

## Income Statement for the Pharmaceutical Production of Medical Reagents and the Construction and Running of Pharmaceutical Warehouse and Hospital Laboratory Services in Tanzania

	audited figures as of 2021	Expected 2022	1. financial year (= 1. fy)	2. financial year	3. financial year	4. financial year	5. financial year	Assumptions
Sales medicines and equipment	3.564.322.352	3.856.895.246	4.435.429.533	5.100.743.963	5.865.855.557	6.452.441.113	7.097.685.224	
Sales Increase in %		8%	15%	15%	15%	10%	10%	
Expenses for raw material/goods	2.436.091.267	2.622.688.767	2.971.737.787	3.366.491.016	3.871.464.668	4.258.611.135	4.684.472.248	
costs of material/goods ratio	68%	68%	67%	66%	66%	66%	66%	estimated reduction of our procurements costs especially due to larger quantities
<b>Gross profit</b>	<b>1.128.231.085</b>	<b>1.234.206.479</b>	<b>1.463.691.746</b>	<b>1.734.252.947</b>	<b>1.994.390.890</b>	<b>2.193.829.978</b>	<b>2.413.212.976</b>	
Wages and salaries, Social security and other employee cost	-983.454.717	-983.454.717	-1.467.485.473	-1.572.432.919	-1.683.428.184	-1.800.787.178	-1.924.841.405	
			+8 employees + 2 HTS/total 33	+ 1 employee/in total 34	+ 1 employee/in total 35	+ 1 employee/in total 36	+ 1 employee/in total 37	
Depreciation	-27.791.026	-28.902.667	-102.402.667	-102.402.667	-102.402.667	-102.402.667	-102.402.667	
other operating expenses	-760.239.974	-775.649.573	-770.432.052	-808.953.654	-849.401.337	-891.871.404	-936.464.974	
Other income	619.124.171	633.889.138	665.583.595	698.862.774	733.805.913	770.496.209	809.021.019	
Interest and similar expenses	-4.464.195	-4.242.763	-133.242.763	-130.242.763	-126.242.763	-122.242.763	-119.242.763	
			5%	5%	5%	5%	5%	
<b>Other income / Expenditure</b>	<b>-1.156.825.741</b>	<b>-1.158.360.582</b>	<b>-1.807.979.360</b>	<b>-1.915.169.229</b>	<b>-2.027.669.038</b>	<b>-2.146.807.802</b>	<b>-2.273.930.790</b>	
<b>Net operating income</b>	<b>-28.594.656</b>	<b>75.845.897</b>	<b>-344.287.614</b>	<b>-180.916.282</b>	<b>-33.278.148</b>	<b>47.022.176</b>	<b>139.282.186</b>	
<b>Net operating income in EUR</b>	<b>-11.671</b>	<b>30.958</b>	<b>-140.526</b>	<b>-73.843</b>	<b>-13.583</b>	<b>19.193</b>	<b>56.850</b>	

Exchange rate: 2.450,00 TZS

### Assumptions for the forecast:

<b>1. Personnel Expenses:</b>								
Wages, Salaries and other employee Cost		-983.454.717					annual salary increase:	
Wages, Salaries and other employee Cost per employee (23)		-42.758.901	-44.469.257	-46.248.027	-48.097.948	-50.021.866	-52.022.741	4,00%
<b>2. Deduction of the warehouse rent Dar</b>								
the expenses for warehouse rent Dar is to deduct:	44.000.000	TZS p.a.						
<b>3. Borrowings &amp; Equity injections</b>								
				Depreciation:				
2023: equity injection for land purchase	100.000 €	245.000.000 TZS		0				
2023: Borrowing of 1.000.000 €	1.500.000 €	3.675.000.000 TZS		73.500.000	2%	Depreciation		
<b>3. Interest Expenses of the Borrowings</b>								
2023: Borrowing of 1.500.000 €		3,5 % Interest	129.000.000 TZS	126.000.000 TZS	122.000.000 TZS	118.000.000 TZS	115.000.000 TZS	
		2,0 % Repayment	76.000.000 TZS	79.000.000 TZS	83.000.000 TZS	87.000.000 TZS	90.000.000 TZS	
			205.000.000 TZS	205.000.000 TZS	205.000.000 TZS	205.000.000 TZS	205.000.000 TZS	

# Balance Sheet

Organization:  
action medeor International Healthcare gGmbH

Date:  
20.01.2023

Balance Sheet								
	2021	Expected 2022	1. financial year	2. financial year	3. financial year	4. financial year	5. financial year	Comments:
<b>Non-current assets</b>	652.149.789	650.608.896	4.477.188.333	4.385.115.087	4.294.591.253	4.201.295.692	4.108.910.841	
Deferred income tax	32.518.924	59.880.698	68.862.802	79.192.223	91.071.056	100.178.162	110.195.978	
Property, plant and equipment	619.630.865	590.728.198	4.408.325.531	4.305.922.864	4.203.520.197	4.101.117.530	3.998.714.863	
<b>Current Assets</b>	3.060.841.636	3.413.979.831	3.541.607.213	3.956.011.677	4.584.549.868	5.078.208.641	5.702.200.704	
Inventories	1.212.534.202	1.312.063.539	1.508.873.070	1.735.204.030	1.995.484.635	2.195.033.098	2.414.536.408	
Current tax receivable	7.981.988	33.329.678	38.329.130	44.078.500	62.035.970	73.755.719	92.392.477	
Trade and other receivable	1.448.655.516	1.567.566.573	1.802.701.558	2.073.106.792	2.384.072.811	2.622.480.092	2.884.728.101	
Cash at bank and in hand	391.669.930	501.020.041	191.703.455	103.622.355	142.956.453	186.939.732	310.543.717	
<b>Total Assets</b>	<b>3.712.991.425</b>	<b>4.064.588.727</b>	<b>8.018.795.547</b>	<b>8.341.126.764</b>	<b>8.879.141.121</b>	<b>9.279.504.333</b>	<b>9.811.111.544</b>	
<b>Head Office Account</b>	290.164.544	366.010.441	266.722.827	85.806.545	52.528.397	99.550.573	238.832.759	
<b>Current Liabilities</b>	3.422.826.881	3.698.578.286	7.752.072.721	8.255.320.218	8.826.612.725	9.179.953.760	9.572.278.786	
Trade and other payables	2.090.354.108	2.261.938.182	2.601.228.910	2.991.413.246	3.440.125.233	3.784.137.756	4.162.551.532	
Current tax payable	50.769.264	54.936.595	45.140.302	37.203.463	42.783.983	39.112.495	43.023.745	
Deferred grants	1.128.153.838	1.228.153.838	1.353.153.838	1.553.153.838	1.753.153.838	1.853.153.838	1.953.153.838	
Borrowings	153.549.671	153.549.671	3.752.549.671	3.673.549.671	3.590.549.671	3.503.549.671	3.413.549.671	
<b>Total Liabilities</b>	<b>3.712.991.425</b>	<b>4.064.588.727</b>	<b>8.018.795.547</b>	<b>8.341.126.763</b>	<b>8.879.141.122</b>	<b>9.279.504.333</b>	<b>9.811.111.545</b>	

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Cash Flow Forecast								
	2021	Expected 2022	1. financial year (= 1. fy)	2. financial year	3. financial year	4. financial year	5. financial year	
<b>Profit / loss before income tax</b>	<b>-28.594.656</b>	<b>75.845.897</b>	<b>-344.287.614</b>	<b>-180.916.282</b>	<b>-33.278.148</b>	<b>47.022.176</b>	<b>139.282.186</b>	<b>net operating income gem. Income Statement</b>
+ Depreciation of property, plant and equipment	27.791.026	28.902.667	102.402.667	102.402.667	102.402.667	102.402.667	102.402.667	
+ Interest expense	4.464.195	4.242.763	133.242.763	130.242.763	126.242.763	122.242.763	119.242.763	
-/+ Increase/Decrease in inventories	-137.136.950	-99.529.337	-196.809.531	-226.330.960	-260.280.605	-199.548.463	-219.503.310	
-/+ Increase/Decrease in trade and other receivables	-335.729.787	-118.911.057	-235.134.986	-270.405.234	-310.966.019	-238.407.281	-262.248.009	
+/- Increase/Decrease in trade and other payables	276.375.042	171.584.074	339.290.727	390.184.336	448.711.987	344.012.523	378.413.776	
+/- Increase/Decrease in deferred grants	800.568.508	100.000.000	125.000.000	200.000.000	200.000.000	100.000.000	100.000.000	
- Income tax paid	-23.309.332	-23.542.425	-23.777.850	-24.015.628	-24.255.784	-24.498.342	-24.743.326	
<b>Cash from operating activities</b>	<b>584.428.046</b>	<b>138.592.582</b>	<b>-100.073.823</b>	<b>121.161.662</b>	<b>248.576.861</b>	<b>253.226.042</b>	<b>332.846.747</b>	
- Purchase of property, plant and equipment	-144.852.323	0	-3.920.000.000	0	0	0	0	
<b>Cash from investing activities:</b>	<b>-144.852.323</b>	<b>0</b>	<b>-3.920.000.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
+ Cash received from borrowings	0	0	3.675.000.000	0	0	0	0	
+ Cash inflow from equity injections	0	0	245.000.000	0	0	0	0	
- Repayments of borrowings	-115.594.594	-25.000.000	-76.000.000	-79.000.000	-83.000.000	-87.000.000	-90.000.000	
- Interest paid	-4.464.195	-4.242.763	-133.242.763	-130.242.763	-126.242.763	-122.242.763	-119.242.763	
<b>Cash from financing activities</b>	<b>-120.058.789</b>	<b>-29.242.763</b>	<b>3.710.757.237</b>	<b>-209.242.763</b>	<b>-209.242.763</b>	<b>-209.242.763</b>	<b>-209.242.763</b>	
<b>Net increase / (decrease) in cash and cash equivalents</b>	<b>319.516.934</b>	<b>109.349.819</b>	<b>-309.316.586</b>	<b>-88.081.100</b>	<b>39.334.098</b>	<b>43.983.280</b>	<b>123.603.984</b>	
<b>Cash and cash equivalents at start of the year</b>	<b>72.153.288</b>	<b>391.670.222</b>	<b>501.020.041</b>	<b>191.703.455</b>	<b>103.622.355</b>	<b>142.956.453</b>	<b>186.939.732</b>	
<b>Cash and cash equivalents at end of the year</b>	<b>391.670.222</b>	<b>501.020.041</b>	<b>191.703.455</b>	<b>103.622.355</b>	<b>142.956.453</b>	<b>186.939.732</b>	<b>310.543.717</b>	