



**BRODIES
HOLDINGS LIMITED**

DREDGING SOLUTIONS

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BUSINESS PLAN



Introduction

Our company, Brodies Holdings Limited is a part of the Ukrainian company "Sobi Group" – the most experienced and biggest hydrotechnical company in Eastern Europe. We have more than 25 years of experience in different projects as:

- Creating territories for construction purposes.
- Minerals (sand, breakstone, sapropel) mining and extraction.
- Rivers, ports, and channels bottom cleaning and deepening projects.
- River-banks reinforcement projects - gabions, etc.
- Riverine transportation

We also produce dredges, bridges, embankments, berths, piers, dams, drainage and irrigation channels, ponds.

Our international activities include hydrotechnical projects in Kazakhstan, Congo (DRC), Ghana, and Liberia.

Our fleet consists of hydraulic type dredgers which use the plain suction method.

A plain suction dredger is a stationary dredger positioned on one or more wires, with at least one dredge pump, which is connected to the suction pipe and the delivery pipe. The suction pipe is situated in a well in front of the pontoon.

The discharge of the soil sucked is done either by pipeline or by barges.

The working method is based on the "breaching process" and the erosion created by the flow near the suction mouth, generated by the dredge pump.

Breaching is a process of soil shearing on a slope caused by local instabilities or by erosion of the density current running along the slope to the suction mouth. These types of dredgers are frequently used in borrow pits for reclamation areas as well as for the borrowing of sand for the concrete industry.

There are few types of dredges in our company:

1. 3-decks dredges SSB 500/440 made by «Cheska Lodeniza» shipyard. Productivity – 4'000 cubic meters/hour.
2. Dredges MZ-6 2000/63 productivity – 2'000 cubic meters/hour.
3. Electric dredges 2000/63 productivity – 2'000 cubic meters/hour.
4. Dredges LS-27 1600/25 productivity – 1'600 cubic meters/hour.
5. Small dredges 400/20 productivity – 400 cubic meters/hour.

During next 10 years we intend to bring 4 LS-27 dredges for operating in different areas of the Republic of Tanzania such as Tanga, Mwanza, Dar es Salaam.

Thus, the main activity of the company in Tanzania is – rivers, ports, and channels bottom cleaning and deepening projects, pumping sand, cleaning and selling to concrete industries and construction companies.

Key project indicators for the first two years of the company's existence

- Investment by Brodies Holdings Limited to Tanzanian economy – **726'000 USD**
- Production of marketable products – sand – 20'000 cub/m per month and 480'000 cub/m for two years.
- Market price for sand – 6,6 USD per cub/m
- Expected gross Profit on a cumulative basis – 1'107'000 \$ for two years.
- Social program -**12 000** USD for period.
- Total number of employees- **16 ppl**.

COSTING OF THE PROJECT

Costing section	Subsection		Expenditure item		Jan-22 USD	Feb-22 USD	Mar-22 USD	Apr-22 USD	May-22 USD			
	#	Name	#	Name								
1	01.	SALLARY	1	Foreigners	3800	3800	5500	5500	5500			
					02.	Locals	1207.5	1207.5	3737.5	3737.5	3737.5	
	05.	Visas, work and residence permits	1	Foreigners	4,050.00		750.00					
					06.	Food	1	Foreigners DAR	450.00	450.00	450.00	450.00
							2	Foreigners SITE	0.00	0.00	900.00	900.00
	3	Locals SITE	0.00	0.00	600.00	620.00	620.00					
Total by section					9,507.50	5,457.50	11,937.50	11,207.50	11,207.50			
2	01.	Flights	1	International	0.00	0.00	4,800.00					
			2	Local	500.00	500.00	500.00	500.00	500.00			
Total by section					500.00	500.00	5,300.00	500.00	500.00			
3	01.	Purchasing of equipment	Total		529,352.51	94,660.00	0.00	0.00	0.00			
			Total by section		529,352.51	94,660.00	0.00	0.00	0.00			
4	01.	Machinery and Equipment	01.	Rent of cars and mechanisms	0.00	0.00	0.00	0.00	0.00			
			02.	Fuel	198.00	198.00	22,946.00	22,946.00	22,946.00			
			04.	Maintenance and repair	0.00	0.00	1,500.00	1,500.00	1,500.00			
			05.	Lubricants, filters	0.00	0.00	2,294.60	2,294.60	2,294.60			
			06.	Spare parts and components	500.00	500.00	2,000.00	2,000.00	2,000.00			
			Total		698.00	698.00	28,740.60	28,740.60	28,740.60			
5	02.	Inventory and consumables	Total		500.00	500.00	500.00	500.00	500.00			
			03.	Other	Total		500.00	500.00	500.00	500.00		
					Total by section		1,698.00	1,698.00	29,740.60	29,740.60	29,740.60	
6	01.	Office expenses	Total		400.00	400.00	400.00	400.00	400.00			
			Total by section		3,000.00	3,000.00	3,000.00	3,000.00	3,000.00			
7	02.	Accommodation	Total		400.00	400.00	400.00	400.00	400.00			
			Total by section		3,400.00	3,400.00	3,400.00	3,400.00	3,400.00			
8	01.	Local community	Total		3,800.00	3,800.00	3,800.00	3,800.00	3,800.00			
			Total by section		300.00	300.00	300.00	300.00	300.00			
9	02.	State bodies	Total		1,000.00	0.00	0.00	0.00	0.00			
			Total by section		1,300.00	300.00	300.00	300.00	300.00			
10	01.	Licenses	01.	ESIA, ESIA annual Audit	12,000.00	0.00	0.00	0.00	0.00			
			02.	Annual rent for licenses	5,000.00	0.00	0.00	0.00	0.00			
			03.	BL	200.00	0.00	0.00	0.00	0.00			
			04.	Прочие	0.00	0.00	0.00	0.00	0.00			
Total		17,200.00	0.00	0.00	0.00	0.00	0.00	0.00				
Total by section					17,200.00	0.00	0.00	0.00	0.00			
11	01.	Banking and other financial expenses	ВСЕГО по подразделу		2,000.00	1,000.00	500.00	500.00	500.00			
			ВСЕГО по подразделу		0.00	0.00	3,000.00	0.00	0.00			
			ВСЕГО по подразделу		0.00	2,000.00	2,000.00	3,000.00	3,000.00			
Total by section					2,000.00	2,000.00	2,000.00	2,000.00	2,000.00			
In TOTAL for MONTH					565,358.01	108,415.50	53,078.10	47,548.10	47,548.10			

2022, ноябрь	2022, декабрь	2023, январь	2023, февраль	2023, март	2023, апрель	2023, май	2023, июнь	2023, июль	2023, август	2023, сентябрь	2023, октябрь	2023, ноябрь	2023, декабрь	2024, январь
20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00
131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37	131,004.37
47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10	47,548.10
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
83,456.27	78,656.27	83,456.27	83,456.27	78,656.27	83,456.27	83,456.27	83,456.27	77,656.27	83,456.27	83,456.27	83,456.27	78,656.27	83,456.27	83,456.27
47,252.69	125,909.16	204,665.42	268,121.69	366,777.96	450,234.22	533,690.49	617,146.76	694,803.02	778,259.29	861,715.56	940,371.82	1,023,828.09	1,107,284.36	1,190,840.63
25,036.88	23,596.88	23,626.88	25,036.88	23,596.88	25,036.88	25,036.88	25,036.88	23,296.88	25,036.88	25,036.88	25,036.88	23,596.88	25,036.88	25,036.88
22,216.01	102,312.28	181,038.54	263,084.81	343,181.08	425,197.34	508,553.61	592,109.88	671,506.14	753,222.41	836,678.68	916,774.94	998,791.21	1,082,247.48	1,166,703.75
22,216.01	55,059.39	55,129.39	58,419.39	55,059.39	58,419.39	58,419.39	58,419.39	54,359.39	58,419.39	58,419.39	58,419.39	55,059.39	58,419.39	58,419.39

Fixed assets to purchase

1. LS-27 dredge – 434'577 USD



2. 50 KV SILENT GENERATOR SET – 11'000 USD



Fuel consumption and costs

Dump trucks

К-во см в сут	Расход топлива			Затраты, \$/мес	Цена, \$/л
	л/см	л/сут	л/мес		
1	200	200	5000	\$5,500	1.10

Loader

К-во см в сут	Расход топлива			Затраты, \$/мес
	л/ч	л/сут	л/мес	
1	15	120	3000	\$3,300

Dredge

К-во см в сут	Расход топлива			Затраты, \$/мес
	л/ч	л/сут	л/мес	
1	60	480	12000	\$13,200

Light vehicles

К-во а/м	Расход топлива, л/км	Суточный пробег, км		Расход топлива, л/мес	Затраты, \$/мес
		машина	всего		
2	0.12	50	100	360	\$396

Genset

К-во генер-ов	Расход топлива, л/час	К-во часов раб. в сут		Расход топлива, л/мес	Затраты, \$/мес
		генератор	всего		
1	5	4	4	500	\$550

Total monthly fuel consumption and costs

Per month

Объем, л	Расходы, \$
21360	\$22,946

GSM and filters

Объем, л	Расходы, \$
2136	\$2,295

Staffing table

1. Staff of employees at the first stage. Organization, obtaining licenses, equipment delivery			Taxes	Total Costs
Administration Dar Es Salaam			Taxes	Total Costs
			USD	
<i>Foreigners</i>				
Managing Director	1	3000	800	3800
Total	1	3000	800	3800
<i>Local</i>				
accountant	1	700	175	875
driver	1	350	87.5	437.5
Total	2	1050	157.5	1207.5
Total:			957.5	5007.5
<i>Foreigners</i>	1			
<i>Local</i>	2			

2. Start of production, formation of the stock. There is 1 dredge, a loader and a dump truck in operation.			Taxes	Total Costs
TANGA			USD	
<i>Foreigners</i>				
Operator for drag	1	\$2,500	\$625	\$3,125
Mechanics	2	\$2,500	\$625	\$3,125
Total	3	\$5,000	\$1,250	\$6,250
<i>Local</i>				
Operator for Dumper	1	\$350	\$53	\$403
Operator for wheel Loader	1	\$350	\$53	\$403
handymen	3	\$750	\$113	\$863
Security	3	\$750	\$113	\$863
Total	8	\$2,200	\$330	\$2,530
Administration Dar Es Salaam			USD	
<i>Foreigners</i>				
Managing Director	1	\$5,000	\$500	\$5,500
Total	1	\$5,000	\$500	\$5,500
<i>Local</i>				
accountant	1	\$700	\$175	\$875
driver	1	\$350	\$53	\$403
Total	2	\$1,050	\$158	\$1,208
Total:			\$2,238	\$15,488
<i>Foreigners</i>	4			
<i>Local</i>	10			