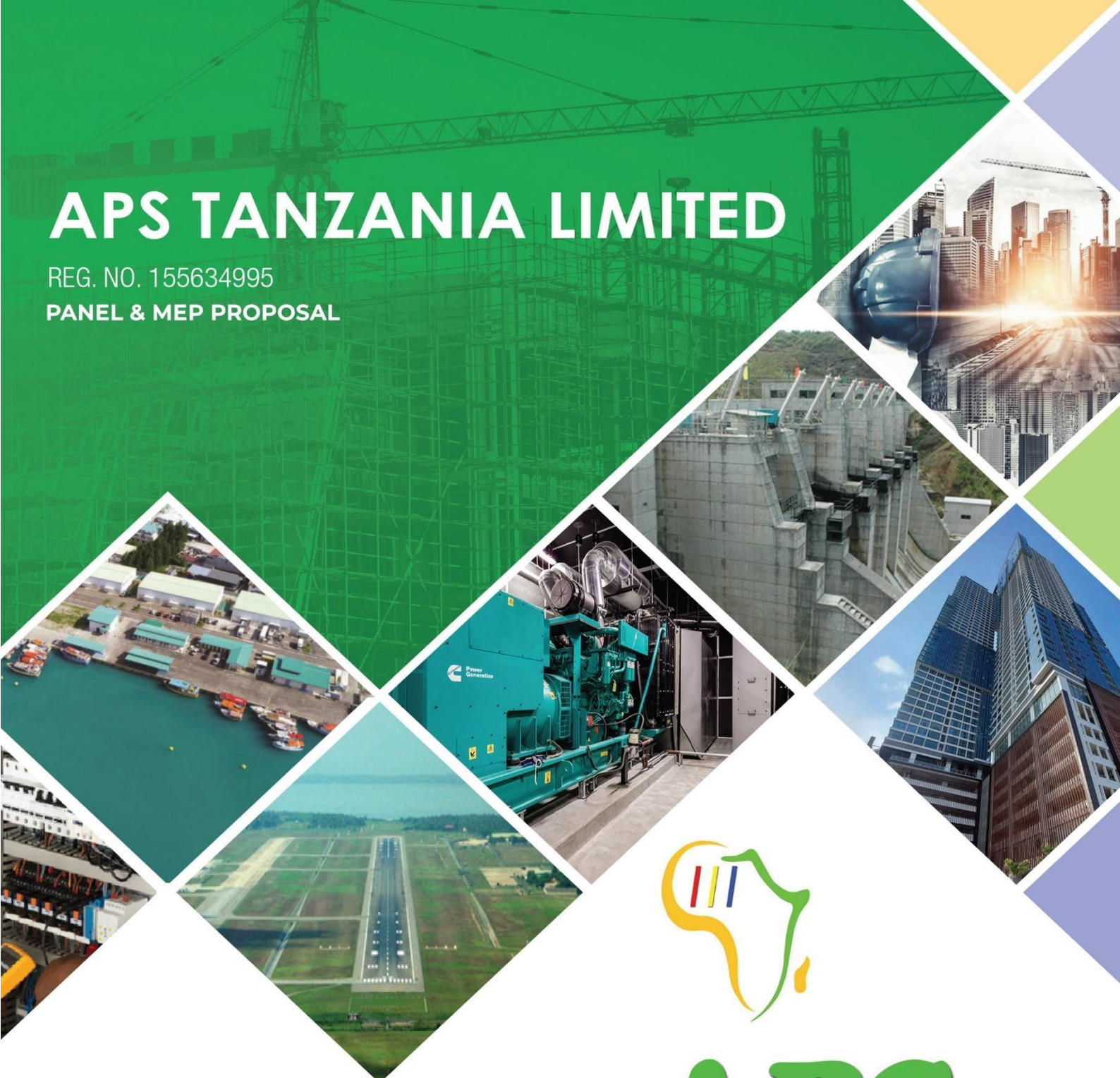


APS TANZANIA LIMITED

REG. NO. 155634995

PANEL & MEP PROPOSAL



APS
Futuristic Engineering **TZ**

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1. Chapter

1.1 APS LANKA PVT LTD...

Playing an impressive role in the MEP construction sector APS Lanka has a proven track record of success over the last 15 years. Being the leader in MEP services, APS Lanka is highly recognized and cherished both locally and internationally.

Established in 2007, APS Lanka offers many vital solutions for electrical (LV, MV & HT), mechanical, plumbing, instrumentation, and building services within the territory of Sri Lanka and outside of Sri Lanka. APS has evidenced its high caliber of operation in the sector of MEP internationally, having successful accomplishments in Maldives & Seychelles.

We provide effective services including design, procurement, installation, project management, commissioning, and facility management service to meet specific client requirements. The highest professional standards of workmanship and service are maintained.

Our services are committed to productive efficiency coupled with ISO standards for Quality Assurance (ISO 9001-2004), workplace of health and Safety, and Protection of the Environment. APS holds the highest rating of recognition (EM-1) offered by the Construction Industrial Development Authority (CIDA) in Sri Lanka which is issued for a recognized limited number of MEP companies in Sri Lanka. Having said that the exceptional provision of value-added engineering, installation, and service skills, APS Lanka is rated with positive reviews and feedback from valuable customers for quality, efficiency, and reliability.

Our dynamic range of services includes electrical (LV, MV, and HT), plumbing & mechanical, fire systems, and facility management services. We extend our services particularly in the sector of Leisure, commercial developments, Industrial & public infrastructure such as international airports and residencies.

1.2. Key Strategic milestones

While having a robust servicing to the field, the company has given more than 500 direct employment opportunities and more than 2000 indirect in the field of engineering-related products and services.

The key strategic observations have directed the company towards diversification of its present business criteria considering its changing environmental factors associated with the construction industry of Sri Lanka.

The industry of building and construction can be defined as a parameter that depicts the development and growth of a country. Although it has been an indicator of moving forward external environmental factors have to be preferable and supportive to the growth of the industry. The current economic recession of the world created predominantly due to the Covid-19 Pandemic has affected the industry of building and construction similarly to all the other industries in the world.

APS as a company were successfully able to face the tough situation during the pandemic with the aid of precise decision-making of management throughout the whole operation.

In planning a way off to the global economic recession in the external environment, our team came up with next key strategic plan in business diversification and market diversification. The continent of Africa being the next economically booming sector in world and Tanzania being one of key strategically important destinations, it would be ideal for anyone to make the decision in investing.

APS and Okay Plast Alliance wants to be a stake holder of this growth as skillful company while sharing our skills with local hands.

1.3. Key Initiatives after 2021

There was a global impact of the Covid-19 pandemic and most of the industries had to face to survive in the business. And growth in the prevailing industry was an unrealistic dream. APS also has to face the same challenge and tried to come out from the issues with various strategies. Since APS is having a professional team within the premises. And the

team was decided to choose Diversification and Market Development among the other alternatives.

1.3.1. Diversification

Moving forward to the diversification by APS, as a result of successful research and experiments conducted by the research and development team, the company moved a step forward to the beverage market because the surveys have proved it a right time to move to some natural beverages industry.

Ansoff Matrix

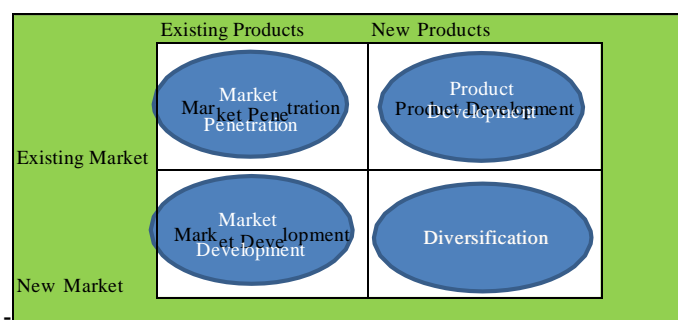


Figure 1:1: Ansoff Matrix

1.3.2. Market Developments

As a part of strategic developments, the company has moved the market development aiming at the best strategically important investments. The buyers in different market segments could be identified as the main focus in a market development strategy. An in-depth factor analysis of the world market and MEP industry reveals the economic and industrial boom in the African region and makes it the best option to form the market development in Africa.

The business alliance with APS and Okay Plast under the strategy of market development would gain many mutual benefits including improving the quality supposed products and services, acquiring new customers, upselling current customers, developing new products or services, increasing revenue margins, building organizational resilience, and support long-term mutual company growth.

1.3.2.1. Reasons to invest in Tanzania as APS Lanka (Tz) Ltd

The United Republic of Tanzania which is located in the East African region is a country with world-famous mountainous and densely forested territory. The geographical location of the country is a key factor for the new market development and its logistical importance makes it the ideal place to establish a commercial operation. It borders Uganda to the north; Kenya to the northeast; the Comoro Islands and the Indian Ocean to the east; Mozambique and Malawi to the south; Zambia to the southwest; and Rwanda, Burundi, and the Democratic Republic of the Congo to the west.



Figure 1:2: Dar Es Salam Logistic connectivity

The port of Dar Es Salam is located in a strategic location where many African countries such as Burundi and Rwanda get connected logistically. Thus the opportunity of expanding the business in adjacent countries while investing in a geographically expedient place gets created.

Favorable external factors of socioeconomics such as stable politics, peaceful law, and order make it more attractive to the country as a foreign investor. We, APS Lanka believe that the mutual understanding between two parties would enhance the utilization of

resources, knowledge, and skills to upgrade the new joint operation of business in the MEP sector.

The proposed operation would be under 2 main sectors;

1. Panel Manufacturing process (proposed SBU - OKAY Plastic Tz LTD)
2. MEP (Electrical (LV, MV & HT), mechanical, plumbing, instrumentation and etc).

1. Panel manufacturing process (proposed SBU operating under OKAY Plast Tz Ltd)

1.1. PHASE-1

Developing assembling facility with the help of outsourced enclose suppliers in cooperation with M/S Elsteel who is having all compliance tested panels (Type Tested with Dekra, Asta, IPH)



Figure 1:3: Picture 1 - Panel manufacturing process (It's a SBU under OKAY Plastic)



Figure 1:4: Picture 2 - Panel manufacturing process (It's a SBU under OKAY Plastic)

1.2. Cu Bus Bars

The Material what we need to this Cu Bus Bars are expecting to source from Tanzania or nearby with below attributes.

I. 99% purity

II. Current density



Figure 1:5: Picture 3 - Current density

1.3. Bus Bar Supporters

Ebonite, tested bus bar supporters to be sourced from Elsteel.



Figure 1:6: Picture 4 - Bus Bar Supporters

1.4. Accessories plus protective and measuring equipment

L/V Switch Gears - SIEMENS

Supply of LV switch gears via APS. APS being the authorized channel partner for the distribution of LV switch gears.

Cables

Flexible and switch gear cables to be sourced in partnering with Okey Plast Tanzania

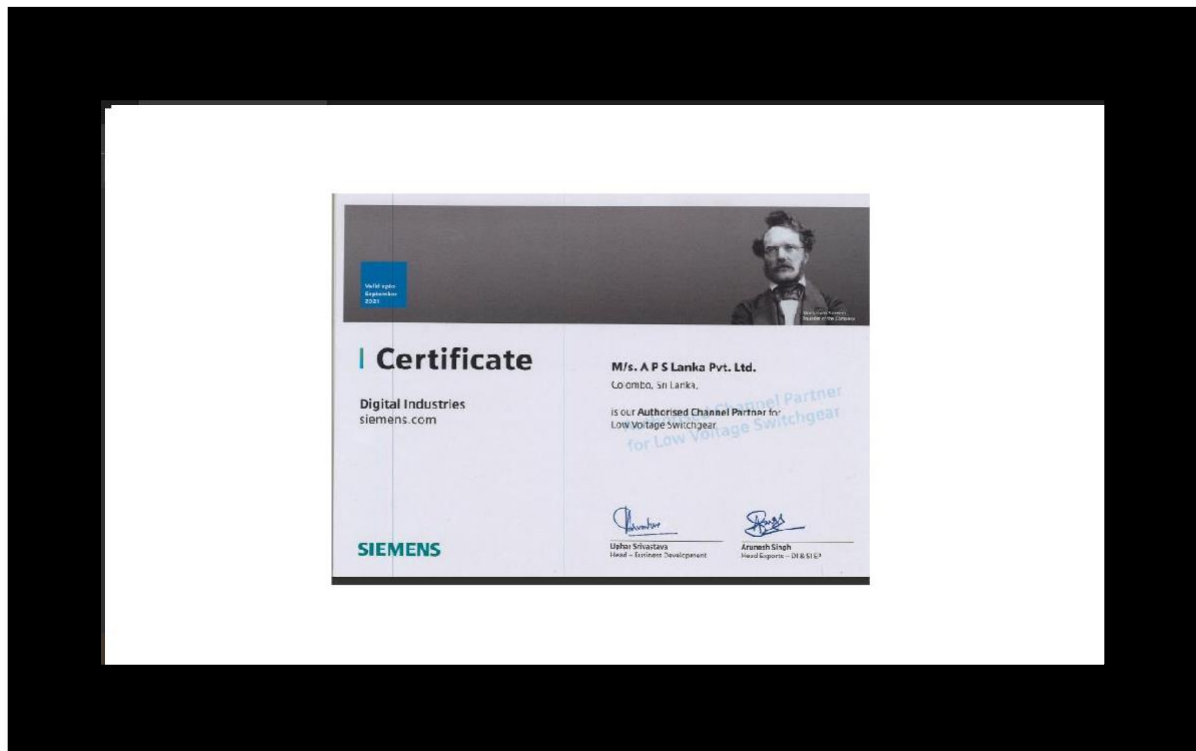


Figure 1:7: Picture 5 L/V Switch Gears - SIEMENS

1.5. Proposed facility at Tanzania

Stage 01 – Enclosures

Enclosures are supposed to supply from M/S ELSTEEL

Supposed to make an attempt find alternative economical option from Tanzania or from sub-region

Stage 01 – Bus Bars

Required in finding partnership who can accomplish the purity level & current density. (From the region / sub region itself)

Stage 01 – Bus bars supporters

Supposed to export from SL (via Elsteel)

1.6. Machinery requirements (For assembly plant)

1. Bus bar Bender
2. Bus bar Puncher
3. Bus bar cutter
4. Standard workshop tools
5. Testing bench comprises of; high voltage test, Insulation Test, Functional test.



Figure 1:8: Picture 6 - Machinery requirements

1.7. Proposed Organization Structure

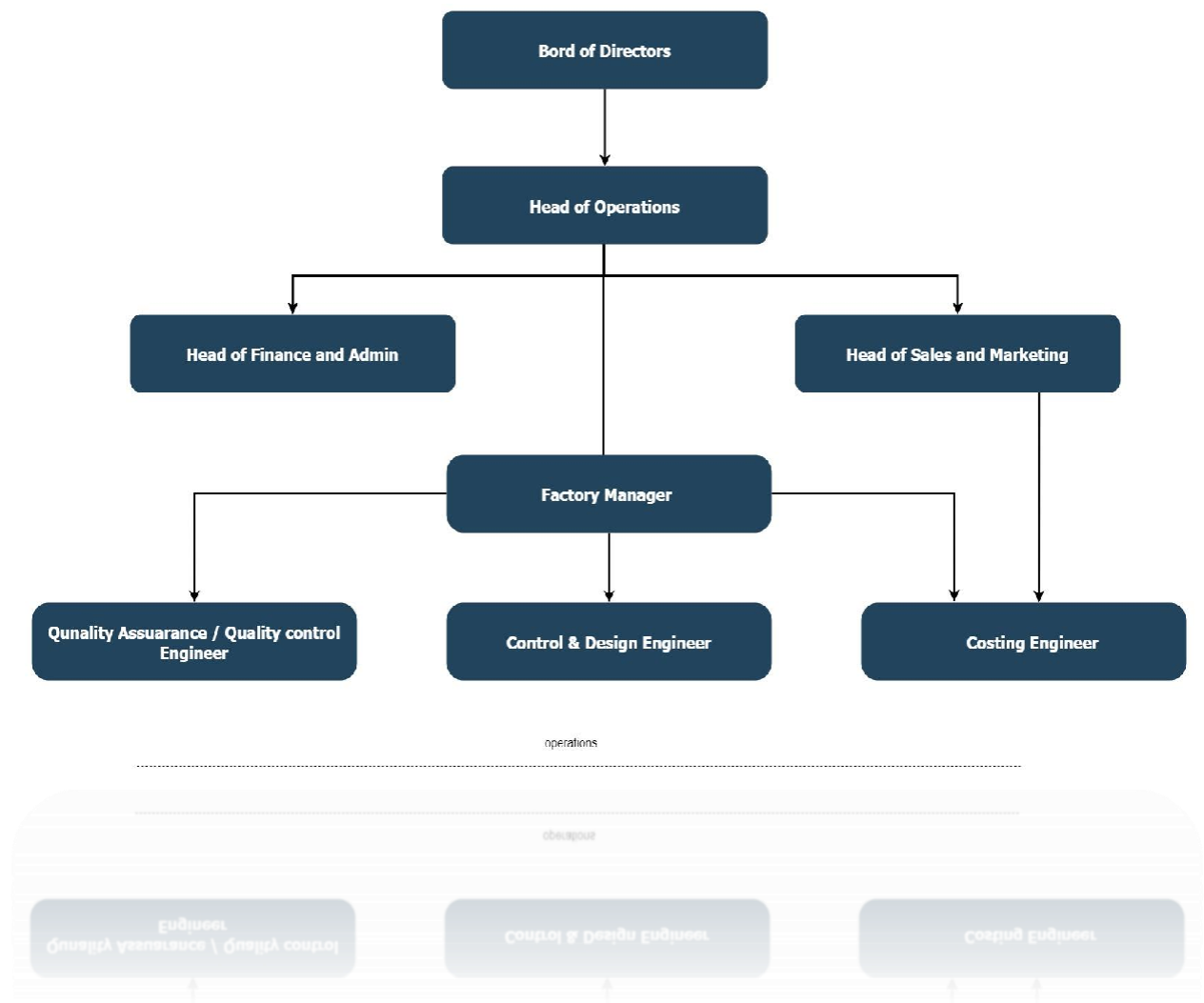


Figure 1:9: Proposed Organization Structure

2. Electrical (LV, MV & HT), mechanical, plumbing, instrumentation and etc.

Mechanical, electrical, and plumbing services (MEP) is a significant component of the construction supply chain. MEP design is critical for design, decision-making, accurate documentation, performance and cost estimating, construction planning, managing and operating the resulting facility.

2.1. Quality Policy

As an MEP service provider, we are committed to understand & meet customer requirements, providing safety, energy saving & cost-effective services, providing updated technology to handgrip the competitiveness in the market, developing a competent & creative team of employees, monitoring the performance and taking necessary action for the continual improvement of the quality management system.

2.2. Safety Policy

As a construction & building service provider, APS Lanka (Pvt) LTD is committed to inhibit the injury and ill health by initiating an ongoing system to identify and control all possible hazards while complying with applicable legal & other requirement related to occupational health & safety. The company ensures, their employees and interested parties who are aware of the established safety measurement as well as the applicable legal & other requirements. Order of the continual improvement of the occupational health & safety management system, it is reviewed periodically and actions are taken appropriately.

2.3. Team Play

ONE TEAM... ONE GOAL!

APS Project Implementation Tree for ONE GOAL to achieve QUALITY work within given TIME frame by the minimum COST.

2.4. Key Expertise

Over 300 professionals including professional engineers' professional technicians and professional planners, working as a team with goal-oriented attitude and team spirit to achieve the cooperate objectives providing quality, reliable an

●●● **APS TANZANIA (PVT) LTD SERVE TO THE INDUSTRY**
●●● **IN THEIR JOURNEY NEARLY A DICADE FOR,**

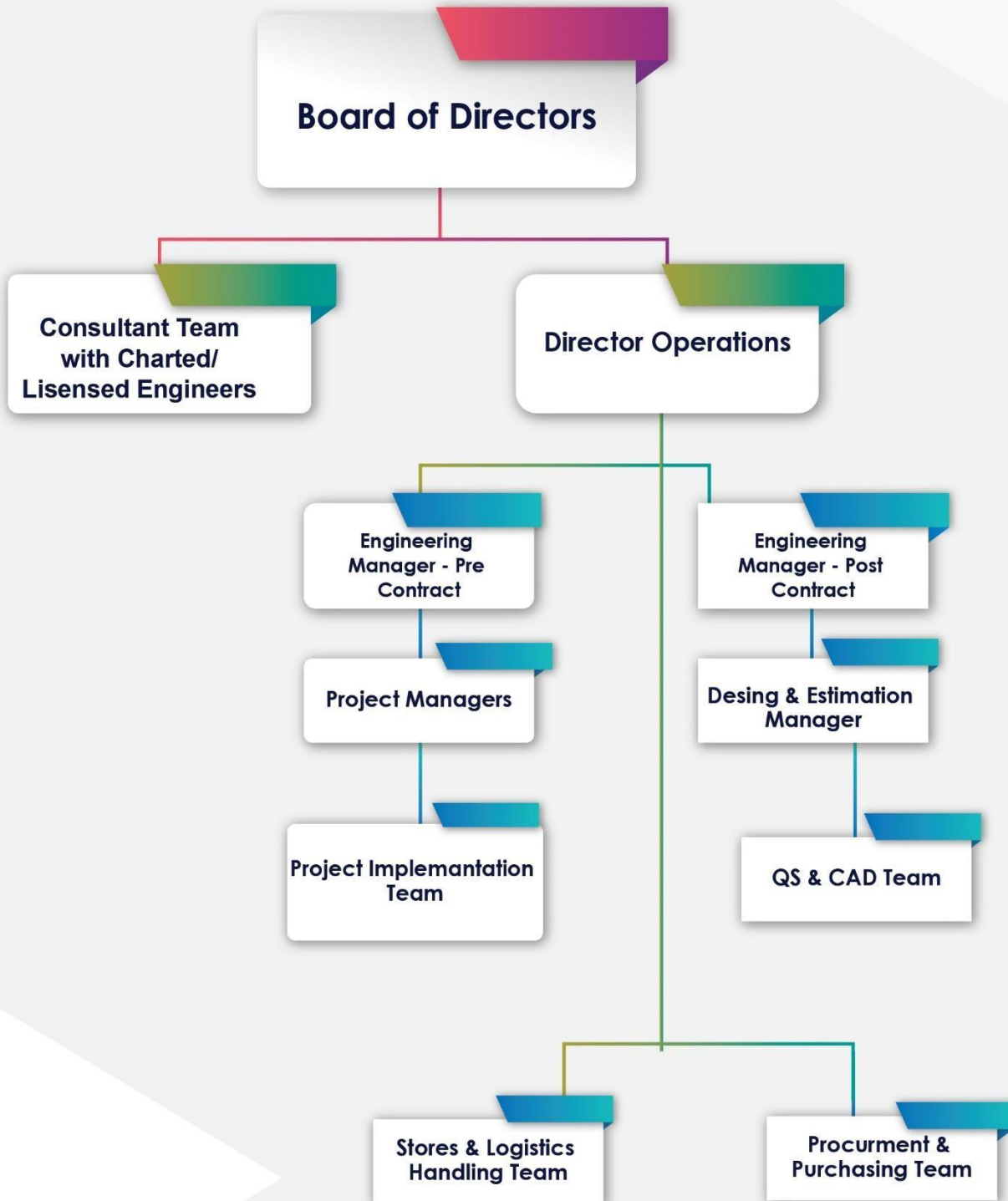


- **ELECTRICAL SERVICES**
(LOW/ MEDIUM/ HIGH VOLTAGE SYSTEMS) & ETC....,
- **MECHANICAL SERVICES**
HVAC SYSTEMS/ MECHANICAL VENTILATIONS & ETC....
- **FIRE & SAFETY**
DRY & WET RISERS, ADDRESSABLE OR ZONAL FIRE DETECTION SYSTEMS
- **ELV SYSTEMS**
(CCTV/ PUBLIC ADDRESS/ DATA/ TELEPHONE/ CAR PARK BARRIERS & OTHER INTEGRATED SYSTEM)
- **PLUMBING & DRAINAGE**
HOT & COLD-WATER SUPPLY SYSTEMS/ SEWER, WASTE & STORM WATER DRAINAGE.
- **HOTELS**
- **GREEN ACTIVITIES**
SOLAR POWER GENERATION, SMART BUILDING SOLUTIONS & ETC....,
- TO LOCAL & OVERSEAS**
- **APARTMENTS**
- **COMMERCIAL BUILDINGS**
- **FACTORIES**
- **HYDRO POWER PROJECTS**
- **AIRPORTS**
- **HARBORS**
- **LUXURY RESIDENCIES & ALL OTHER TYPE OF CONSTRUCTION PROJECTS**

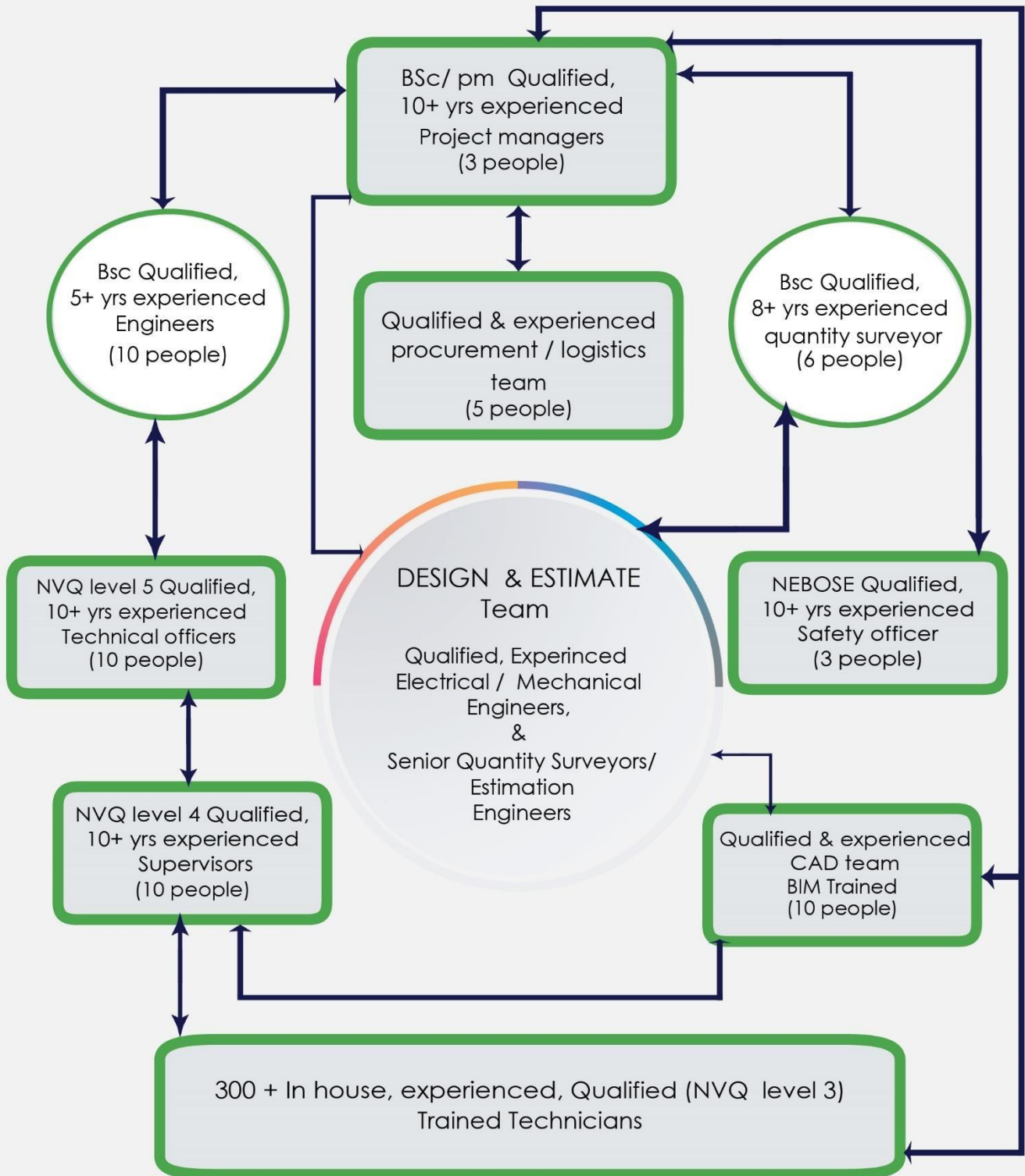


ONE TEAM... ONE GOAL

APS PROJECT IMPLEMENTATION TREE FOR ONE GOAL TO ACHIEVE QUALITY WORK WITHIN GIVEN TIME WITH MINIMUM COST



KEY PROFESSIONALS



⋮ KEY SUCCESS POINT IS MAINTAINING

More than



in house well trained & experienced, qualified Technicians



PARTNERS



LIST OF OUR TRUSTED CLIENT'S



COMPLETED PROJECT...



PROPOSED 4 STAR 300 ROOM HOTEL IN COLOMBO CITY LIMIT, INCLUDING RESTAURANT & BAR ETC.

COMPLETED PROJECT...



CLIENT : THROUGH HAZAMA ANDO CORPORATION TO MARIN DRIVE HOTELS (PVT) LTD



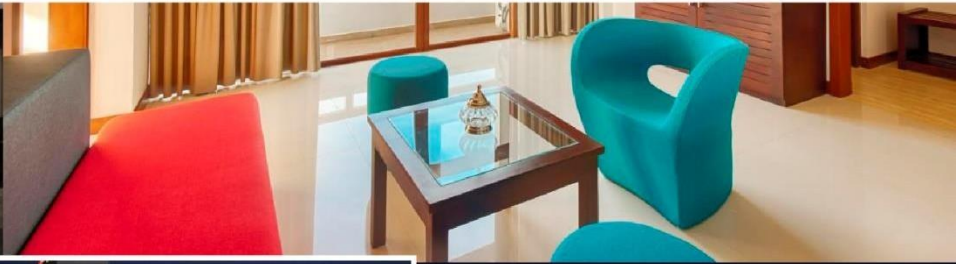
CONSULTANT : DESIGN & BUILT BY APS



COST : APPROX.. USD 9MN



COMPLETED PROJECT...



COMPLETED PROJECT...



JETWING NORTH GATE CITY HOTEL AT JAFFNA, SRI LANKA. 3 STAR RESORT WITH 40 ROOMS INCLUDING RESTAURANT & BAR ETC.



CLIENT : JET-WING HOTELS
CONSULTANT : DESIGN & BUILT BY APS
COST : APPROX.. LKR 30MNN



COMPLETED HOTELS...



DOUBLETREE BY HILTON

ANANTHARA PEACE HEAVEN RESORT AT TANGALLE, SRI LANKA. 5 STAR RESORT WITH 160 ROOMS INCLUDING 32 POOL VILLAS . HOTEL IS SPREADING OVER 54 ARCHERS. ANANTHARA RESORT IS THE 19TH LARGEST RESORT IN THE WORLD.



COST : APPROX.. LKR 250MN

CLIENT : HEMAS HOLDINGS PLC

CONSULTANT : HOOLOOMAN
PROJECT SERVICES

COMPLETED HOTELS...



JETWING JAFFNA CITY HOTEL
AT JAFFNA, SRI LANKA. 3 STAR
RESORT WITH 60 ROOMS
INCLUDING RESTAURANT & BAR
ETC.



CLIENT : THROUGH SANKEN
CONSTRUCTIONS, JET-WING HOTELS

CONSULTANT : DESIGN GROUP FIVE
COST : APPROX.. LKR 40MN

COMPLETED HOTELS...



LAGUNA HOTEL IS ONE OF THE MOST BEAUTIFUL RESORT IN MALDIVES WITH WATER VILLAS & BEACH VILLAS



CLIENT : UNIVERSAL RESORTS PVT. LTD
COST : APPROX.. USD 10MN

RESORT FOR SPH (PVT) LTD,
JUMERA, BOLIFUSHI ISLAND IS
ONE OF THE MOST BEAUTIFUL
RESORT IN MALDIVES WITH
WATER VILLAS & BEACH VILLAS



CLIENT : SPH (PVT) LTD
COST : APPROX.. USD 4MN



COMPLETED HOTELS...



AL-AMANDA RESORT IS ONE OF THE MOST BEAUTIFUL RESORT IN SEYCHELLES WITH 60 ROOMS.



CLIENT : AL-AMANDA RESORT & SPA

COST : APPROX.. USD 9MN

COMPLETED APARTMENT PROJECTS...

CAPITAL TWIN PEAKS

CLIENT : THROUGH SANKEN
CONSTRUCTIONS TO CAPITAL
DEVELOPERS (PVT) LTD

CONSULTANT : MESSAS INTERNATIONAL

COST : APPROX.. USD - 2.3M



COMPLETED COMMERCIAL BUILDINGS ...



HOUSE OF FASHION MEGA
MALL IS THE LARGEST
SHOPPING MALL IN SRI LANKA
IS HAVING 12 STORIED WITH 2
BASEMENTS FOR PARKING
CLIENT : HOUSE OF FASHIONS

CONSULTANT : MESAS INTERNATIONALS
COST : APPROX.. LKR 160MN

COMPLETED COMMERCIAL BUILDINGS ...



HNB REGIONAL OFFICE IS
LEED CERTIFIED FIRST GREEN
BUILDING IN NORTHERN
REGION IN SRI LANKA

CLIENT : THROUGH SANKEN
CONSTRUCTIONS, HATTON
NATIONAL BANK

CONSULTANT : SHAYAN
KUMARDAS CHARTED ARCHITECTS
COST : APPROX.. USD 0.4M

COMPLETED HYDRO POWER PROJECTS...



UPPER KOTMALE HYDROPOWER
PROJECT LOT-02.

CLIENT : THROUGH MNJV,
CEYLON ELECTRICITY BOARD

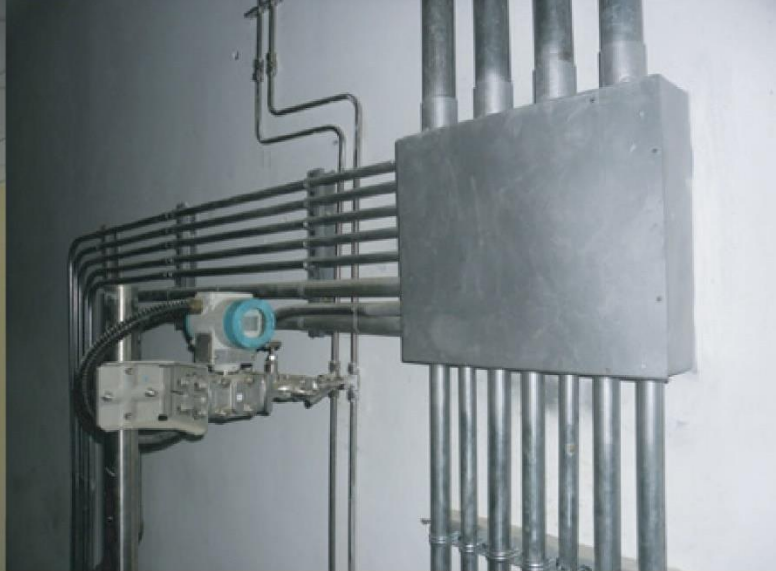
CONSULTANT : J-POWER
COST : APPROX.. USD 1.5M



COMPLETED WATER SUPPLY PROJECTS...



GREATER POLONNARUWA
WATER SUPPLY PROJECT



CLIENT : THROUGH HYUNDAI SANKEN
JV, NWS & DB
CONSULTANT : NWS & DB
COST : APPROX.. USD 4M



COMPLETED FACTORY RELATED PROJECTS..



EXTENSION OF DE LA RUE CURRENCY AND SECURITY PRINT (PVT.) LTD CLIENT THROUGH SANKEN LANKA, DE LA RUE LANKA CURRENCY AND SECURITY PRINTS

COST : APPROX.. USD 6.0M



EXTENSION OF GSK FACTORY AT ATTIDIYA, SRI LANKA
CLIENT: GSK
CONSULTANT : DESIGN & BUILT
COST : APPROX.. USD 1.8M

COMPLETED AIRPORT PROJECTS..,



BANDARANAIKE INTERNATIONAL AIRPORT
DEVELOPMENT PROJECT, PHASE II STAGE
2 – PACKAGE B REMOTE APRON & TAXIWAYS

CLIENT : THROUGH HAZAMA ANDO
CORPORATION TO AIRPORT & AVIATION AUTHORITY,
SRI LANKA



CONSULTANT :
JAPAN AIRPORT
CONSULTANT

COST : APPROX..
LKR 2M

COMPLETED AIRPORT RELATED PROJECTS...



TRANSIT AREA EXPANSION
PROJECT IN BANDARANAYAKE
INTERNATIONAL AIRPORT,
KATUNAYAKE, SRI LANKA.

CLIENT : THROUGH SANKEN
CONSTRUCTIONS, AASL



CONSULTANT : AASL
COST : APPROX.. USD 2M



NEW AIR LINE OFFICE RENOVATIONS FOR MALE INTERNATIONAL AIRPORT
CLIENT : THROUGH SANKEN OVERSEAS, MALE INTERNATIONAL AIRPORT
CONSULTANT : GMR PROJECT MANAGEMENT

COST : APPROX.. 0.118M

COMPLETED HARBOUR/ SEA PORT PROJECTS..



ARTISANAL FISHERIES
HARBOR IN MAHE,
SEYCHELLES
CLIENT : THROUGH
PENTA-OCEAN
SEYCHELLES,
FISHING AUTHORITY



CONSULTANT : ECHO
CORPORATION.
TOKYO, JAPAN

COST :
APPROX..
USD 0.45 MN

3. Strategic Business Direction

3.1 Vision

“To become the most preferred f MEP service provider in Tanzania”

3.2 Mission

To deliver fully turnkey solution through in house excellence, updated technology and the effective use of alliance partnerships, first time right approach ensuring to provide a cost effective and quality assured service, tailored to meet our CVE) customer value elements), through development of a creative and dedicated team of employees.

3.3 Core Values

Who do you work for?

ProCurement

QUality

AccountS

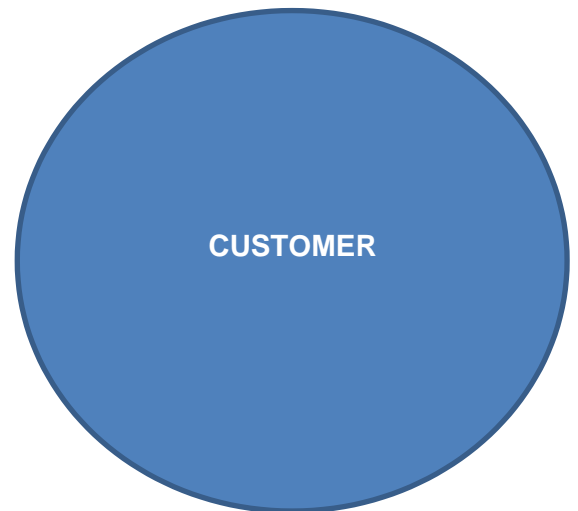
ProducTion

Human Resoource

Marketing

EngineEring

Research



3.4 Competitive Positions

The Synergy of Okey Plast (Tz) Ltd and APS Lanka (Pvt) Ltd is “APS (Tz) Ltd”. Okey Plast having sectorial and terrain know how & APS Lanka having expertise of MEP know how could be the best out best MEP company in the region.

4. Financials

4.1 Financial Plans of Panel Process

4.1.1 Assumptions

- I. All these calculations are based on zero sales assumption for the first year. Since, APS trying to introduce a value addition to the existing Industry with their expertise, there will be an extra time consumption to become reality in Tanzanian soil.
- II. According to the meetings what we have conducted and the information was gathered in the market, there are massive projects are in the pipeline. My calculations based on average turnover and its value will be almost USD 100,000 per month. If we get high value projects, there is a requirement to consider its advance guarantee as a separate case.
- III. All calculations won't consider any FOREX fluctuations and considered that it will remain same.
- IV. There is 20% annual increase for the revenue would have been considered.
- V. All Machinery and tools are depreciating by 15% per annum on straight basis.

4.1.2 Working Capital

Description	Year1
Revenue	-
Investment on Fixed Assets	(124,310)
Material MOQ	(180,101)
Labor & Administration	(156,138)
Overheads	(129,451)
	(590,000)

Figure 4:1: Working Capital

4.1.3 Breakdown of Cost Estimation

Figure 4:2 Breakdown of Cost Estimation

Material for the MOQ	
Description	
Land/Building	-
Plant	112,000,000
Vehicles	68,000,000
Furniture & Fittings	31,000,000
Pre – expenses	199,000,000
Working Capital	590,000,000
	1,000,000,000

Figure 4:3: Material for the MOQ

Labour & Administration		
Note '03		
	Description	Numbers
01	Commercial Administration, Finance, Stores	
02	Engineer, Process, Marketing	
03	Technicians	
04	Treanee Technicians	
05	Office Assistant	
06	Drivers	
07	Se	

Figure 4:4: Labour & Administration

Overheads	
Note '04	
Description	Year1
Business Registration	(40,000)
Building Rent	(24,000)
Internet Expenses	(4,800)
Accommodation (6)	(25,200)
Stationery	(1,800)
Other Expenses	(3,000)
Fuel	(3,600)
Insurance	(51)
Administration Expenses Tickets, Visa & Etc	(14,000)
Audit Fees	(1,000)
Marketing Budget	(12,000)
	(129,451)

Figure 4:5: Overheads

4.1.4 BEP Analysis

Description	Mgn impact @ 25%
Total Investment	513,899
Expected Mgn	25%
BEP Turnover	2,055,596
TO Recover Monthly Fixed Cost	
Description	Monthly Fixed Cost @ 25%
Monthly Fixed Cost	23,799
Expected Mgn	25%
BEP Turnover per Month	95,196

Figure 4:6 BEP Analysis

4.1.5 Forecast Income Statements & Balance Sheets

APS LANKA (TZ) LTD				
FORECAST INCOME STATEMENT				
DESCRIPTION	YEAR 1	YEAR 2	YEAR 3	YEAR 4
REVENUE	-	1,000,000	1,200,000	1,440,000
MATERIAL	(104,000)	(600,000)	(720,000)	(864,000)
LABOR	(156,138)	(156,138)	(156,138)	
OVERHEADS	(129,451)	(129,451)	(129,451)	
DEPRICIATION	(18,647)	(18,647)	(18,647)	
NET PROFIT	(408,236)	95,765	17	
NP %	#DIV/0!	10%		
APS LANKA (TZ) LTD				
FORECAST BALANCE SHEETS				
	YEAR 1	Y		
NONE CURRENT ASSETS				
PLANT & MACHINERY	105,664			
CURRENT ASSETS				
INVENTORY				
CASH AND BANK BALANCE				
EQUITY				
NET PROFIT/(L				
CURRENT				

Figure 4:7 Forecast Income Statements & Balance Sheets

4.2. Financials of MEP Operation

4.2.1 Assumptions

- I. Assuming that MEP operation is starting with 1 Million USD from year 2023/24.
- II. All calculations won't consider any FOREX fluctuations and considered that it will remain same.
- III. There is 20% annual increase for the revenue would have been considered.
- IV. All Machinery and tools are depreciating by 5% per annum on straight basis.
- V. This is a Tender and award business process, biggest cost components are material and labor but the company needs to keep some Noncurrent Assets. And that Machinery and tools would be as follows.

Tools & Equipment USD 25,000

Motor Vehicle & Other Transports USD 25,000

Total Non-Current Assets **USD 50,000**

4.2.2 Comprehensive Income Statement

APS TANZANIA LTD INCOME STATEMENT MEP SECTOR					
	Y1	Y2	Y3	Y4	Y5
MEP SERVICE	5,000,000	6,000,000	7,200,000	8,640,000	10,368,000
MATERIAL	(3,000,000)	(3,600,000)	(4,320,000)	(5,184,000)	(6,220,800)
LABOR	(1,000,000)	(1,200,000)	(1,440,000)	(1,728,000)	(2,073,600)
OVERHEADS	(500,000)	(600,000)	(720,000)	(864,000)	(1,036,800)
DEPRICIATION	(25,000)	(27,500)	(30,250)	(33,275)	(36,603)
NET PROFIT	475,000	572,500	689,750	830,725	1,000,198
NP %	10%	10%	10%	10%	10%

4.2.3. Balance Sheet of MEP Operation

APS TANZANIA LTD						
BALANCE SHEET						
MEP SECTOR						
	Y1	Y2	Y3	Y4	Y5	
NON CURRENT ASSETS						
PLANT & MACHINERY	50,000	55,000	60,500	66,550	73,205	
CURRENT ASSEST						
INVENTORY	500,000	600,000	720,000	864,000	1,036,800	
DEBTORS	416,667	500,000	600,000	720,000	864,000	
CASH & BANK	341,667	292,500	436,750	593,425	385,368	
	1,308,334	1,447,500	1,817,250	2,243,975	2,359,373	
EQUITY	500,000	500,000	500,000	500,000	500,000	
CUMULATIVE PROFIT	475,000	547,500	837,250	1,167,975	1,168,173	
NON CURRENT LIABILITIES						
CURRENT LIABILITIES	333,333	400,000	480,000	576,000	691,200	
	1,308,333	1,447,500	1,817,250	2,243,975	2,359,373	

5. Conclusion

APS Tz Ltd is a business alliance of Okey Plast and APS Lanka Pt Ltd. Okey plast has been survived in the industry for the past 25 years and APS has been survived for the past 15 years. Hence, this alliance is kind of a symbol of excellence that is planted in Tanzanian soil with local expertise and field expertise.

The joining hands of the industry experts would be positively influenced in fulfilling the gap of MEP in the construction industry.

The Mutual contribution of the skilled knowledgeable technical team of foreign experts and local technical people will transfer all expertise & knowledge to the local community when performing in the industry. This will truly level up the skills of the technical teams which would be highly beneficial for the operation. The technical community of the country would be given many opportunities whereas APS Tz Ltd would be providing valuable opportunities for the skilled technicians who are qualified for knowledge improvement courses like VITA.

With our products and services, investors could easily use local expertise without bringing down international contractors. This would help the growth of the economy of the country as well.

Based on all the in-depth analysis done together proposed APS Tz Ltd would be a successful project in every aspect contributing to the national industry of construction.