR JAMB ASSEMBLY (ISMC 200)	2	5982	MM	EQUIPMENT	109-845-426
202	DOOR HEADER ASSEMBLY (ISMC 200)	1	7986	MM	EQUIPMENT	109-845-426
203	DOOR HEADER ASSEMBLY (ISMC 200)	2	6356	MM	EQUIPMENT	109-845-426
204	DOOR HEADER ASSEMBLY (ISMC 200)	1	9220	MM	EQUIPMENT	109-845-426
205	MAIN FRAME COLUMN ASSEMBLY	3	8843	MM	EQUIPMENT	109-845-426
206	MAIN FRAME COLUMN ASSEMBLY	3	8843	MM	EQUIPMENT	109-845-426
207	END WALL COLUMN ASSEMBLY	1	9696	MM	EQUIPMENT	109-845-426
208	END WALL COLUMN ASSEMBLY	1	9692	MM	EQUIPMENT	109-845-426
209	END WALL COLUMN ASSEMBLY	2	10942	MM	EQUIPMENT	109-845-426
210	END WALL COLUMN ASSEMBLY	1	10321	MM	EQUIPMENT	109-845-426
211	MAIN FRAME RAFTER ASSEMBLY	2	6000	MM	EQUIPMENT	109-845-426
212	MAIN FRAME RAFTER ASSEMBLY	3	6000	MM	EQUIPMENT	109-845-426



GULF CONCRET AND CEMENT PRODUCTS CO. LTD

PLOT 49 MIKOCHE NI INDUSTRIAL AREA

P. O. BOX 5055

DAR ES SALAAM

EXEMPTION LIST

ITEM	DESCRIPTION	QTY	UNIT OF MEASURE	ITEM GROUP	EXEM REF
No.					
1.0	PRE - FABRICATED STEEL STRUCTURES	100	SET		



THE UNITED REPUBLIC OF TANZANIA

0222203

Certificate of Incentives

(Section 17 of the Tanzania Investment Act, 1997)

THIS CERTIFICATE REPLACE/
EXTENDS THE PREVIOUS ONE

AMENDMENT ON SECTION 10&11
HAVE BEEN EFFECTED

NO. 042111 ISSUED ON *No:* 042111

19/9/2014

This is to certify that

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

of address P.O. BOX 6191

DAR ES SALAAM

has been granted a Certificate of Incentives to invest in a new, ~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~
~~XXXXXXXXXXXX~~ enterprise known as

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD

Which is located at PLOT NO. 13 BUGURNI MALAPA, ILALA & PLOT NO. 49

MIKOCHENI INDUSTRIAL AREA
KINONDONI - DAR ES SALAAM

Further particulars required by Section 17 of the Tanzania Investment Act are set out overleaf.


.....
Executive Director

Tanzania Investment Centre
P.O. Box 938, Dar es Salaam

Dated 16TH OCTOBER 2015



This Certificate is issued in accordance with the provisions of Section 17 of the Tanzania Investment Act, 1997 and subject to the conditions prescribed under item 14 and 15 hereafter:—

1. Shareholders
- | Shareholders | Nationality | Shareholding (%) |
|----------------------------|------------------|------------------|
| Salim Salah Hamood | Tanzanian | 1 |
| Mohamed Said Khaila | Oman | 99 |
2. Proposed Activities : **To establish granite crushing project**
3. Sector: **Manufacturing** Subsector **Granite Processors**
4. Investment cost: Foreign **-** Local **USD 5m.** Total **USD 5m.**
5. Project Financing: Equity **USD 2.2m.** Loans **USD 2.8m.** Total **USD 5m.**
6. Source, terms and conditions of loan.....
7. Assets to be invested:
- | Capital items: | Foreign | Local | Total |
|----------------|----------|----------------|----------------|
| | - | USD 5m. | USD 5m. |
8. Technology Agreement **None**
9. Date of TIC Registration: **27th September 2011**
10. Implementation period **September 2011 - August 2016**
11. Operative date. **September 2016**
12. Investment Incentive Grade: As defined in part III Section 19 (1), (2) and Section 20 of the Tanzania Investment Act, 1997
- (i) Applicable Import Duty **And VAT as per Customs tariff Act, 1976 & VAT Act, 2014**
 - (ii) Applicable with-holding Tax **As per Income Tax Act, 2004 (as amended)**
 - (iii) Eligibility of Capital Allowances **As per Income Tax Act, 2004 (as amended)**
13. Protection of Investment, Arbitration and Transfer of Foreign Currency: as defined in part III Section 21, 22 and 23 of the Act.
14. Conditions attached to this Certificate of Incentives
- (i) Date of Commencement of investment has to be notified to the Centre.
 - (ii) Certificate not to be transferred, assigned or amended
 - (iii) Failure to commence implementation within two years invalidates Certificate
 - (iv) Failure to operate investment must be notified to the Centre
 - (v) Changes in shareholding, project activities and level of invested capital must be notified to the centre
15. Additional conditions attached to Certificate
- Finished goods are not allowed under this Certificate**
- Signed 
Executive Director

Unclaimed refund beyond three years will be forfeited



TANZANIA INVESTMENT CENTRE

Shaaban Robert Street, P.O. Box 938, Dar Es Salaam, Tel. +255 22 2116328-31, Fax: +255 22 2118253

RECEIPT REC021530

No. 014852

Received from : GULF CONCRETE & CEMENT PRODUCTS CO. LTD

Address P.O. Box 5055 DSM

Received the sum of (In words): ONE THOUSAND AND ZERO CENTS ONLY

Being payment in respect of: CERTIFICATE OF INCENTIVES

Amount USD 1,000.00

Cash / Cheque No: D/Deposit 13/10

Date : 15-Oct-2015

B. Uisso

Receiving Officer

19

PROJECT FOR EXTENSION OF IMPLEMENTATION PERIOD

Name of the Project: Gulf Concrete and Cement
Products Company

Project Description: Certificate No: 042111

To establish granite crushing project

Approval Date: 27th September, 2011

Implementation Period Expiry: September 2011 – August 2015

Number of Previous Extensions: One

Reasons for this Extension:

To accomplish the implementation of the project

Recommendations:

I recommend the project implementation period be extended for one year

Decision:



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LTD - AMORTISATION AND DEPRECIATION SCHEDULE

(Figures in TSh '000s.)

	Land & Build	Plant & Mach	Motor Vehicles	Office Furn. & Equip.	Tot Charge	Tot. Assets
Initial Investment						5,198,078
Cost	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Total Assets	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Depr/amortization rate	5%	10%	25%	20%		
Total investment per year	2,366,078	2,137,000	610,000	85,000	0	5,198,078
Year 1 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		5,198,078
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	118,304	213,700	152,500	17,000	501,504	4,696,574
Balance for the year	2,247,774	1,923,300	457,500	68,000	0	5,198,078
Year 2 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		5,198,078
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	236,608	427,400	305,000	34,000	1,003,008	4,195,070
Balance for the year	2,129,470	1,709,600	305,000	51,000	0	5,198,078
Year 3 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		5,198,078
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	354,912	641,100	457,500	51,000	1,504,512	3,693,566
Balance for the year	2,011,166	1,495,900	152,500	34,000	0	5,198,078
Year 4 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Available for the year	2,366,078	2,137,000	610,000	85,000		5,198,078
Charge for the year	118,304	213,700	152,500	17,000	501,504	
Accumulated	473,216	854,800	610,000	68,000	2,006,016	3,192,062
Balance for the year	1,892,862	1,282,200	0	17,000	0	5,198,078
Year 5 Opening balance	2,366,078	2,137,000	610,000	85,000		5,198,078
Additions	0	0	850,000	0	0	850,000
Disposals	0	0	(610,000)	0	0	(610,000)
Available for the year	2,366,078	2,137,000	850,000	85,000		5,438,078
Charge for the year	118,304	213,700	212,500	17,000	561,504	
Accumulated	591,520	1,068,500	212,500	85,000	1,957,520	3,480,559
Balance for the year	1,774,559	1,068,500	637,500	0	0	5,438,078
Year 6 Opening balance	2,366,078	2,137,000	850,000	85,000		600,000
Additions	0	500,000	0	100,000		(85,000)
Disposals	0	0	0	(85,000)		5,953,078
Available for the year	2,366,078	2,637,000	850,000	150,000		5,953,078
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	709,823	1,332,200	425,000	30,000	2,497,023	3,456,055
Balance for the year	1,656,255	1,304,800	425,000	120,000	0	5,953,078
Year 7 Opening balance	2,366,078	2,637,000	850,000	150,000		5,953,078
Available for the year	2,366,078	2,637,000	850,000	150,000		5,953,078
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	828,127	1,595,900	637,500	60,000	3,121,527	2,831,551
Balance for the year	1,537,951	1,041,100	212,500	90,000	0	5,953,078
Year 8 Opening balance	2,366,078	2,637,000	850,000	150,000		5,953,078
Available for the year	2,366,078	2,637,000	850,000	150,000		5,953,078
Charge for the year	118,304	263,700	212,500	30,000	624,504	
Accumulated	946,431	1,859,600	850,000	90,000	3,746,031	2,207,047
Balance for the year	1,419,647	777,400	0	60,000	0	5,953,078
Year 9 Opening balance	2,366,078	2,637,000	850,000	150,000		2,400,000
Additions	0	1,500,000	900,000	0		(850,000)
Disposals	0	0	(850,000)	0		7,503,078
Available for the year	2,366,078	4,137,000	900,000	150,000		7,503,078
Charge for the year	118,304	413,700	225,000	30,000	787,004	
Accumulated	1,064,735	2,273,300	225,000	120,000	3,683,035	3,820,043
Balance for the year	1,301,343	1,863,700	675,000	30,000	0	7,503,078
Year 10 Opening balance	2,366,078	4,137,000	900,000	150,000		7,503,078
Available for the year	2,366,078	4,137,000	900,000	150,000		7,503,078
Charge for the year	118,304	413,700	225,000	30,000	787,004	
Accumulated	1,183,039	2,687,000	450,000	150,000	4,470,039	3,033,039
Balance for the year	1,183,039	1,450,000	450,000	0	0	7,503,078

Working Capital (Bank Overdraft)	3,147,517
Salaries and Cost of Operations -1 month	<u>8,345,595</u>
Financing	5,545,595
Long Term Loan -60%	<u>2,800,000</u>
Equity -40%	<u>8,345,595</u>
Total	
Loan Terms:	1 year
Grace period	5 years starting yr 2
Repayment	
Instalments	

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - PROJECT FINANCE

(Figures in TSh '000s)

Investment Required

<u>Land and Buildings</u>			
Fifteen acres Mining Claim Land	3plots	185,874	
Office Buildings, Stores and canteen	Various	160,204	
Water supply storage tanks	Various	20,000	
Pre-Mix Plot and Buildings		2,000,000	2,366,078
Total			
<u>Plant, Machinery and Equipment</u>			
Complete Set of Quarry Equipment, Motors, Conveyers, Rollers and installation costs.		1,800,000	
Complete set of concrete batch plant, mixing plant and batch station.		60,000	
Stand by Generator		10,000	
Stand by Generator		20,000	
Culvert Molding Machinery		15,000	
Paving stone Molding Machinery		15,000	
Kerb Stone Molding Machinery		20,000	
Weigh bridges		8,000	
VHF Radio Communication/Telephone		4,000	
Air Conditioners		4,000	
Computers/Printers		1,000	
Kitchen Equipment			
Pre-Mix Plant Additions:		50,000	
20,000lts Water Tanks (2)		10,000	
Welding Machines (2)		15,000	
Big Vobrators (2)		20,000	
Hand Drillers (4)		15,000	
High Pressure Water Pumps (3)		50,000	
Forklift Truck		20,000	
Laboratory Testing Centre Equipment			2,137,000
TOTAL \$			
<u>Motor Vehicles</u>			
Mining Trucks	2 units	80,000	
18Ton Dumping Trucks. Five forty tons capacity delivery trucks.	5 units	250,000	
Five ten ton capacity rotating tankers.	5 units	200,000	
ISUZU Bus for Workers' Transport	1 unit	30,000	
4WD vehicles	2units	50,000	610,000
<u>Furniture and Fittings</u>			
Office and Social Welfare Furniture, Fittings and Equipment			85,000

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - BALANCE SHEETS

Particulars	(Figures in TSh '000s)										
	Year 0	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
Fixed Assets	5,198,078	4,696,574	4,195,070	3,693,566	3,192,062	3,480,559	3,456,055	2,831,551	2,207,047	3,820,043	3,033,039
Current Assets:											
Stocks and stores	-	2,322,217	4,034,444	4,706,851	6,051,666	6,724,073	6,724,073	6,724,073	6,724,073	6,724,073	6,724,073
Debtors	-	3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
Cash and bank	3,147,517	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824
	3,147,517	9,949,900	13,820,730	18,481,556	23,841,638	35,449,682	44,578,002	56,752,355	70,223,047	82,664,754	98,855,172
Less:											
Current Liabilities:											
Creditors	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Net Working Capital	3,147,517	6,830,442	10,077,380	14,114,314	21,226,613	29,210,765	38,339,086	50,513,439	63,984,130	76,425,838	92,616,256
TOTAL	8,345,595	11,527,016	14,272,451	17,807,881	24,418,675	32,691,323	41,795,140	53,344,989	66,191,177	80,245,881	95,649,295
Shareholders' Fund	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000	2,800,000
Loan	5,545,595	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	-	-	-	-	-
Retained Earnings/(Loss)	0	3,181,421	7,035,974	11,680,523	19,400,437	28,782,204	38,995,140	50,544,989	63,391,177	77,445,881	92,849,295
TOTAL	8,345,595	11,527,016	14,272,451	17,807,881	24,418,675	32,691,323	41,795,140	53,344,989	66,191,177	80,245,881	95,649,295

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - PROFIT AND LOSS STATEMENTS

(Figures in TSh '000s)

Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
Revenue:										
Sales	43,301,988	52,560,993	62,547,582	82,026,686	92,963,578	94,822,849	96,719,306	98,653,692	100,626,766	102,639,301
Cost of Production	37,433,500	44,920,200	52,406,900	67,380,300	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000
Add: Opening stocks	-	2,079,639	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Less: Closing Stocks	2,079,639	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
Cost of Sales	35,353,861	43,256,489	51,783,008	66,132,516	74,243,108	74,867,000	74,867,000	74,867,000	74,867,000	74,867,000
GROSS PROFIT	7,948,127 18%	9,304,605 18%	10,764,574 17%	15,894,170 19%	18,720,470 20%	19,955,850 21%	21,852,307 23%	23,786,693 24%	25,759,767 26%	27,772,302 27%
Expenditure:										
Manpower Cost	336,708	336,708	336,708	336,708	353,543	353,543	353,543	353,543	353,543	353,543
Administration and Marketing	2,093,653	2,488,412	2,914,191	3,744,685	4,214,347	4,293,618	4,374,475	4,456,949	4,541,072	4,626,877
Interest	471,376	471,376	377,100	282,825	188,550	94,275	-	-	-	-
Total Expenditure	2,901,737	3,296,496	3,628,000	4,364,218	4,756,441	4,741,437	4,728,018	4,810,492	4,894,615	4,980,421
NPBD	5,046,391	6,008,009	7,136,574	11,529,952	13,964,029	15,214,413	17,124,288	18,976,201	20,865,152	22,791,881
Depreciation	501,504	501,504	501,504	501,504	561,504	624,504	624,504	624,504	787,004	787,004
NPBT	4,544,887 10%	5,506,505 10%	6,635,070 11%	11,028,448 13%	13,402,525 14%	14,589,909 15%	16,499,784 17%	18,351,697 19%	20,078,148 20%	22,004,877 21%
Taxation	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,973	4,949,935	5,505,509	6,023,444	6,601,463
NP After Tax Before Dividend	3,181,421 7%	3,854,554 7%	4,644,549 7%	7,719,914 9%	9,381,787 10%	10,212,836 11%	11,549,849 12%	12,846,188 13%	14,054,703 14%	15,403,414 15%
Retained Earnings C/fwd	3,181,421	7,035,974	11,680,523	19,400,437	28,782,204	36,995,140	50,544,969	63,391,177	77,445,881	92,849,295

BAGAMOYO MINING LTD - CASHFLOW STATEMENT

Particulars	(Figures in TSh '000s)									
	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
INFLOWS										
Profit as per P & L A/c	4,544,887	5,506,505	6,635,070	11,028,448	13,402,525	14,589,909	16,499,784	18,351,697	20,078,148	22,004,877
Add Back Depreciation	501,504	501,504	501,504	501,504	561,504	624,504	624,504	624,504	787,004	787,004
	5,046,391	6,008,009	7,136,574	11,529,952	13,964,029	15,214,413	17,124,288	18,976,201	20,865,152	22,791,881
Changes in Working Capital										
(Increase)/Decrease in Stocks	(2,322,217)	(1,712,227)	(672,407)	(1,344,815)	(672,407)	-	(158,038)	(161,199)	(164,423)	(167,711)
(Increase)/Decrease in Debtors	(3,608,499)	(771,584)	(832,216)	(1,823,259)	(911,408)	-	-	-	-	-
Increase/(Decrease) in Creditors	3,119,458	623,892	623,892	1,247,783	623,892	-	-	-	-	-
Inflow from operating activities	2,235,133	4,148,090	6,255,843	9,809,662	13,004,105	15,059,473	16,966,250	18,815,002	20,700,729	22,624,170
Inflow from Financing Activities										
Equity	2,800,000	-	-	-	-	-	-	-	-	-
Loan	5,545,595	-	-	-	-	-	-	-	-	-
	8,345,595	-	-	-	-	-	-	-	-	-
TOTAL INFLOWS	10,580,728	4,148,090	6,255,843	9,809,662	13,004,105	15,059,473	16,966,250	18,815,002	20,700,729	22,624,170
OUTFLOWS										
Fixed Assets Acquisition	5,198,078	-	-	-	850,000	600,000	-	-	2,400,000	-
Dividend to Financier	-	-	-	-	-	-	-	-	-	-
Dividend to Shareholders	-	-	-	-	-	-	-	-	-	-
Repayment of Loan	-	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-
Taxation paid	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,973	4,949,935	5,505,509	6,023,444	6,601,463
Total Outflows	6,561,544	2,761,071	3,099,640	4,417,653	5,979,877	6,086,092	4,949,935	5,505,509	8,423,444	6,601,463
Net Increase/Decrease in Cash Equivalent	4,019,184	1,387,020	3,156,203	5,392,008	7,024,229	8,973,382	12,016,315	13,309,493	12,277,284	16,022,707
Cash Equivalent Beginning of the Period	-	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118
Cash Equivalent at the End of the Period	4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - CASH FORECAST											
Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
										(Figures in TSh '000s)	
Sales Income	43,301,988	52,560,993	62,547,692	82,026,696	92,963,578	94,822,849	96,719,306	98,663,692	100,626,766	102,639,301	
Less: Debtors	3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,365,564	8,553,275	
Add: Collection from debtors	-	3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,365,564	
Operating Cash Inflow	39,693,489	51,789,410	61,715,366	80,403,427	92,052,170	94,667,910	96,561,268	98,492,493	100,462,343	102,471,590	
Shareholders' Funds	-	2,800,000	-	-	-	-	-	-	-	-	
Term Loan	-	5,545,595	-	-	-	-	-	-	-	-	
Total Cash Inflows	-	48,039,084	51,789,410	61,715,366	80,403,427	92,052,170	94,667,910	96,561,268	98,492,493	100,462,343	102,471,590
PAYMENTS:											
Operational Costs											
Staff Costs	336,708	336,708	336,708	336,708	353,543	353,543	353,543	353,543	353,543	353,543	
Cost of Operations	34,556,620	41,225,365	48,088,174	61,862,306	68,676,599	68,628,083	68,628,083	68,628,083	68,628,083	68,628,083	
Administration & Marketing Costs	2,093,653	2,468,412	2,914,191	3,744,685	4,214,347	4,293,618	4,374,475	4,456,949	4,541,072	4,626,877	
Payment to Creditors	-	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	
Loan Interest	471,376	471,376	377,100	282,825	188,550	94,275	-	-	-	-	
Taxation	1,363,466	1,651,952	1,990,521	3,308,534	4,020,757	4,376,973	4,949,935	5,505,509	6,023,444	6,601,463	
Loan Repayment	-	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-	
Capital Expenditure -Project	5,198,078	-	-	-	850,000	600,000	-	-	2,400,000	-	
Total Outflow	-	44,019,900	50,402,390	58,559,164	75,011,419	85,027,941	85,694,528	84,544,853	85,183,001	88,186,059	86,446,863
Net Cash Flow	-	4,019,184	1,387,020	3,156,203	5,392,008	7,024,229	8,973,382	12,016,316	13,309,493	12,277,284	16,022,707
Balance B/Fwd.	0	-	4,019,184	5,406,204	8,562,408	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118
Cumulative Cash Balance	0	4,019,184	5,406,204	8,562,408	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824

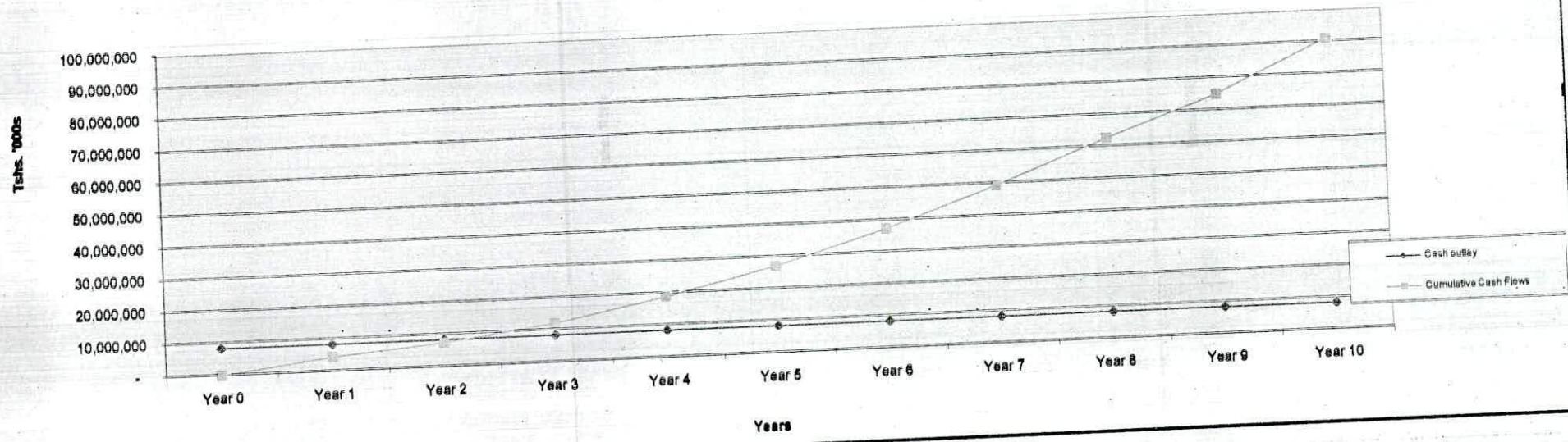
GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - PAYBACK ANALYSIS

(Figures in TSh '000s)

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Initial cash outlay	<u>(8,345,595)</u>	-	-	-	-	-	-	-	-	-	-
Net Cashflows	-	4,490,560	2,967,514	4,642,422	6,783,953	8,321,898	10,176,776	12,016,315	13,309,493	12,277,284	16,022,707
Cumulative Cashflows	-	4,490,560	7,458,074	12,100,496	18,884,449	27,206,347	37,383,123	49,399,438	62,708,931	74,986,215	91,008,922

Payback Period is about 2 Years and 4 Months.

PAYBACK PERIOD ANALYSIS GRAPH



GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - WORKING CAPITAL

Particulars	Basis	(Figures in TSh '000s)									
		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
INVENTORY:											
Maintenance Equipment	1 months	158,203	189,844	221,484	284,766	316,406	316,406	316,406	316,406	316,406	316,406
Fuel and Oils	1/2 month produ	84,375	101,250	118,125	151,875	168,750	168,750	168,750	168,750	168,750	168,750
		242,578	291,094	339,609	436,641	485,156	485,156	485,156	485,156	485,156	485,156
WIP	1/2 month produ	1,039,819	1,871,675	2,183,621	2,807,512	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458
Finished Goods	1/2 month produ	1,039,819	1,871,675	2,183,621	2,807,512	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458	3,119,458
DEBTORS:											
1 Month Sales		3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
		3,608,499	4,380,083	5,212,299	6,835,557	7,746,965	7,901,904	8,059,942	8,221,141	8,385,564	8,553,275
Cash and Bank		4,019,184	5,406,204	8,562,406	13,954,415	20,978,644	29,952,025	41,968,340	55,277,833	67,555,118	83,577,824
TOTAL CURRENT ASSETS		9,949,900	13,820,730	18,481,556	26,841,638	35,449,682	44,578,002	56,752,355	70,223,047	82,664,754	98,855,172
CURRENT LIABILITIES											
Operating expenses	1 month	3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
TOTAL CURRENT LIABILITIES		3,119,458	3,743,350	4,367,242	5,615,025	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917	6,238,917
NET WORKING CAPITAL		6,830,442	10,077,380	14,114,314	21,226,613	29,210,765	38,339,086	50,513,439	63,984,130	76,425,838	92,616,256

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - LOAN AND INTEREST

(Figures in TSh '000s)

Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
LC Facility	5,545,595	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	-	-	-	-
Principal Repayment	5 equal Instl	1,109,119	1,109,119	1,109,119	1,109,119	1,109,119	-	-	-	-
Interest at 8.5%	471,376	471,376	377,100	282,825	188,550	94,275	-	-	-	-
Total Repayments	471,376	1,580,495	1,486,220	1,391,944	1,297,669	1,203,394	-	-	-	-
Balance outstanding at Close	5,545,595	4,436,476	3,327,357	2,218,238	1,109,119	-	-	-	-	-

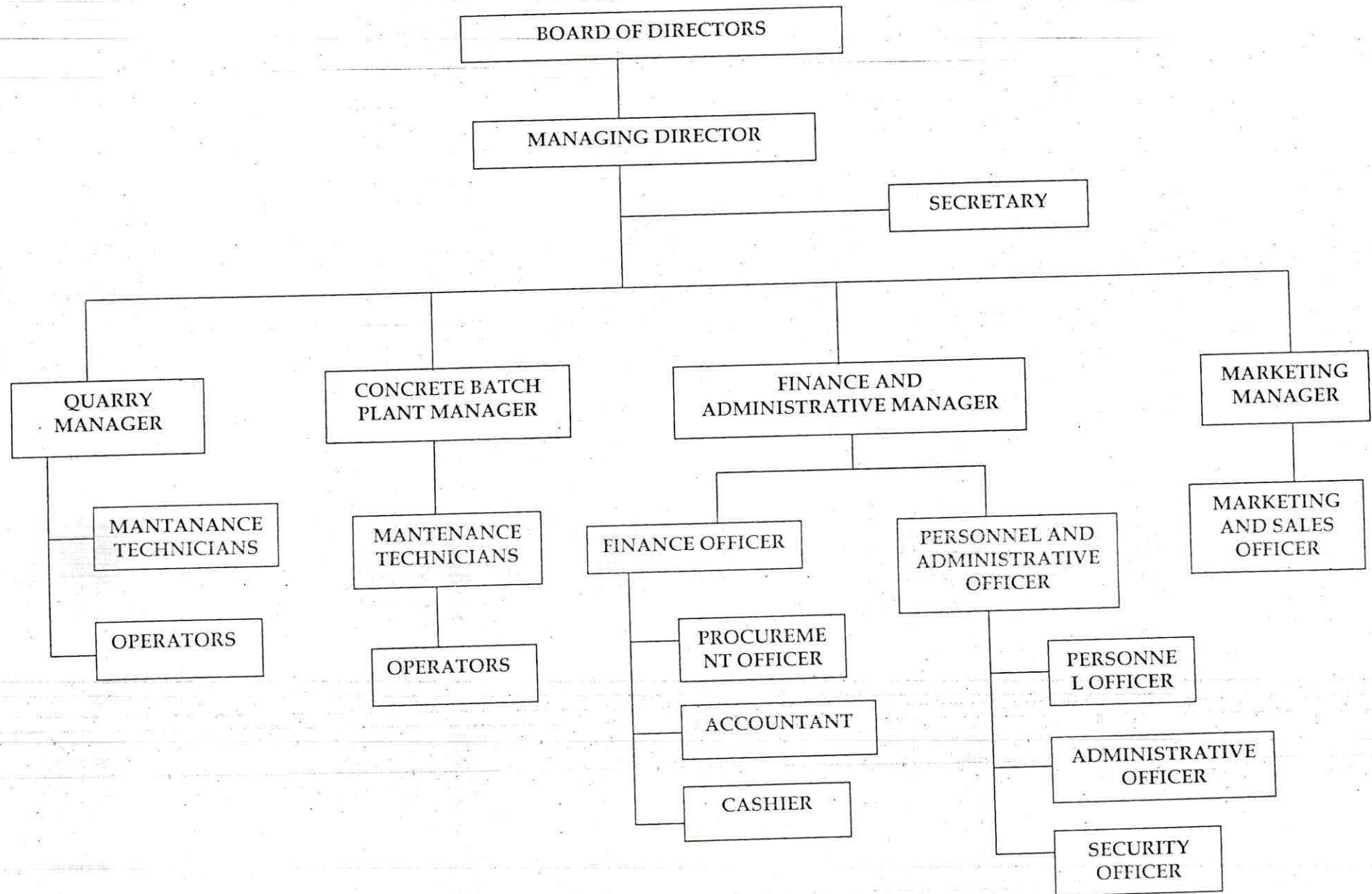
		VALUE									
		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10
SALES VALUE:											
Aggregate	TSh '000s	8,640,000	10,575,360	12,584,678	16,503,907	18,704,428	19,078,516	19,460,087	19,849,288	20,246,274	20,651,200
Premix Concrete	TSh '000s	30,240,000	37,013,760	44,046,374	57,763,674	65,465,497	66,774,807	68,110,303	69,472,509	70,861,959	72,279,199
Cement Products:											
Cement Blocks	TSh '000s	217,728	266,499	317,134	415,898	471,352	480,779	490,394	500,202	510,206	520,410
Paving Slabs	TSh '000s	272,160	333,124	396,417	519,873	589,189	600,973	612,993	625,253	637,758	650,513
Kerb Stones	TSh '000s	264,600	323,870	385,406	505,432	572,823	584,280	595,965	607,884	620,042	632,443
Stormwater Pipes (30,000-100)	TSh '000s	3,307,500	4,048,380	4,817,572	6,317,902	7,160,289	7,303,495	7,449,564	7,598,556	7,750,527	7,905,537
Crusher Dust	TSh '000s	360,000	440,640	524,362	627,663	779,351	794,938	810,837	827,054	843,595	860,467
TOTAL SALES		43,301,988	52,560,993	62,547,582	82,026,686	92,963,578	94,822,849	96,719,306	98,653,692	100,626,766	102,639,301
TOTAL NET SALES		43,301,988	52,560,993	62,547,582	82,026,686	92,963,578	94,822,849	96,719,306	98,653,692	100,626,766	102,639,301

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED - INCOME SUMMARY

(Figures in 100,000)

Particulars	Unit	Basis Tons/Hr	QUANTITY											
			Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10		
Primary Input														
Stone Crushing	M ³	300	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Installed Capacity			720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000
Achievable Capacity 80%			50%	60%	70%	90%	100%	100%	100%	100%	100%	100%	100%	100%
Planned Activity Level														25
Particulars	Unit		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10		
Total Input	Tons		360,000	432,000	504,000	648,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	
Aggregate -90%	M ³		324,000	388,800	453,600	583,200	648,000	648,000	648,000	648,000	648,000	648,000	648,000	
Crasher Dust -10%	M ³		36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000	
TOTAL PRODUCTION			360,000	432,000	504,000	648,000	720,000	720,000	720,000	720,000	720,000	720,000	720,000	
Total Aggregates	M ³		324,000	388,800	453,600	583,200	648,000	648,000	648,000	648,000	648,000	648,000	648,000	
Transfer to Sales:														
Aggregate Sales 50%	M ³		162,000	194,400	226,800	291,600	324,000	324,000	324,000	324,000	324,000	324,000	324,000	
Crusher Dust			36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000	
Used in Production:														
Premix Concrete 40%	M ³		129,600	155,520	181,440	233,280	259,200	259,200	259,200	259,200	259,200	259,200	259,200	
Cement Products 10%:	M ³		32,400	38,880	45,360	58,320	64,800	64,800	64,800	64,800	64,800	64,800	64,800	
SALES VOLUME:														
Direct Sales														
Aggregate	M ³		162,000	194,400	226,800	291,600	324,000	324,000	324,000	324,000	324,000	324,000	324,000	
Crusher Dust	M ³		36,000	43,200	50,400	64,800	72,000	72,000	72,000	72,000	72,000	72,000	72,000	
Production Sales														
Premix Concrete	M ³		226,800	272,160	317,520	408,240	453,600	453,600	453,600	453,600	453,600	453,600	453,600	
Paving Slabs	Pcs		1,632,960	1,959,552	2,286,144	2,939,328	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920	3,265,920	
Kerb Stones	Pcs		567,000	680,400	793,800	1,020,600	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000	1,134,000	
Stormwater Pipes (30,000-100,000)	Pcs		70,875	85,050	99,225	127,575	141,750	141,750	141,750	141,750	141,750	141,750	141,750	
Cement blocks	Pcs		408,240	489,888	571,536	734,832	816,480	816,480	816,480	816,480	816,480	816,480	816,480	
Particulars	Unit		Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year - 6	Year - 7	Year - 8	Year - 9	Year - 10		
Aggregate	TSh	M ³	80,000	81,600	83,232	84,897	86,595	88,326	90,093	91,895	93,733	95,607		
Premix Concrete	TSh	M ³	200,000	204,000	208,080	212,242	216,486	220,816	225,232	229,737	234,332	239,019		
Cement Products:														
Cement Blocks	TSh	Pcs	800	816	832	849	866	883	901	919	937	956		
Paving Slabs	TSh	Pcs	250	255	260	265	271	276	282	287	293	299		
Kerb Stones	TSh	Pcs	700	714	728	743	758	773	788	804	820	837		
Stormwater Pipes (30,000-100,000)	TSh	Pcs	70,000	71,400	72,828	74,285	75,770	77,286	78,831	80,408	82,016	83,656		
Crusher Dust	TSh	M ³	15,000	15,300	15,606	15,918	16,236	16,561	16,892	17,230	17,575	17,926		

GULF CONCRETE AND CEMENT PRODUCTS COMPANY LIMITED ORGANISATION CHART



10.6. Recommendations.

This study has shown that the plan to develop the quarrying of granite aggregates, pre-mix concrete supply and concrete article manufacture through the acquisition of quarrying machinery and equipment, and acquiring of necessary working capital to run the company is technically feasible, economically viable, financially profitable and socially desirable and it is therefore strongly recommended so that the demonstrated benefits can be realized.

Given the commitment of the GCCPCL management, the quarrying of granite aggregates and concrete article manufacturing activities will be capable of generating a high turnover in both local and foreign currency with a tremendous impact on the economy.

It is therefore recommended that the investors with the objectives and the span of interest and magnitude of investment by GCCPCL should be supported by financing institutions to finance the new investment in quarrying equipment and transportation facilities in order to achieve the envisaged objectives and returns.

End

10.4.1. Power Supply

The lack of reliable electricity at the mining site and in Dar Es Salaam in general, will contribute to high operational costs in the production of products leading to lower profits in view of the high costs of electricity produced from diesel generators due to the ever increasing prices of oil in the world market. The possibility of using gas fired generators to mitigate this factor is being explored.

10.5.0. Conclusion

This study has demonstrated that Gulf Concrete and Cement Products Company Limited (GCCPCL) has acquired adequate mining claim rights to sustain operations of a large granite aggregates production, given the sufficient funding to finance the investment of the mining for aggregate production and concrete article manufacturing activities under GCCPCL management.

By undertaking the pre-mix concrete supply, concrete articles manufacture and the granites slabs cutting and polishing for export, the company can increase its profitability and net worth to become a leading exporter from East Africa.

The company will be managed as a private limited liability company and will be operated efficiently under private sector management ethics with overheads kept to a minimum.

The Government will benefit from taxes generated by the mining and concrete article manufacture operations especially VAT (to exceed \$ 100m per annum) to be paid by GCCPCL.

As a result of the large investment in the mining and concrete articles manufacturing activities the investors will enjoy incentives under the Tanzania's Investment Center policy, (The investment will be over \$ 300,000 therefore qualify as an Approved Enterprise under the 1997 TIC Act) under the priority group sectors.

The mining and concrete articles manufacturing activities will generate direct and indirect employment in the region for over 800 people in terms of the backward and forward linkages to the company activities.

10.2.3 The company management is now seriously engaged in building a strong financial and logistic infrastructure, firming up financing arrangements with local development banks and setting aside sufficient funds for investment in this project from its oil and other trading operations.

10.2.4 The GCCPCL landed assets especially the mining claim and the facility on Plot 49 Mikocheni Light Industries area can be used as collateral for obtaining development loans from local banks since all of them have title deeds and are of high values.

10.3 Opportunities

In planning what can be done by the company during the next five years, the investors have taken into account the opportunities that exist for the company to increase its net worth. The new management of the GCCPCL will have to use its experience and wisdom to overcome the threats or reduce their impact drastically and at the same time consider utilizing the available opportunities as follows:-

10.3.1 The prevailing improvement in investor confidence in Tanzania, in view of the new Tanzania Investment Centre Act 1997 and other fiscal policies which make mining and concrete article manufacturing especially granite aggregates quarrying a suitable investment destination in view of the ever increasing demand in the construction industry for granite aggregates and the concrete articles to be produced by the company.

10.3.2 To increase the Company's competitive edge and expand its market share for aggregate and pre-mix concrete. There exists an opportunity to undertake the manufacture of concrete articles from the quarry dust thereby increasing productivity and profitability.

10.3.3 The company has an opportunity to start cutting granite slabs, polish them for both local consumption and export markets in Europe, India, USA and Japan.

10.4 Threats

The Company will face various threats in the existing operational environment. These include the following:-

CHAPTER TEN

10. RECOMMENDATIONS

10.1 Mission of Gulf Concrete and Cement Products Company Limited Lugoba in Bagamoyo District.

Gulf Concrete and Cement Products Company Limited plans to create a new economic base in Lugoba and indeed in Bagamoyo District through the installation of a granite aggregate quarrying plant through the purchase of high quality quarrying machinery and equipment and acquiring necessary working capital to run the company in the next fifteen to twenty five years.

10.2 Strengths

Over the 30 years of existence of the granite aggregates quarrying in Lugoba of Bagamoyo District, the area has earned a reputation of being the best granite aggregates producing area in the Coast Region. This has given the current Gulf Concrete and Cement Products Company Limited (GCCPCL) management the desire to exploit this potential for developing a reputable operation and become the most successful and prosperous company in the construction materials industry in the future.

The following are considered to be, the strengths that GCCPCL has at its disposal that can be relied upon to enable the company grow and become prosperous.

10.2.1 The Company has a large and unsatisfied local market in Dar es Salaam and Tanzania as a whole for its products, which is a challenge to increase production to meet the ever increasing demand for aggregates and its allied products.

10.2.2 GCCPCL will over the years of its existence, build a name and goodwill among the public at large and the people of Tanzania especially in the supply of best quality granite aggregates in Tanzania. This will enable the company to market its products with relative ease in the future given proper and committed management from GCCPCL.

This will bring satisfaction and cultivate acceptability of develop good neighborhood spirit by the members of surrounding the mine.

9.5 Access Road.

The 3.6km access road from the main highway to the rehabilitated and maintained by the company to maintain throughout the year. The other members of the community surrounding villages will be able to use the road for transport crops and other goods to and from the market.

9.6 Mine Closure

Upon completion of each section of mining activities the site of all equipment and works. This may include filling and and vegetation replanted where it has been disturbed. The closure includes the restoration of the properties to the condition used for other purposes such as farming or grazing. Top stock piled will be spread over waste dumps and naturally allowed to grow. Trees will also be planted. All structures will be removed from the site and the original topography restored.

All employees and leaders of the members of the community informed of the closure of the mine well in advance and work for retraining so that they can look for alternative elsewhere.

9.7 Conclusion and Recommendations on the Environmental Management Plan.(ESMP)

The proposed project is environmentally friendly, commercially technically and financially sound and socially beneficial and recommended to be carried out as per schedule. With relevance of the GCCPCL, the Environmental and Social Management has been proposed to incorporate among others the identification summary of major anticipated environmental and social impact mitigation measures.

Company Limited is to minimize environmental degradation and optimize social benefits to the area. The specific objectives of the Environmental and Social Management Plan for Gulf Concrete Products Company Limited are:-

To develop actions and recommendations that the Company should adopt in the cutting of trees for firewood and charcoal to minimize environmental degradation impacts.

To develop actions and recommendation that the operation should adopt during the land clearing and operational phase to minimize social impacts.

To develop effective monitoring elements that will assist in the mitigation of adverse environmental impacts and the assessment of positive impacts.

To ensure that land recovery and leveling is carried out after the completion of the mining operations.

Objectives of a monitoring program essentially examines whether the identified project objectives are achieved as expected in terms of time.

In the case of the GCCPCL project, the monitoring program will ensure that proposed mitigation factors are followed and are effective.

9.3 Air Quality

If dust becomes a significant nuisance factor it will be controlled by spraying with water. Workers or laborers working in dusty areas such as mining pits, loading of rocks or gravel and crusher dust will be required to wear protective masks. It will be the duty of the Operations Manager to ensure that all employees wear protective masks when on duty.

9.4 Social Economic Impact

The presence of the mine at Lugoba will bring prosperity to the surrounding area during the life span of the mine. The company will implement a deliberate employment program to ensure employment of people from the community surrounding the mine. It will only employ people from regions where special skills are needed and are not available elsewhere.

CHAPTER NINE

9.0 ENVIRONMENTAL AND SOCIAL IMPACT ASSESSMENT

9.1 Environmental Impact Assessment

The project envisages being environmentally friendly in the air, flora and fauna, geomorphology social effects and area. The project will have no effect on the hydrology as no ground water is extracted. Water for drinking will be drawn from the Water supply pipeline which traverses the Lugoba area.

The project will have no gaseous emission that will affect the environment. No chemicals will be used. There will be little dust emissions. It is anticipated that there will be little or no damage to flora and fauna.

The area directly affected by the mining is basically miombo woodland with isolated grassland and has minimal animal population. Mining activities will attract animals to the site. The project is acceptable to the residents as this is a continuation and improvement of an existing cultural feature.

The people of Bagamoyo in particular have benefited from the granite aggregates in Lugoba area for over 30 years now. Several generations have relied on granite aggregates as a source of income and cash support. Now that GCCPCL wants to extend the granite aggregates quarrying by developing the Lugoba area, the envisioned project is welcome news to the people of Bagamoyo in the Lugoba area. Not only will it create employment for the people, it will also act as a catalyst for economic empowerment and improvement of the health and well being of the people in the project area. It will provide the much needed income to the surrounding villages and pay the production levy.

9.2 Environmental Management Plan

GCCPCL plans to adhere to all environmental standards as set out in the Mining (Environmental Management and Protection) Regulations. Measures to avoid, minimize or mitigate effects to the environment from this project will be taken. The general objective of the Environmental and Social Management Plan (ESMP) for Gulf Concrete and Cement Products Company Limited is to ensure that the project is carried out in a manner that is consistent with the principles of sustainable development.

Price per cubic meter in Tanzanian shillings:

Pre-mix concrete T. Shs.250,000

Granite aggregate T. Shs.100,000

Crusher dust T. Shs.80,000

Concrete articles will vary from T. Shs.5,000 and T. Shs.10,000 per piece depending on the product.

Concrete culverts T. Shs.30,000 to T. Shs.100,000 depending on size.

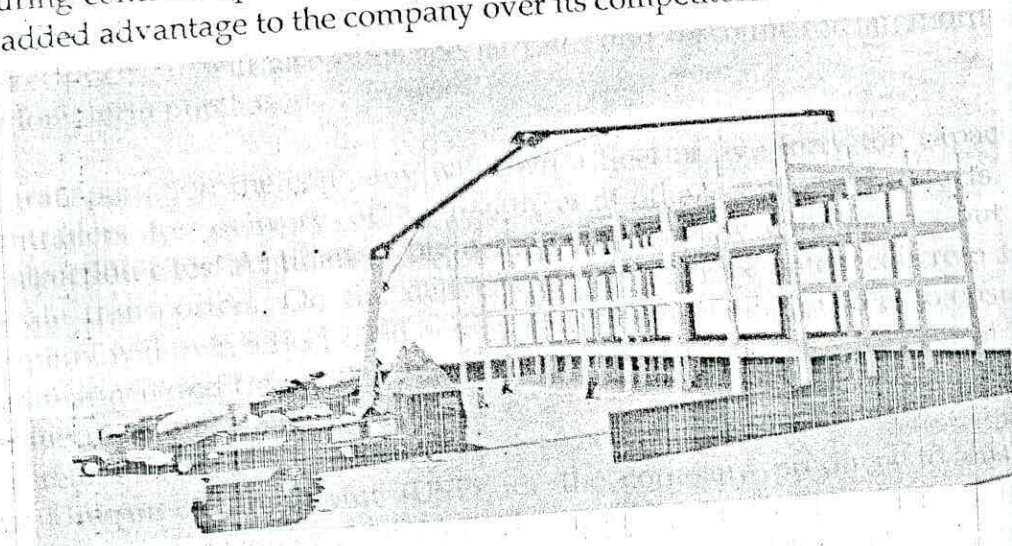
The price of ballast will be determined by the quantity ordered but will be T. Shs.100,000 per cubic meter on the average.

However since the company is a new comer to the aggregate and concrete trade it will adopt introductory prices which will be slightly lower than the market prices. It will also offer special rates and discount for large orders and long term purchasers.

On transportation the company will own a fleet of five forty ton capacity semitrailers for delivery of aggregate and other concrete products to construction sites. At times of big orders the company will contract out private transporters. On the delivery of the Pre-mix batch concrete the company will own a fleet of five ten ton capacity rotating tankers to ensure well planned and timely delivery schedules because this is very critical to the success of this operation.

The Unique Selling Point (USP) for the company products to ensure effective competition will be **New Technology, Safety Standards, Clean Environment, Quality Products and Strict Delivery Schedules.**

The special pneumatic pumps mounted on mobile trucks and capable of pouring concrete up to forty two (42) meters high (*fourteen floors*) will be an added advantage to the company over its competitors.



Gulf Concrete and Cement Products Company Limited

The management has also taken keen interest in the new development: the reconstruction of the central railway line with financing already firm up under the Millennium Challenge Account which is funded by the United States of America Government; and the intended interconnection of the East African Community countries by rail. The management will maintain a very close follow up on this new avenue because it will create a big market for the company products.

8.1.1 Other products

The company also plans to produce concrete articles like cement blocks, man-hole covers, paving slabs, paving blocks, curbstone and cement storm water culverts and pipes of various sizes for the internal market and if need be for export.

8.2 Marketing and Distribution of the Products

The company will import high quality machinery and equipment from China, Dubai, Germany and India and employ qualified technical personnel to ensure that the products produced are of the highest quality to meet international standards. Competition exists in the marketing of the concrete articles as there are several other small producers of granite at Lugoba and Msata. However with the superior machinery, the aggressive marketing plans, the quality of granite, pre-mix batch concrete and the concrete articles produced by GCCPCL will be able to compete favorably. The location of the pre-mix batch concrete plant on Plot 49 Mikocheni Light Industries are in the vicinity of the main construction centers in the city of Dar Es Salaam which will also be used for stockpiling of granite aggregate and other cement products will ensure timely delivery (real time) which is a critical aspect in the construction industry materials delivery.

8.3 Prices of the expected products

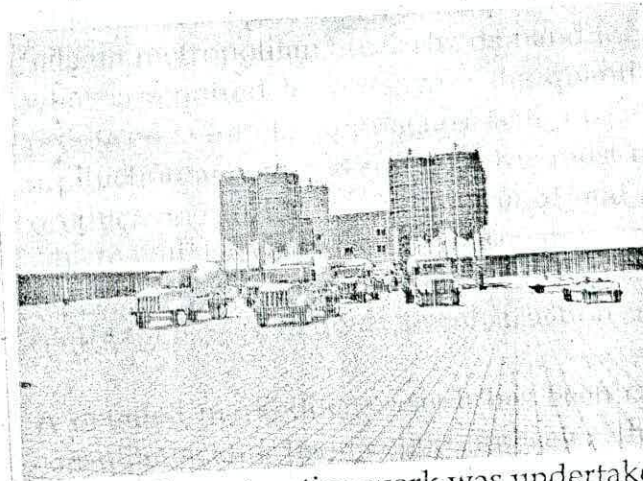
Gulf Concrete and Cement Products Company Limited expects to produce 2", 1 1/2", 1" 3/4" and 1/2" sizes of crushed granite including crusher dust as well as concrete articles made from the crusher dust. Ballast will also be produced on special order.

ready for delivery to construction sites by specially designed rot concrete delivery tankers.

8.1.0 Granite aggregate and Pre-mix Concrete Batch Plant Market

The market for granite aggregate exists in Tanzania especially in the Dar Es Salaam metropolitan area. The demand for granite aggregate is not met and what is required is to increase the quantity and quality of what is produced. Granite aggregates will make about 60% of the company's production and turnover, hence the most important product line. The product line in terms of importance and value is pre-mix batch concrete which will be produced at a separate mixing plant to be located on a separate site on Plot 49 Mikocheni Light Industries area close to the centre for ease of delivery to construction sites in Dar Es Salaam.

A detailed marketing research has been carried out by reputed market consultants and their report indicates that the construction industry in Tanzania has been growing at an average rate of 18.5% over the past five years. Reports from the Contractors Registration Board and the National Construction Council have shown that the average total value of construction projects in Tanzania has been Tanzanian Shillings Six hundred sixty three billion (Shs. 763,400,000,000) per year during the five years. Building construction accounted for 54% of the total value of



projects while construction accounted for 17% of total. The remaining 29% undertaken by Electrical Contractors, Mechanical Contractors and other specialized construction fields. The market research also indicated that close to 60% of the built-up construction work and 2

of the civil construction work was undertaken in Dar Es Salaam. The management of Gulf Concrete and Cement Products Company Limited, having taken into consideration the available market for its products in Tanzania and specifically in Dar Es Salaam, has targeted to capture 25% of the market in Dar Es Salaam and 20% of the market in the rest of the country as a starting point.

The management has also taken keen interest in the new development of the reconstruction of the central railway line with financing already finalized under the Millennium Challenge Account which is funded by the United States of America Government; and the intended interconnection of the East African Community countries by rail. The management will maintain a very close follow up on this new avenue because it will create a big market for the company products.

8.1.1 Other products

The company also plans to produce concrete articles like cement blocks, man-hole covers, paving slabs, paving blocks, curbstone and cement storm water culverts and pipes of various sizes for the internal market and if possible for export.

8.2 Marketing and Distribution of the Products

The company will import high quality machinery and equipment from China, Dubai, Germany and India and employ qualified technical personnel to ensure that the products produced are of the highest quality to meet international standards. Competition exists in the marketing of the concrete articles as there are several other small producers of granite at Lugoba Msata. However with the superior machinery, the aggressive marketing plans, the quality of granite, pre-mix batch concrete and the concrete articles produced by GCCPCL will be able to compete favorably. The location of the pre-mix batch concrete plant on Plot 49 Mikocheni Light Industries at the vicinity of the main construction centers in the city of Dar Es Salaam which will also be used for stockpiling of granite aggregate and other cement products will ensure timely delivery (real time) which is a critical aspect in the construction industry materials delivery.

8.3 Prices of the expected products

Gulf Concrete and Cement Products Company Limited expects to produce 2", 1 1/2", 1" 3/4" and 1/2" sizes of crushed granite including crusher dust as well as concrete articles made from the crusher dust. Ballast will also be produced on special order.

The management has also taken keen interest in the new development of the reconstruction of the central railway line with financing already up under the Millennium Challenge Account which is funded by the United States of America Government; and the intended interconnector between East African Community countries by rail. The management will very closely follow up on this new avenue because it will create a market for the company products.

8.1.1 Other products

The company also plans to produce concrete articles like cement man-hole covers, paving slabs, paving blocks, curbstone and cement water culverts and pipes of various sizes for the internal market and to be for export.

8.2 Marketing and Distribution of the Products

The company will import high quality machinery and equipment from China, Dubai, Germany and India and employ qualified technicians to ensure that the products produced are of the highest quality international standards. Competition exists in the marketing of concrete articles as there are several other small producers of granite at Msata. However with the superior machinery, the aggressive plans, the quality of granite, pre-mix batch concrete and the concrete produced by GCCPCL will be able to compete favorably. The location of the pre-mix batch concrete plant on Plot 49 Mikocheni Light Industrial in the vicinity of the main construction centers in the city of Dar es Salaam which will also be used for stockpiling of granite aggregate and cement products will ensure timely delivery (real time) which is an important aspect in the construction industry materials delivery.

8.3 Prices of the expected products

Gulf Concrete and Cement Products Company Limited expects to supply 2", 1 1/2", 1" 3/4" and 1/2" sizes of crushed granite including ballast as well as concrete articles made from the crusher dust. Ballast is produced on special order.

7.2.3 Care

The company Management will allow for and support community-based care for HIV/AIDS patients.

7.2.4 Community Based Terminal Care

The Company will ensure that it takes care of terminally ill employees and family members and in case of death funeral and burial services are provided for those employees who die whilst working with the company.

7.3 Gender and other Social Considerations

Gulf Concrete and Cement Products Company Limited is an equal opportunity employer without discrimination on gender, creed or ethnicity of the employee. If by mere coincidence the majority of the company employees turn out to be men, they will be paid equally with women. Gulf Concrete and Cement Products Company Limited plans to build a dispensary, nursery school, canteen, social services hall/shop, and a maize milling machine near the mining site to be available to all the employees and neighboring villages residents at affordable prices.

CHAPTER EIGHT

8.0 MARKETING

8.1 Market for the Products of the Company.

Gulf Concrete and Cement Products Company Limited will produce aggregate of sizes 2", 1 1/2", 1" 3/4" and 1/2" of crushed granite including crusher dust as well as concrete articles made from the crusher dust. The company will also produce ballast for use in the construction of railway lines but this product will only be produced on special order. About 40% of the aggregate to be produced will be transferred to the Pre-mix Concrete Batch Plant to be located in the outskirts of Dar es Salaam city where it will be mixed with cement and sand in required and appropriate ratios and

CHAPTER SEVEN

7.0 HUMAN RESOURCES DEVELOPMENT AND WELFARE

7.1 Human Resources Development Plan.

The company plans to limit itself to employing Tanzanians only. It does not expect to employ expatriates at the company and if any they will be employed on short term basis and for specific purpose and skills which are not available in the country. The expatriates will in most cases be used for training purposes. On recruitment policies the company will advertise for qualified and experienced Tanzania on the market, interview and recruit them. The company will also conduct in house, in country training programs for its operative staff. Management staff will get training to obtain state of the art management skills like use of computers, information technology, materials management and communication skills.

7.2 HIV/SDS Action Plan

Gulf Concrete and Cement Products Company Limited will put in place the following HIV/ADS Action plan in place.

7.2.1 Awareness

Education seminars, workshops, presentations, leaflets, television and visual aids will be presented by several groups including, District Health Officers, NGOs and religious groups. People already infected with HIV/AIDS virus will be appropriately counseled to take appropriate care and exercise restraint by not infecting others. The company will provide supporting services to them and where needed will provide free supplementary food and medicines.

7.2.2 Prevention

The Company Management will take positive action by providing facilities for distribution of condoms to sexually active partners and as a right of every employee. This will be facilitated through cooperation with District Health Officers and NGOs providing condoms at near free-of-charge prices. The company will also conduct seminars to employees and emphasize the HIV/AIDS awareness and the risks involved.

and at reduced prices. This will enable employees to have the modern houses for their families' sustainable life.

6.3 Recruitment

Recruitment of the operating manpower will be carried out over a six weeks by giving first preference to ex-employees of quarrying construction sectors based on a merit basis and their willingness to work for GCCPCL in Lugoba area in Bagamoyo District. A careful selection methodology will be worked out by a competent management consultant who will set up appropriate job descriptions and remuneration systems to ensure that the right caliber of staff is recruited.

6.4 Training and the use of Consultants

The company plans to carry out on - the - job training for most technical staff. The maintenance staff will be sponsored to go for field visits outside the country particularly to the machinery and equipment suppliers to familiarize themselves with the operations of the plant and machinery. In general the company will ensure that employees get new skills through operational procedures to increase their productivity through training. Educational and technical materials will be subsidized or paid for to motivate the workers to develop themselves educationally and in technical skills.

Alternatively those skills not required throughout the year will be provided by private consultants. These will include legal counsels, financial system auditors, and management consultants. To ensure efficient and scientific management, operational manuals will be prepared for core functions of the company.

CHAPTER SIX

6.0 MANAGEMENT AND ORGANIZATION

6.1 Management and Personnel.

The overall management of the company will be through a Directors to be appointed by the shareholders. The day to day management of GCCPCL will be headed by the Managing Director appointed by the company shareholders. He will set up a network that will be able to give a new spirit and workmanship to the company and enable it to pay dividends to the shareholders and repay the loan within a very short time. The Managing Director will also handle Corporate Planning. Under the Managing Director there will be three Department Managers namely Production and Technical, Finance and Administration and Marketing. The Department of Finance and Administration will have three sub-departments namely Personnel, Accounts and Stores.

The accountant will be responsible for the keeping of the books of accounts and the Personnel officer will be responsible for the day to day administrative, disciplinary, communications, and transport matters in the company while the Storekeeper will handle all the procurement and storage of all types of stores including ballasting materials, machinery spares and oils etc.

(See proposed Organization Chart under Annex 1 to this Report).

6.2 Availability of Labor

Tanzania has a large pool of middle level trained manpower in various sectors serving the mining and construction sectors. The company management plans to use incentives such as:-

Attractive progressive salary programmes.

Medical insurance for employee and dependants.

Social security benefits and other terminal benefits including education for children.

Housing and transport (Bus, Motorcycles and bicycles,) loans to staff.

In order to attract employees and retain them, the company will implement a self reliance housing scheme where the company will secure land in Lugoba town and provide building materials to employees on a self-reliance basis.

5.4 Projected Balance Sheets

The company balance sheets as shown in the Schedule of Projections are quite healthy. The net working capital moves of Shs. 3,147,517,000 in the first year to Shs. 92,616,256,000 in year 10. The company will own all its fixed assets from the end of year 1 through equity contributions and retained earnings. It has a substantial cash balance for further investments.

5.5 Projected Cash Flow Statements

The sources of funds will be equity, the short/medium term bank, profit before interest and taxes and depreciation. No additional equity or loan is required since all financing will be from retained earnings. Starting with modest Shs. 4 million in year 1 the company ends up with Shs. 16,022,707,000 cumulative in year 10.

5.6 Financial Internal Rate of Return

The discounted cash flow analysis calculated on the given data yields a financial internal rate of return of 28% before interest. This is an attractive indicator of performance for the company.

5.7 Payback Period

The payback period is calculated on the mining and manufacturing operations. The calculations show that the investment is recouped in two years and three months. This means the company can commence building up reserves within twenty seven months, making this an attractive investment in the building material industry.

CHAPTER FIVE

5.0 FINANCIAL PLAN AND FINACIAL PROJECTIONS

5.1 Project Start up Costs

The preceding investment by Gulf Concrete and Cement P Company Limited before application for loan financing for the investment amounts to \$1,361,078 made up of \$15,000 as the pre operational expenses, \$160,204 as office, stores and canteen buildings at the Lugoba site, \$185,874 by way of acquisition of the mining area and \$1,000,000 as acquisition of the property on Plot 49 at Mikocheni Light Industrial Estate which will be used for installation of the pre-mix concrete batch plant and manufacturing of various cement products and storage of bulk aggregates. This can be treated as the shareholders initial contribution to the project to show their seriousness and commitment to the project.

5.2 Full Project Costs

The full project costs are made up of the cost of acquiring new machinery and equipment amounting to US. \$1,957,000, acquisitions of motor vehicles amounting to US. \$ 660,000 and buildings amounting to US. \$ 2,060,000. The cost of office and canteen furniture, equipment and operating systems will cost US. \$323,000. These are expected to be financed through a US. \$2,800,000 short/medium term loan from a development bank at an interest rate of 8.5% per annum and US \$. 2,200,000 owner's equity. The initial working capital amounting to Shs. 3, 147,517,000 will be financed through a term overdraft from a commercial bank.

5.3 Projected Profit and Loss Statements

The profit before taxes of the combined operations amount to Shs.4,544,887,000 in year 1, Shs.13,402,525,000 in year 5 and Shs.22,004,877,000 in year 10. In terms of margins of net profit before taxes to turnover the performance is 10% in year 1 rising to 21% in year 10. This is adequate for a quarrying enterprise. Annual retained earnings to pay dividends accumulate from Shs. 3,181,421,000 in year one to Shs. 849,295,000 in year ten. This will be available for further investment and the operation is therefore attractive and profitable.

various sizes and 10% will be crusher dust which will be a production of various concrete products. Out of this total production of the aggregate will be sold directly to various contractors and 4 transferred to the pre-mix batch concrete plant for production of concrete to be delivered to various construction sites according to

4.6 Human Resources.

The overall management of the Company will be through a two Board of Directors at the beginning to be appointed by the shareholders. The day to day management of GCCPCL will be headed by the Managing Director who will also be the Chief Executive Officer of the company. The Internal Auditor will report directly to the Managing Director. The Technical and Production Department will be responsible for all production activities, granite production, pre-mix concrete production and aggregate manufacturing while the Marketing Department will be responsible for Sales and Promotional Activities of the company.

The Finance and Administration Department will handle the Finance, Administration functions and will have four sections. Personnel, Stores and Security. The Accountant will be responsible for the books of the company while the Personnel Officer will be responsible for the day to day personnel, administrative, disciplinary, commutation and transport matters of the company. The Security Officer will handle security matters of the company.

The supplies officer will procure and distribute all the company requirements including ballasting materials, quarry machinery, equipment, stores and thereof, fuel and oils.

This complete team will be able to instill high quality team spirit and excellent workmanship in the company and make it the most competitive in the construction materials industry in Tanzania. The company will be able to ensure good returns to the investors and financiers.

4.4 SUMMARY

Description	Amount in US Dollars
Land and Buildings	2,076,078
Plant, Machinery and Equipment	2,118,922
Motor Vehicles	660,000
Office and Social Welfare Furniture	130,000
Fittings and Equipment	15,000
Pre operational expenses	
Total S	5,000,000

4.5 Timing and Phasing of the project

The implementation of the project is expected to start in October 2010 become operational in July 2011 in which period the Gulf Concrete Cement Products Company Limited management will undertake following development programs to a sustainable satisfaction.

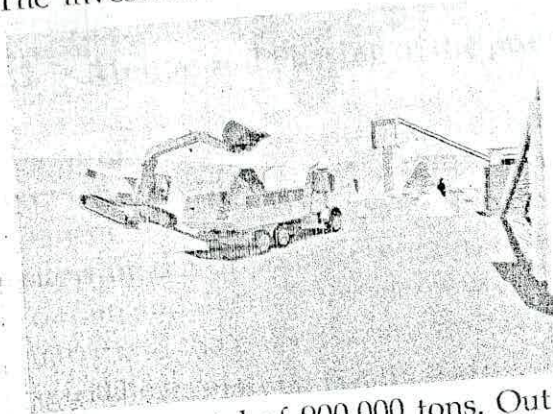
To train and develop the manpower that will be self sufficient to operate quarry and the pre-mix concrete batch plant.

To establish markets for its products through aggressive advertising radio, newspapers, pamphlets and television and of course personal to various civil and building contractors.

Enter into marketing and collaboration agreements with civil and building contractors and other users of aggregate, pre-mix concrete and concrete articles.

Consolidate the production of granite aggregate and concrete articles cope with demand.

The investors have already purchased the mining area from the pre operator and he has remove machinery and equipment from site.



The aggregate production plant have a capacity of producing 3,000 tons of aggregate per hour and will operate on a ten hour shift and produce 3,000 tons of aggregate per day. The plant will operate for 300 days in a year to produce a total of 900,000 tons. Out of this total 90% will be aggregate.

Culvert Pipes Molding Machinery	Various	20,000
Paving stone Molding Machinery	Various	15,000
Kerb Stone Molding Machinery	Various	15,000
Weigh bridges	Two	20,000
VHF Radio Communication/Telephone	Various	8,000
Air Conditioners	Various	4,000
Computers/Printers	Various	4,000
Kitchen Equipment	Various	1,000
TOTAL	\$	2,068,922

4.3.3 MOTOR VEHICLES

Description	Total Qty in year 1	Total Installation in \$
18Ton Dumping Trucks.	2 units	80,000
Five forty tons capacity delivery trucks.	5 units	200,000
Five ten ton capacity rotating tankers.	5 units	250,000
One 20,000 liter capacity water tanker	1 unit	50,000
Bus for Workers' Transport	1 unit	30,000
4WD vehicles	2units	50,000
TOTAL	\$	660,000

Table 4.3.4 FURNITURE AND FITTINGS

Description	Total Qty in year 1	Total costs in \$
Office and Social Welfare Furniture, Fittings and Equipment	Various	120,000
TOTAL \$		120,000

crusher dust. Office buildings and other social facility buildings will cost about 40,000 square meters.

Table 4.3.1 LAND AND BUILDINGS

Description	Total Qty in year 1	Total costs in
Fifteen acres Mining Claim Land at Lugoba	3plots	185,874
Office Buildings, Stores and canteen at Lugoba	Various	60,204
Factory and office buildings at Mikocheni	Various	1,810,000
Water supply storage tanks	Various	20,000
TOTAL	5	2,076,078

4.3.2 PLANT, MACHINERY AND EQUIPMENT

Description	Total Qty in year 1	Total costs in
Complete Set of Quarry Equipment, Motors, Conveyers, Rollers and installation costs. Complete set of concrete batch plant, mixing plant and batch station. Complete set of operational equipment and two pneumatic pumps (one mounted on a truck and one stationary but movable)	Various	1,781,922
One Stand by Generator	850 KVA	60,000
One standby Generator	100 KVA	10,000
Welding Machines	Two	10,000
Big Vibrators	Two	15,000
Land Drillers	Two	20,000
High Pressure Pumps	Two	15,000
One fork lift	One	50,000
Laboratory and testing Equipment	Various	20,000

4.4 Procurement of Quarrying and Transport Equipment and other equipment.

The management of Gulf Concrete and Cement Products Company Limited has made a careful evaluation of their machinery and equipment requirements and needs which are shown below.

- 1) One complete granite crushing plant with primary and secondary crushers with a capacity of producing 300 tons per hour of crushed products.
- 2) Two drilling machines.
- 3) One excavator with chain wheel equipped with a drilling hammer.
- 4) One back hoe excavator.
- 5) One mobile shovel.
- 6) One 850 KVA standby Generator
- 7) Two ten tons capacity mining trucks.
- 8) One water pump
- 9) Five forty tons capacity transport trucks.
- 10) One thirty passenger's capacity bus.
- 11) Two 4WHD double cabin pickups
- 12) One welding machine
- 13) Four hand drillers
- 14) One forklift

The Pre-mix Concrete Plant which will be located on Plot 49 Mikocheni Light Industry area in the outskirts of Dar Es Salaam city will have the following machinery and equipment.

- 1) One Complete Concrete Mixing Plant with a capacity of mixing 120 cubic meters of concrete per hour.
- 2) One 100 KVA standby generator.
- 3) Five ten tons capacity rotating tankers.
- 4) Two pneumatic pumps for delivery of concrete up to 42 meters high to be used in high-rise buildings construction sites.
- 5) One 20,000 capacity water tanker.
- 6) One welding machine.
- 7) Two big vibrators.
- 8) Three high pressure water pumps.
- 9) Laboratory and Testing Centre Equipment

The quarry area at Lugoba in Coast Region has a total area of approximately fifteen acres. An area of approximately 120,000 square meters will accommodate the quarry machinery and aggregate storage areas including

mobile service phone providers like Tigo, Vodacom and Zein also provide services. There is a Three Phase Electricity supply at Lugoba Township and a connecting power supply line to the mine site. Due to frequent electricity supply interruptions, the company will install an 850 KVA electricity standby generator at the site to ensure uninterrupted electricity supply for smooth operations.

The site at Mikocheni Light Industries area comprises of a five acres plot with two large factory buildings, a one storey office building comprising of twelve rooms, a main store building, a conference room, a small mosque, a generator building and the necessary ablution buildings. The area is well served with the necessary infrastructure like roads, water, electricity and telephone services.

4.3 Characteristics of the Granite Available at the Lugoba Quarry site

The Promoters of the project have been issued with Primary Mining license (PMLs) by the Ministry of Minerals and Energy (Eastern Zonal Office) for mining granite rock basically as building materials. The area is said to contain more than 45 million cubic meters of granite rock that can be economically mined.

In November 2009 the Promoters requested the Department of Geology of the University of Dar es Salaam to carry out engineering tests of sample collected from the quarry site and the results were very good and were as follows:-

4.3.1 Petrography Analysis

Rock type; quartz feldspathic GNEISS with garnet. Mineral content from two samples (Quartz 36-60, feldspar 15-16, biotitic 1-2 hornblende 1-2 garnet 15-16, opaque 2-3)

4.3.2 Engineering Tests

Density (kg/m³) 3020
Water Absorption (%) 0.6
Aggregate crushing value 15-20
Aggregate reactivity value 18-20
Unconfined Compressive strength (MPa) 200

3.6 Economic Rate of Return

The economic rate of return has been calculated on the total investment without any shadow coefficients because most of the transactions are based in Tanzania Shillings, which are very easily convertible to foreign exchange. With the above approach the Economic Rate of Return (ERR) as shown in the schedules to this study is quite high for the mining and concrete article manufacturing industry.

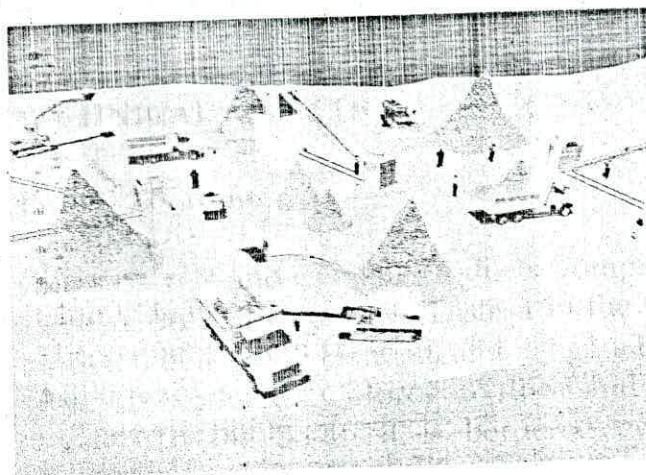
CHAPTER FOUR

4.0 TECHNICAL ASPECTS

4.1 Project Location.

Gulf Concrete and Cement Products Company Limited quarry is located in the Lugoba Area in Bagamoyo District in the Coast Region. To the North it is bordered by Kilindi, Handeni and Pangani Districts of Tanga Region. To the west it is bordered by Morogoro Rural and Mvomero Districts of Morogoro Region. To the South it is bordered by Kibaha in Coast Region and Kinondoni District in Dar es Salaam Region and to the East it is bordered by the Indian Ocean. Based on the 2002 census the total population of Bagamoyo District was 228,967 people of which 187,812 is rural and 41,155 is urban i.e. 82% and 18% respectively.

4.2 Available Infrastructures.



The mining site in Lugoba Area in Bagamoyo District can be reached by one major highway; Chalinze-Segera highway on the way to Tanga from Dar es Salaam. The mine/quarry site is 8 km from Dar Es Salaam and 3.6 km off the Chalinze-Segera highway turning left about 2 km from Lugoba town. The road to the mining site is passable throughout the year. On telecommunications, Lugoba is linked to TTCL network for land lines for telephones and fax services while

3.4 Incentives Available under Tanzania Investment Centre Act 1997.

Under the industrial classification by Tanzania Investment Centre project will be classified under the Lead Sectors where it will qualify for a number of incentives under the TIC Certificate Of Incentives since the investment for new investment is in excess of at least \$ 300,000 for projects whose majority shares are owned by foreigners. Other incentives include:

The recognition of private property and protection against an commercial risks.

Reduced import tariff on project capital items (5% investment in priority sectors and zero % for investments in lead sectors):

Favorable investment allowances and deductions (100%) on incurred buildings, plant and machinery and on agricultural expenditure;

Deferment of VAT payment on project capital assets

Import duty drawback on raw materials

Zero-rated VAT on manufactured exports

Straight line accelerated depreciation allowance on capital goods

Yearly appreciation of unrecovered capital investment in mining

A five year carryover of all business losses against future profits

A reasonable corporate tax rate 30% and low withholding tax rate on dividends (10%) and on loan interest (0%)

The right to transfer outside the country 100% of foreign exchange earnings, profits and capital

The ease of obtaining other permits such as residence/work permits, industrial license, trading license etc

Automatic permit of employing up to five foreign nationals on the project holding Certificates of Incentives from the TIC.

3.5 Forward and Backward Linkages

On the macro-economic level there will be forward and backward linkages. The backward linkage will be for the people of Dar es Salaam and neighboring townships to be able to get quality granite building material for their construction projects. Other linkages are to the products of iron and water supply, electricity, communication services, fuel and oil supply, vehicles and equipment maintenance service used by the quarry. Forward linkages will be to the construction industry, the transporters deliver the products to the various building contractors to Dar es Salaam and the neighboring townships.

3.2 Foreign Exchange Generation, Impact and Diversification Plans

The company intends to sell 100 per cent of its goods to the local market due to the existence of many foreign contractors undertaking large projects in Tanzania about 40% of the sales will be paid for in foreign currency. The company will be able to retain 100 percent of these payments to pay for its foreign procurements like valuable inputs and spare parts for quarry plant and machinery without requesting the Central Bank for funds. This will make the company a large contributor of foreign exchange earnings to the National Foreign Exchange Reserve. This impact is quite substantial.

On diversification, the company plans to set up concrete art manufacturing facilities which will produce paving slabs, kerb stones, cement blocks, storm water and sewerage water pipes etc using the residue crusher dust produced through the process of crushing the granite to produce aggregate.

3.3 Government Revenue

The project will generate revenue to the Government as follows:-

Import duties

Excise duties

Vehicle registration fees and taxes

Quarrying license and royalties

Corporate taxes (income)

Payroll levy

Skills development levy

Personal income tax (PAYE)

Withholding taxes on interest/dividends on the distribution of profits

Business licenses

Export taxes

Land rent and property taxes.

Although the company will be entitled to the incentives under the Investment Centre Act (since the amount invested is greater than \$ 300,000 for a joint venture with foreign majority shareholding to qualify as Approved Enterprises) as an inducement to the investors, the taxes become payable after four years.

granite and limestone aggregates for the construction industry in Tanzania. The Company was incorporated on 8th April 2010 under Certificate of Incorporation Number 75781.

2.5 Purpose of the Project

The purpose of the project is to purchase quarrying, machinery and equipment, installation of the mining and processing machinery and equipment at the mining and quarry site at Lugoba area in Bagamoyo District in order to mine and crush the granite into aggregate and transport it by trucks and the pre-mix batch concrete and other cement products to customers in Dar Es salaam and elsewhere in Tanzania hence run the mine/quarry profitably. The investors have already purchased the mining site from the previous operator who has already removed all his machinery and equipment. They have also purchased factory premises on Plot 49 Light Industry area where the pre-mix concrete plant will be installed. The premises will also be utilized for production of various cement products and as a storage area for bulk aggregate awaiting delivery to customers. Once the machinery and equipment arrive on site, the erection and installation will take ninety days and operations will start soon after. The suppliers of the machinery will send five qualified engineers and technicians to supervise and assist the local personnel in the installation of the machinery. They will also train the local personnel on the operations of the machinery and equipment.

CHAPTER THREE

3.0 ECONOMIC ASPECTS OF THE PROJECT.

3.1 Employment Generation

The granite aggregates quarry will create employment for 60 permanent employees. The cost per job created is Shs. 5,611,800 per annum, which works out to Shs. 336,708,000 for sixty employees per annum. Another 800 jobs will be created through indirect employment, first on the backward linkages, the transporters who deliver the product to the premix batch plant and onwards to the contractors, the producers of concrete articles and on the forward linkage on the employment created through building contractors and their sub contractors.

enhancement and support of the construction industry in Tanzania. They are highly conversant with the mining and construction sectors in Tanzania.

2.2 Activities

The objectives and activities for which the company is established are as follows:

To carry on the business of quarrying of granite, limestone, quartz, feldspar and sand and buying and selling of minerals of all sorts and kind in Tanzania and elsewhere and trading in minerals in and outside Tanzania.

To apply for, purchase, take on lease, minerals claims and mining rights and licenses of any nature whatsoever in respect of any minerals within Tanzania or elsewhere.

To purchase, take on lease or otherwise acquire for any interest therein, and to hold, build upon, work exercise, develop, finance, and turn to account, building plots and lands of any nature and of any tenure in Tanzania or elsewhere and to sell, let on lease or otherwise dispose thereof and grant right there over.

To carry on business of sellers, distributors and to extract, treat, cure, submit to any process of manufacture and prepare for market, deal in and turn to account and agricultural or forest produce of any description whatsoever.

2.3. Offices

The company has a registered office in Dar es Salaam at SIDO Small Business House along Bibi Titi Mohamed Street on Plot No. 12, Room 1-A next to the College of Business Education. The company also plans to have other two field offices, one at the mining and granite quarry site about 3.6 km off the Chalinze - Segera Highway at Lugoba Minor Settlement and the other at the Pre-mix Concrete Batch Plant on Plot 49 Mikocheni Light Industries area on the outskirts of Dar Es salaam City along the Bagamoyo Road.

2.4 Legality of the Company and the business.

The company is a Private Limited Liability Company registered under the Companies Act 2002 in the name of Gulf Concrete and Cement Products Company Limited and as the name implies, specializes in mining of both

CHAPTER TWO

2.0. INTRODUCTION

2.1 Name and Ownership of the Company

Gulf Concrete and Cement Products Company Limited is a private limited liability company incorporated in Tanzania on 8th April 2010 in accordance with the companies Act 2002 under Certificate of Incorporation No. 75781. Gulf Concrete and Cement Products Company Limited intends to produce granite aggregate, ballast, pre-mix batch concrete and various cement products including; cement blocks, paving slabs, storm water concrete pipes and culverts etc. for sale to the construction industry in Dar Es Salaam, neighboring areas and all over Tanzania.

The current directors of the company are as follows:

Mr. Mohamed Said Khaila

Mr. Salim Salaha Hamud

The following are details of their shareholding in the company:

Name of Shareholder	Number of Shares held	Position /Role
Mr. Mohamed Said Khaila	990	Director and Chairman
Mr. Salim Salaha Hamud	10	Director
Total	1,000	

The directors have vast experience in trading in construction materials and petroleum products in Tanzania and the neighboring countries. Some of these construction products are imported mostly from the Middle East Countries, China and Japan. The establishment of this company in Tanzania is a deliberate move by the investors to utilize local materials in the

1.6 Economic Appraisal

In addition to the proved commercial viability of this project, it is also economically viable on a number of parameters.

The project will attract foreign exchange through sales in foreign currency to foreign construction companies which are more than 50% in the class one rating according to the Tanzania Contractors Registration Board. The foreign exchange impact on the economy is thus quite substantial.

The project will generate employment for 60 new jobs on permanent terms. Over 800 indirect employment opportunities will be generated through forward and backward linkages. This will have a big effect on the economy by way of family members of employees and other people who will be supported by the workers.

The project will contribute substantially, to Government revenue by way of taxes, levies, royalties and licensing fees.

The project will enhance forward linkages in the granite aggregates and construction industries in the economy.

1.7 Conclusion

This feasibility report shows that the project is financially profitable, economically desirable, commercially viable and socially acceptable. The project is based on a well-founded base as Gulf Concrete and Cement Products Company Limited management has considerable experience and the company has the financial ability to undertake this business.

Based on the commitment of the Management of this company and with support of short/medium term financing institutions, Gulf Concrete and Cement Products Company Limited will be capable of generating a big turnover with a big impact on the Tanzania's economy.

It is therefore recommended that this project with the objectives and span of interest and magnitude demonstrated above, be given full support by a short/medium term loan from banks and all other institutions concerned.

1.3 Management and Organization

The intended activities of the company call for an organizational structure that is self supporting and capable of attracting high caliber staff in view of the attractive recruitment procedures and remuneration packages. A training program will be instituted so that all technical jobs are manned by capable Tanzanians and few foreigners. Some of the incentives will include free on the job training, study tours to the machinery and equipment suppliers to familiarize the employees with the machinery operations and maintenance. Other specialized services like legal counsel, auditors and transporters will be hired as necessary while operational, stores and accounting manuals will be prepared by external consultants for permanent use by the company to ensure consistency and efficiency and ensure smooth operations.

1.4 Capital Cost and Capitalization

The total cost of the project is envisaged to be US \$. 5,000,000 which will cover pre-operational expenses, machinery and equipment purchase, local transport, handling and installation, motor vehicles and office buildings and operational systems. This investment will be financed through investors' equity and a short/medium term loan. The investors will provide a total of US \$. 2,200,000 as equity and local banks will provide a short/medium term loan of US. \$ 2,800,000 repayable in five years with one year grace period at an interest rate of 8.5% per year.

1.5 Financial Appraisal

On the basis of the various assumptions contained in the schedules, to this report, the net sales are expected to rise from T.shs. 43,301,988,000 in year one to T.shs.102,639,301,000 in year ten and profit after tax from the business operations of this project is expected to rise from T.shs. 3,181,421,000 in year one to T.shs. 15,486,714,000 in year ten. By the end of year 10 the company will have accumulated, reserves of T.shs. 83,577,824,000 if no dividends are paid out.

The company's cash generation from operations is good throughout the period under consideration. Cash balances accumulate rapidly from T.shs. 3,181,421,000 in year one to T.shs. 92,849,295,000 in year 10.

The company's internal rate of return (IRR) before interest and taxes is 28%. The payback period is **two years and three months**. All these tests confirm the financial viability of the project.

CHAPTER ONE

1.0 EXECUTIVE SUMMARY

1.1 The project

The investment proposal herein sets out to examine the economic viability, financial profitability and social desirability of the acquisition of aggregate production quarry machinery and equipment for the production of 300 tons per hour on a ten hours single shift of various sizes of granular aggregate at Lugoba in Bagamoyo District in Coast Region. The project involves a forward integration process of establishing a pre-mix batch processing plant for production of ready mixed aggregate concrete to be delivered to construction sites ready for use by contractors. While the quarry will be located at Lugoba, the pre-mix batch concrete plant will be located at Mikocheni Light Industry Area in the outskirts of Dar Es Salaam City where major construction activities are taking place. Various concrete and cement products like paving slabs, storm water and sewage pipes and culverts, cement blocks etc will also be produced at the same site. This site which will be close to the construction sites will also be used for the storage of granite aggregate to facilitate quick delivery to customers.

1.2 The Market

There is a ready market for the company products in Tanzania and specifically in Dar Es Salaam where construction activities have increased tremendously during the past five years. Currently there are twelve other quarries near and around Dar Es Salaam which supply aggregate to contractors in and around Dar Es Salaam but the volumes produced are inadequate to meet contractors requirements. There are also five pre-mix concrete batch production companies in Dar Es Salaam, four of which are owned by construction companies and cater for their own needs. Only one of them has excess capacity and supply limited quantities of pre-mix concrete to other contractors. Despite the presence of these competitors in the market the company's marketing strategy, superior quality of the products and timely delivery of the company products will enable it to compete effectively. The marketing plan aims at controlling approximately twenty five percent (25%) of the market in Dar Es Salaam and approximately twenty percent (20%) of the remaining market in the country.

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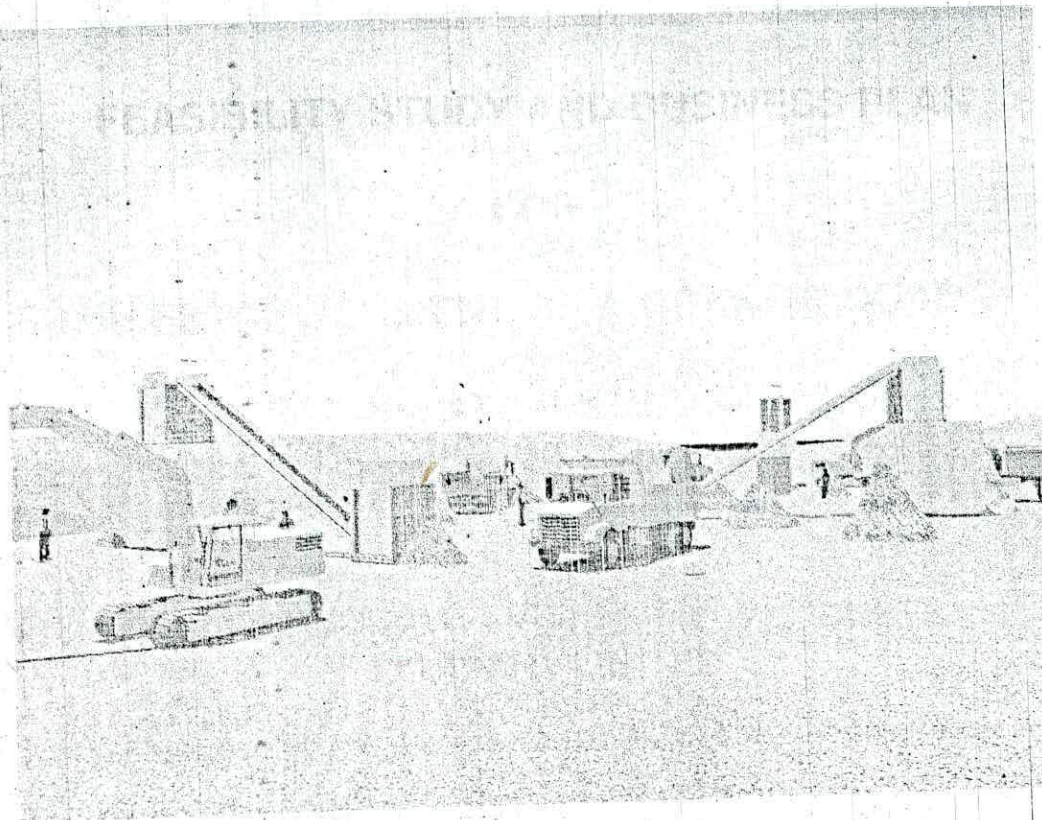
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ANNEX A: Gulf Concrete and Cement Products Company Limited Organization Chart.

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FEASIBILITY STUDY AND BUSINESS PLAN
FOR
THE ESTABLISHMENT OF A GRANITE QUARRY
OPERATIONS AND PREMIX CONCRETE
PRODUCTION BUSINESS
FOR
GULF CONCRETE AND CEMENT PRODUCTS
COMPANY LIMITED



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