

## **Business Plan**



**SMALL SCALE MINING FLOTATION  
PROCESSING PROJECT  
COPPER GOLD ORE CONCENTRATES  
EXPORTATION  
(KATAVI)**

## Table of Contents

1. Industry Overview .....	3
2.0 Mapping small scale mining and mining processing in Katavi region .....	5
2.1 Selected methods of gold separations from copper gold ores .....	5
2.2 Concluding Remarks Including Socio-economic Aspects .....	6
3.0 Our Product and Service Offerings .....	8
4.0 Our Mission and Vision Statement.....	9
4.1 Vision: .....	9
4.2 Our Business Structure.....	9
5.0 Job Roles and Responsibilities.....	10
5.1 General Manager .....	10
5.2 Plant Site processing Manager (Mining Engineer) .....	10
5.3 Human Resources and Admin Manager.....	10
5.4 Sales and Marketing Manager .....	11
5.5 Mining Casual Workers.....	11
5.6 Accountant/Cashier .....	11
5.7 Truck Drivers.....	12
5.8 Client Service Executive .....	12
6.0 SWOT Analysis.....	14
6.1 Strength.....	14
6.2 Weakness .....	14
6.3 Opportunities .....	15
6.4 Threat.....	15
7.0 Market Analysis.....	16
7.1 Market Trends .....	16
8.0 Our Target Market .....	17
8.1 Our competitive advantage.....	17
9.0 Sales and Marketing Strategy .....	18
9.1 Sources of Income .....	18
9.2 Marketing Strategy and Sales Strategy.....	18
10.0 Our Pricing Strategy .....	19
10.1 Payment Options .....	19
11.0 Startup Expenditure (Budget).....	20
<b>Estimated Pre-Start-up Monthly Expenses.....</b>	<b>20</b>

<b>Estimated startup Capital Cost:</b> .....	20
11.1 Generating Startup Capital for JEMA JIONE Company limited .....	21
12.0 Sustainability and Expansion Strategy .....	22
13.0 Sales Forecast .....	23

## 1. Industry Overview

Mining a leading industrial sector in Tanzania with the value of mineral exports constantly increasing for the past several years. The sector is comprised of both small- and large-scale operations. Mining in Tanzania includes metals (gold, iron ore, nickel, copper, cobalt, silver), industrial minerals (diamonds, tanzanite, ruby, garnet, limestone, soda ash, gypsum, salt, phosphate, gravel, sand, dimension stones and graphite), and fuel minerals (coal, uranium). Tanzania is also home to many rare earth and critical minerals that are currently in the exploration stage. (World Bank, 2019)

Tanzania earned around 2.3 billion U.S. dollars with minerals exports in 2019, a significant increase over 2018 level of 1.6 billion U.S. dollars. Gold had the highest contribution to the value of mineral exports. Tanzania is the 4th largest gold producer in Africa after South Africa, Ghana and Mali and is the world's sole producer of the precious stone Tanzanite. Gold production currently stands at roughly 40 tonnes a year, copper at 2980 tonnes, silver at 10 tonnes and diamond at 112,670 carats. Mining and quarrying activities had a very large contribution to Tanzania's Gross Domestic Product (GDP) growth in the first quarter of 2021. (World bank ,2019)

The Tanzania mining industry remains attractive to investors, given the next few years of significant diversification to the mining of nickel, uranium and coal. There is also availability of investment incentives and supply chain opportunities in the mining sector. JEMA Jione Company Limited as local company saw this as great venture and willing to contributes her part to economic well-being of Tanzania by join hands with other investors to tap these opportunities. JEMA Jione Company Limited is registered under the Companies Act, 2002 as a Company limited by shares. Its registered office and principal place of Company is situated at Mwanza.

The Company was issued by BRELA (Business Registration and Licensing Agency) a certificate for incorporation on the 24<sup>th</sup> May 2019 with the Number. 139217594. The principal activity of the company is to carry on the business of buying undefined gold in the form of dust, nuggets, Dore bars etc. The company is also buying copper gold ores from registered sellers and registered broker's licence holders from Mwanza, Katavi, Geita, Ruvuma and other gold producing districts of the region, do value addition and smelting and testing to convert Gold to Dore bars for

exportation. As a business, we are willing to go the extra mile to invest in owning our own environmentally friendly gold and silver processing project at Katavi region, Mlele District and also to hire efficient and dedicated employees to fulfil the ambitions of the company.

## 2.0 Mapping small scale mining and mining processing in Katavi region

Due to its geological framework, KATAVI region is endowed with abundant mineral deposits of different kinds including gold, green tourmaline, gemstone, and copper. Most of mining activities are conducted by small scale miners. (Katavi geological report 2021). The statistics shows that in 1990 and 1995 about 612.5 tons of gold were extracted by small and medium miners and earned 8,923,632.3 US dollar, Whereas, in 1996 and 1997 a total of 68,333.5 US dollar was earned from gold extracted by small miners. In 1998 60 tones of galena worthy 159,565.2 US dollar was extracted and copper 245 tones valued 9,391.3 US dollar was extracted by small miners. Due to high concentration of reactive copper deposits, poor technology and capital for local miners, the amount of minerals extracted is very small compared to the existing stock in the ground and therefore, there is an opportunity for investment in this sector as to-date there is no Medium to large-scale mining activities taking place in the region. (Katavi website, 2021)

Katavi mineral deposits is assumed to have a high presence of reactive copper deposit in Tanzania, in order to recover significant amount of gold, high cyanide consumption during the hydro processing of high copper–gold ores or concentrates is inevitable, this makes often the conventional cyanidation process uneconomic. Cyanide consumption can be up to 2.3 kg of NaCN for every kilogram of Cu leached (Stewart and Kappes, 2012).

### 2.1 Selected methods of gold separations from copper gold ores

- **Amalgamation with mercury** is the dominating method for gold extraction used by 10 million small-scale gold miners (SSGM) in more than 50 countries, resulting in that several hundred to possibly 1,000 tons of Hg are annually released into soil, air, and water which increases the negative impact to the environment. (Lars D.et al ,2007). Field observations indicate that a substantial amount of gold may be left with the result that the wastes from amalgamation are repro- cessed by other methods at several gold fields.
- **Cyanidation** There are five continuous-type VAT leaching plants in Katavi using sodium cyanide (NaCN) for leaching gold from the ore. the ore is leached in batches, although they are locally called mini-CIP plants. The calculated amount of gold reach ore, NaCN, and

lime are mixed with water in a volume of 800 to 1,000 tank. The ore is practically always pre-treated with Hg using the amalgamation method. The slurry or pulp is mechanically mixed and aerated with compressed air for one week, after which estimated amount of granular activated carbon, made from coconut shells, is added to absorb the gold dissolved. The pulp is screened, allowing the finely ground ore particles to pass through, but the coarser carbon is captured, dried, and burned to ash. Borax is added to the ash, which is heated in a forge until the gold melts. (Lars D. et al ,2007). This is then cooled in water and sold.

- **The flotation** method is a widely used technique for the recovery of gold from gold-containing copper ores, base metal ores, copper, nickel ores, platinum group ores and many other ores where other processes are not applicable. Flotation is also used for the removal of interfering impurities before hydro-metallurgical treatment (i.e. carbon pre-float), for upgrading of low sulphide and refractory ores for further treatment. Flotation is considered to be the most cost-effective method for concentrating gold. (Lars D. et al ,2007).

## 2.2 Concluding Remarks Including Socio-economic Aspects

Amalgamating the ore results in low recovery of gold and reduces gold recovery from subsequent cyanidation. Gravity separation (flotation) without adding energy via sluice movements can separate a larger portion of gold from the ore than amalgamation.

During flotation of gold-bearing massive sulphide ores, the emphasis is generally placed on the production of base metal concentrates and gold recovery becomes a secondary consideration. In some cases, where significant quantities of gold are contained in base metal ores, the gold is floated from the base metal tailings.

The flotation of gold-bearing ores is classified according to ore type (i.e. gold ore, gold, copper ore, gold, antimony ores), because the flotation methods used for the recovery of gold from different ores is vastly different.

This information was further analyzed and the company found it necessary to start a valuable copper gold floatation plant at Katavi region and we will start with a small-scale operation using more advanced tools and machineries to process between 800 to 2,500 tons of copper gold concentrates per year. This gave a Capital requirement of 1,000,000 US dollars using new brand and second-hand equipment. The Philosophy of the company is to commence exporting whatever viable concentrates available and continue with exploration, collection and process rich gold copper sand which would be financed externally and internally to increase the resource and availability of materials since the potential of the area is overwhelming.

JEMA Jione Company will at all-time demonstrate her commitment to sustainability, both individually and as a firm, by actively participating in our communities and integrating sustainable business practices wherever possible. We will ensure that we hold ourselves accountable to the highest standards by meeting our customers' needs precisely and completely.

### 2.3 Job Creation for small miners and surrounding communities

Miners and processors are a highly dynamic group of people. Particularly in gold mining, there are a lot of rushes in the Region of Katavi that may see thousands of workers come and go in a matter of months. One in three workers arrived from a different region, and many others travel within these vast regions in pursuit of employment opportunities. Floating processing plants sites will provide a huge opportunity for jobs in a big number of influxes of job seekers

### **3.0 Our Product and Service Offerings**

JEMA Jione Company limited is established with the aim of maximizing profits by processing and exporting gold copper concentrates ores business. We want to compete favorably with leaders in the industry which is why we have but in place a competent team that will ensure that our exported products are of high standard to the demands. Our products for export are listed below;

- Gold ore beneficiation
- Silver ore beneficiation
- Copper gold ore concentrates

#### 4.0 Our Mission and Vision Statement

JEMA aims to serve clients all over the world, through Africa, by offering real world solutions that offers immediate help for the betterment of the lives of the ever-growing society through a more logical approach to meet the demands of 21<sup>st</sup> century.

#### 4.1 Vision:

JEMA strives to infuse Africa with her technically advanced approach to business and build platforms for more innovators and their innovations to make it to the global market.

#### 4.2 Our Business Structure

As part of our plan to build a top flight rich gold ore concentrates business processing and exporting company in Africa, we have perfected plans to get it right from the onset which is why we are going the extra mile to ensure that we have competent employees to occupy all the available positions in our company.

In view of that, we have decided to hire qualified and competent hands to occupy the following positions at JEMA Jione Company LIMITED;

- Chief Executive Officer (Owner)
- General manager
- Plant site processing Manager
- Human Resources and Admin Manager
- Sales and Marketing Officer
- Accountants/Cashiers
- Mining Casual Workers
- Truck and machinery Drivers and operators respectively.
- Customer Service Executives

## **5.0 Job Roles and Responsibilities.**

Chief Executive Officer – CEO (Owner):

- collaborating values, strategies, and objectives; assigning accountabilities; preparing, monitoring, and appraising job results; developing incentives; developing a climate for offering information and opinions; providing educational opportunities.

### **5.1 General Manager**

- Responsible for providing direction for the business
- Makes, connects, and implements the organization's vision, mission, and overall direction – i.e. leading the development and implementation of the overall organization's strategy.
- Accountable for signing documents on behalf of the company
- Evaluates the success of the organization
- Answerable for fixing prices and signing business deals
- Increases management's usefulness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers;

### **5.2 Plant Site processing Manager (Mining Engineer)**

- Oversees the smooth running of operations in the mine
- Makes sure that quality is maintained at all times
- Maps out strategies that will lead to efficiency amongst workers in the organization
- Responsible for training, evaluation and assessment of the workforce
- Ensures operation of equipment by completing preventive maintenance requirements; calling for repairs.
- Ensures that plant site meets the expected safety and health standard at all times.

### **5.3 Human Resources and Admin Manager**

- Responsible for overseeing the smooth running of HR and administrative tasks for the organization
- Defines job positions for recruitment and managing interviewing process

- Carries out induction for new team members
- Responsible for training, evaluation and assessment of employees
- Oversees the smooth running of the daily business activities.

#### 5.4 Sales and Marketing Manager

- Manages external research and coordinate all the internal sources of information to retain the organizations' best customers and attract new ones
- Models demographic information and analyze the volumes of transactional data generated by customer purchases
- Identifies, prioritize, and reach out to new partners, and business opportunities et al
- Responsible for supervising implementation, advocate for the customer's needs, and communicate with customers
- Develops, executes and evaluates new plans for expanding sales
- Documents all customer contact and information
- Represents the company in strategic meetings
- Helps to increase sales and growth for the company.

#### 5.5 Mining Casual Workers

- Liable for operating excavators and other machines in the mining processing site
- Handles the processing of gold, copper ore rich concentrates.
- Assist in loading and offloading of our concentrates into and out of the trucks.

#### 5.6 Accountant/Cashier

- Responsible for preparing financial reports, budgets, and financial statements for the organization
- Provides managements with financial analyses, development budgets, and accounting reports; analyzes financial feasibility for the most complex proposed projects; conducts market research to forecast trends and business conditions.
- Responsible for financial forecasting and risks analysis.
- Performs cash management, general ledger accounting, and financial reporting

- Responsible for developing and managing financial systems and policies
- Responsible for administering payrolls
- Ensures compliance with taxation legislation
- Handles all financial transactions for the organization
- Serves as internal auditor for the organization.

## 5.7 Truck Drivers

- Assists in loading and unloading gold, copper ore rich concentrates
- Maintains a logbook of their driving activities to ensure compliance with federal regulations governing the rest and work periods for operators.
- Keeps a record of vehicle inspections and make sure the truck is equipped with safety equipment
- Inspects vehicles for mechanical items and safety issues and perform preventative maintenance
- Complies with truck driving rules and regulations (size, weight, route designations, parking, break periods etc.) as well as with company policies and procedures
- Reports defects, accidents or violations.

## 5.8 Client Service Executive

- Ensures that all contacts with clients (e-mail, walk-In center, SMS or phone) provides the client with a personalized customer service experience of the highest level
- Through interaction with customers on the phone, uses every opportunity to build client's interest in the company's products and services
- Manages administrative duties assigned by the human resources and admin manager in an effective and timely manner
- Consistently stays abreast of any new information on the organizations' products, promotional campaigns etc. to ensure accurate and helpful information is supplied to customers when they make enquiries (answer customer queries regarding our business)

- Finds out the customer's needs, recommend, select and help locate the right merchandise, Describe a product's features and benefits.
- Make suggestions and encourage purchase of products.

## **6.0 SWOT Analysis**

Due to our drive for excellence when it comes to running a standard copper gold floatation processes and concentrates exporting company, we were able to engage some of the finest business consultants to look through our business concept and together we were able to critically examine the prospect of the business and to assess internal capabilities to be sure we have what it takes to run a standard gold processing and export business that can compete favorably in the industry.

In view of that, we were able to take stock of our strengths, our weakness, our opportunities and also the threats that we are likely going to be exposed to the public interest. Here is a of what we got from the critically conducted SWOT Analysis for JEMA Jione Company Limited;

### **6.1 Strength**

Our strength lies in the fact that we have state of the art copper gold ore flotation plants and processing equipment and trucks that has positioned us to meet the demand of our clients even if the demand tripled over night.

Another factor that counts to our advantage is the background of our Chief Executive Office; he has a robust experience in the industry to match the experience acquired which has placed him amongst the top flight players in the copper gold processing industry. We are not ignoring the fact that our team of highly qualified and dedicated workers will also serve as strength for our organization.

### **6.2 Weakness**

We do not take for granted the facts that we have weaknesses. In fact, the reality that we are setting up a gold plant in the Katavi region might pose a little challenge. In essence our chosen location might be our weakness.

### 6.3 Opportunities

The opportunities available to us are unlimited. There are loads of copper gold smelter companies. Historically, Japan and Europe were centres of demand for concentrates, but the epicentre has now shifted to China. Other markets still play an important role, especially when the burden of freight is added to sales. In Asia and outside China, key smelters exist in Japan, Korea, India, Indonesia and the Philippines, and other manufacturing companies that make use of raw gold all across the globe and all what we are going to do to push our products to them is already perfected.

### 6.4 Threat

The threat that is likely going to confront us is the fact that we are competing with already established copper gold floatation plants in Tanzania and other countries of the world. Of course, they will compete with us in winning over the available market. Another threat that we are likely going to face is unfavorable government policies and world economic downturn.

## **7.0 Market Analysis**

### **7.1 Market Trends**

It is common trend in the Copper gold and silver ore mining line of business to find mining companies positioning their business in locations and communities where they can easily have access to mines and of course cheap labor. If you make the mistake of positioning this type of business in a location where you would have to travel a distance before you can access gold and silver mines, then you would have to struggle to make profits and maintain your overhead and logistics.

Also, another trend in this line of business is that most registered and well-organized mining companies look beyond the market within their locations or state; they ensure that they strike business deals with leading jewelry making companies in the world. The truth is that if as a Copper gold processing company, you are able to become a vendor to one or more jewelry making giants in the world, you will always continue to smile to the bank.

## **8.0 Our Target Market**

When it comes to exporting copper gold concentrates, there is indeed a well-defined market in China, Japan and India. This goes to show that the target market for these products from copper gold concentrates is far reaching. In view of that, we have conducted our market research and we have ideas of what our target market would be expecting from us. We are in business to engage in supply of raw copper gold concentrates to China, Japan and India.

### **8.1 Our competitive advantage**

Some of our competitive advantages are availability of resource, ability to forward sell production when appropriate and of course the ability to comply with environmental laws.

As a standard and licensed gold mining company, we know that gaining a competitive edge requires a detailed analysis of the demographics of the surrounding area and the nature of the existing competitors. And even if you are successful at first, new competitors could enter your market at any time to steal your regular customers. Hence, we will not hesitate to adopt successful and workable strategies from our competitors.

Another competitive advantage that we have is the vast experience of our management team; we have people on board who understand how to grow a business from the scratch to becoming a national and international phenomenon. Our large and robust distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

Lastly, our employees will be well taken care of, and their welfare package will be among the best within our category in the industry, meaning that they will be more than willing to build the business with us and help deliver our set goals and achieve all our aims and objectives. We will also give good working conditions and commissions to freelance sales agents that we will recruit from time to time.

## **9.0 Sales and Marketing Strategy**

### **9.1 Sources of Income**

JEMA Jione Company limited is looking forward raising \$1,000,000 for the purpose of financing equipment purchases to meet a potential demand for its product. The company management has reason to believe that an introduction of floating machines will assist the company in its effort to widen its outputs offering and increase exports.

### **9.2 Marketing Strategy and Sales Strategy**

Before choosing a location to start JEMA Jione Company Limited, we conducted thorough market survey and feasibility studies in order for us to penetrate the available market in the China, Japan and India. We have detailed information and data that we were able to utilize to structure our business to compete with exporter companies from Tanzania.

We hired experts who have good understanding of running floatation plant and international market experts to help us develop marketing strategies that will help us achieve our business goal of winning a larger percentage of the available market.

JEMA Jione Company Limited will adopt the following sales and marketing approach to export the concentrates.

- Introduce our business by sending introductory letters to cooper gold smelter companies and other stakeholders in China, Japan and India.
- List our business and products on international business directories
- Leverage on the internet to promote our product cum business
- Encourage the use of Word of mouth marketing (referrals too our externa business consultants)

## **10.0 Our Pricing Strategy**

At JEMA Jione Company Limited we will keep the prices of our products at market competitive rate by keeping our overhead low and by collecting payment in advance from well – established copper gold smelter companies that would require constant supply of raw materials

## **10.1 Payment Options**

The payment policy adopted by JEMA Jione Company Limited is 100 % CIF before shipping we will ensure that we abide by the financial rules and regulation of the United republic of Tanzania. Here are the payment options that JEMA Jione Company Limited will make available to her clients;

- Payment via bank transfer
- Payment via online bank transfer

In view of the above, we have chosen banking platforms that will enable our clients make payment for our gold and silver without any stress on their part. Our bank account numbers will be made available on our website and promotional materials.

## 11.0 Startup Expenditure (Budget)

From our market survey and feasibility studies, we have been able to come up with a detailed budget of how to achieve our aim of establishing a standard and highly competitive cooper gold flotation plant in Tanzania and here are the key areas where we will spend our startup capital on;

### Estimated Pre-Start-up Monthly Expenses.

Site Pre-operating Expense	\$	3,000
Head Office Overhead	\$.	3,000
Permits and Certificates	\$.	3,000
Legal expenses	\$	1000
Metallurgical Test	\$.	2,500
Pre-Operating Supplies	\$.	500
Total	\$.	13,000
<b>Total per year.</b>	<b>\$</b>	<b>156,000</b>

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### Estimated startup Capital Cost:

Clearance and contractions.	\$	5,900,
Mobilization of Copper gold rich ore	\$.	16,900
Site constructions	\$	76,400 .
Vehicles – Tractors, etc	\$	266,000 .
Floating machines	\$	464,000 .
Office Equipments & Furnishings	\$	14,800 .
<b>Total</b>	<b>\$.</b>	<b>844,000</b>

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From the estimates above we would need an estimate of **One million dollars (\$1 million)** to successfully to acquire flotation machines and installations expenses at the plant.

### 11.1 Generating Startup Capital for JEMA JIONE Company limited

No matter how fantastic your business idea might be, if you don't have the required money to finance the business, the business might not become a reality. Finance is a very important factor when it comes to starting a gold and silver mining business.

JEMA Jione Company Limited is a partnership business company that is owned by shares with nine shareholders, Jumanne Maro Mokili the Chief Executive Officer, a Tanzanian own majority of share by 51%.

The company is at the final stages of obtaining a loan facility of \$1 million from Jione Financial Services. All the papers and documents have been signed and submitted; the loan has been approved.

## **12.0 Sustainability and Expansion Strategy**

The future of a business lies in the number of loyal customers that they have the capacity and competence of their employees, their investment strategy and their business structure. If all of these factors are missing from a business, then it won't be too long before the business close shop.

One of our major goals of starting floatation plat is to build a business that will survive off its own cash flow without the need for injecting finance from external sources once the business is officially running. We know that one of the ways of gaining approval and winning customers over is to supply our copper gold concentrates a little bit cheaper than what is obtainable in the market and we are well prepared to survive on lower profit margin for a while.

JEMA Jione Company Limited will make sure that the right foundation, structures and processes are put in place to ensure that our staff welfare are well taken of. Our company's corporate culture is designed to drive our business to greater heights and training and retraining of our workforce is at the top burner.

As a matter of fact, profit-sharing arrangement will be made available to all our management staff and it will be based on their performance for a period of three years or more. We know that if that is put in place, we will be able to successfully hire and retain the best hands we can get in the industry; they will be more committed to help us build the business of our dreams.

### **13.0 Sales Forecast**

We are well positioned to take on the available market in and around the world especially China, Japan and India and we are quite optimistic that we will meet our set target of generating enough profits from the **first year** of operation and grow the business and our clientele base.

We have been able to critically examine the copper gold concentrates line of business, we have analyzed our chances in the industry and we have been able to come up with the following sales forecast. The sales projections are based on information gathered on the field and some assumptions that are peculiar to startups in Tanzania.

Below are the sales projections for JEMA Jione Company Limited, it is based on the location of our business and other factors as it relates to small scale and medium scale floatation plants of copper gold concentrates startups in Tanzania.

These projections were done based on what is obtainable in the industry and with the assumption that there won't be any major economic meltdown and there won't be any major competitor offering same product and customer care services as we do within same location. Please note that the above projection might be lower and at the same time it might be higher.



## JEMA JIONE FINANCIAL PROJECTION 2022 TO 2026

FINANCIAL STATEMENTS	2022	2023	2024	2025	2026
Balance Sheet Check	OK	OK	OK	OK	OK

### Assumptions

#### LIVE SCENARIO

Revenue Growth (% Change)	10.0%	13.0%	15.0%	17.0%	19.0%
Cost of Goods Sold (% of Revenue)	55.0%	55.0%	55.0%	55.0%	55.0%
Salaries and Benefits (% of Revenue)	5.0%	5.0%	5.0%	5.0%	5.0%
Other Overhead (\$000's)	5,000	5,000	5,000	5,000	5,000
Depreciation & Amortization (% of PP&E)					
Building	5%	5%	5%	5%	5%
Plant	25%	25%	25%	25%	25%
Motor vehicles	25.0%	25.0%	25.0%	25.0%	25.0%
Furniture	12.5%	12.5%	12.5%	12.5%	12.5%
Interest (% of Debt)	5.0%	5.0%	5.0%	5.0%	5.0%
Tax Rate (% of Earnings Before Tax)	30.0%	30.0%	30.0%	30.0%	30.0%
Accounts Receivable (Days)	30	30	30	30	30
Inventory (Days)	30	30	30	30	30
Accounts Payable (Days)	30	30	30	30	30
Capital Expenditures (\$000's)	-	-	-	-	-
Debt Issuance (Repayment) (\$000's)	834,837	(189,005)	(198,675)	(208,840)	(238,317)
Equity Issued (Repaid) (\$000's)	-	-	-	-	-

Income Statement	2022	2023	2024	2025	2026
	\$	\$	\$	\$	\$
Revenue	3,346,219	3,781,228	4,348,412	5,087,642	6,054,294
Cost of Goods Sold (COGS)_Direct Costs	1,840,421	2,079,675	2,391,627	2,798,203	3,329,862
Gross Profit	1,505,799	1,701,552	1,956,785	2,289,439	2,724,432
Expenses					
Salaries and Benefits	167,311	189,061	217,421	254,382	302,715
Preliminary Expenses	25,000	-	-	-	-
Depreciation & Amortization	142,875	142,875	142,875	142,875	107,125
Other Overheads	5,000	5,000	5,000	5,000	5,000
Interest	45,900	36,662	27,780	17,615	7,009
Total Expenses	386,086	373,598	393,075	419,872	421,848
Earnings Before Tax	1,119,713	1,327,954	1,563,710	1,869,567	2,302,584
Taxes	335,914	398,386	469,113	560,870	690,775
Net Earnings	783,799	929,568	1,094,597	1,308,697	1,611,809

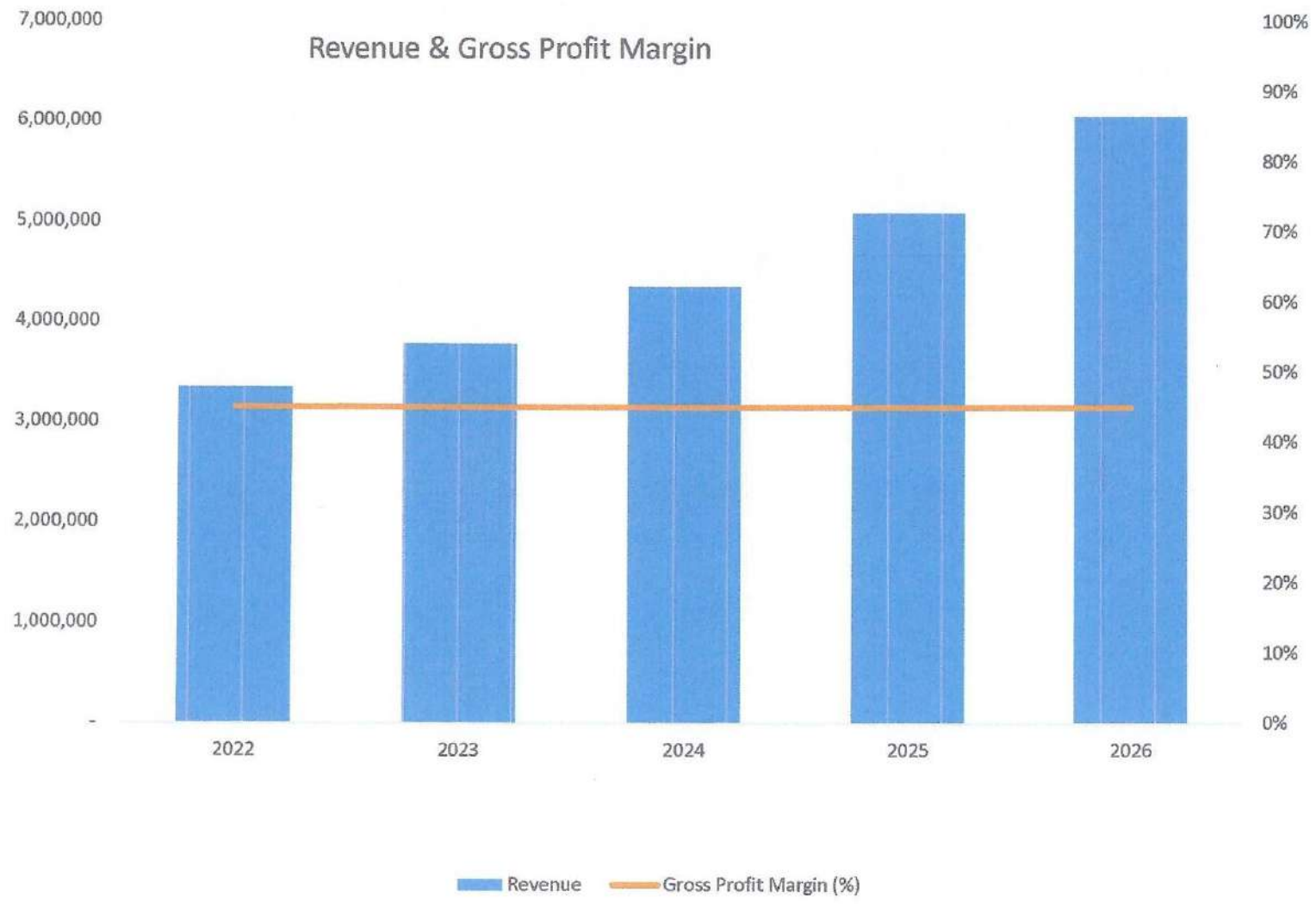
Balance Sheet	2022	2023	2024	2025	2026
	\$	\$			\$
<b>Assets</b>					
Cash	486,480	1,334,163	2,326,342	3,508,316	4,909,481
Accounts Receivable	275,032	310,786	357,404	418,162	497,613
Inventory	151,267	170,932	196,572	229,989	273,687
Property & Equipment	857,125	714,250	571,375	428,500	321,375
<b>Total Assets</b>	<b>1,769,904</b>	<b>2,530,131</b>	<b>3,451,693</b>	<b>4,584,967</b>	<b>6,002,157</b>
<b>Liabilities</b>					
Accounts Payable	151,267	170,932	196,572	229,989	273,687
Debt	834,837	645,832	447,157	238,317	(0)
<b>Total Liabilities</b>	<b>986,105</b>	<b>816,764</b>	<b>643,729</b>	<b>468,307</b>	<b>273,687</b>
<b>Shareholder's Equity</b>					
Equity Capital	-	-	-	-	-
Retained Earnings	783,799	1,713,367	2,807,964	4,116,661	5,728,469
<b>Shareholder's Equity</b>	<b>783,799</b>	<b>1,713,367</b>	<b>2,807,964</b>	<b>4,116,661</b>	<b>5,728,469</b>
<b>Total Liabilities &amp; Shareholder's Equity</b>	<b>1,769,904</b>	<b>2,530,131</b>	<b>3,451,693</b>	<b>4,584,967</b>	<b>6,002,157</b>

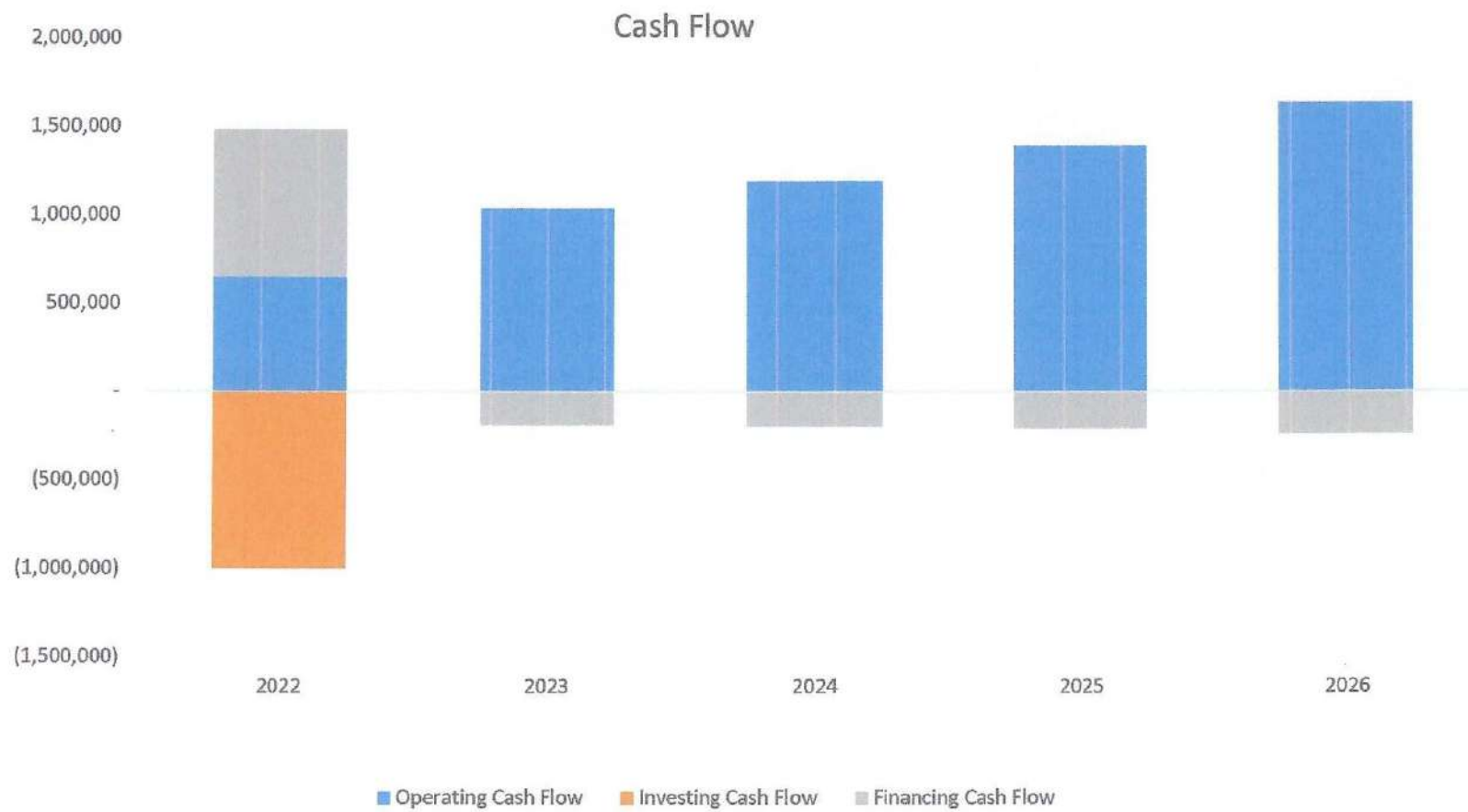
Cash Flow Statement	2022	2023	2024	2025	2026
	\$	\$	\$	\$	\$
<b>Operating Cash Flow</b>					
Net Earnings	783,799	929,568	1,094,597	1,308,697	1,611,809
Plus: Depreciation & Amortization	142,875	142,875	142,875	142,875	107,125
Less: Changes in Working Capital	275,032	35,754	46,618	60,759	79,451
<b>Cash from Operations</b>	<b>651,642</b>	<b>1,036,689</b>	<b>1,190,854</b>	<b>1,390,813</b>	<b>1,639,483</b>
<b>Investing Cash Flow</b>					
Investments in Property & Equipment	1,000,000	-	-	-	-
<b>Cash from Investing</b>	<b>1,000,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Financing Cash Flow</b>					
Issuance (repayment) of debt	834,837	(189,005)	(198,675)	(208,840)	(238,317)
Issuance (repayment) of equity	-	-	-	-	-
<b>Cash from Financing</b>	<b>834,837</b>	<b>(189,005)</b>	<b>(198,675)</b>	<b>(208,840)</b>	<b>(238,317)</b>
Net Increase (decrease) in Cash	486,480	847,683	992,179	1,181,973	1,401,166
Opening Cash Balance	-	486,480	1,334,163	2,326,342	3,508,316
<b>Closing Cash Balance</b>	<b>486,480</b>	<b>1,334,163</b>	<b>2,326,342</b>	<b>3,508,316</b>	<b>4,909,481</b>

## NOTES & OTHER SUPPORTING SCHEDULES 2022-204

Supporting Schedules	2022	2023	2024	2025	2026
	\$	\$	\$	\$	\$
<b>Working Capital Schedule</b>					
Accounts Receivable	275,032	310,786	357,404	418,162	497,613
Inventory	151,267	170,932	196,572	229,989	273,687
Accounts Payable	151,267	170,932	196,572	229,989	273,687
Net Working Capital (NWC)	275,032	310,786	357,404	418,162	497,613
Change in NWC	275,032	35,754	46,618	60,759	79,451
<b>Depreciation Schedule</b>					
PPE Opening	-	857,125	714,250	571,375	428,500
Plus Capex	1,000,000	-	-	-	-
Less Depreciation	142,875	142,875	142,875	142,875	107,125
PPE Closing	857,125	714,250	571,375	428,500	321,375
<b>Debt &amp; Interest Schedule</b>					
Debt Opening	-	834,837	645,832	447,157	238,317
Issuance (repayment)	834,837	(189,005)	(198,675)	(208,840)	(238,317)
Debt Closing	834,837	645,832	447,157	238,317	(0)
Interest Expense	45,900	36,662	27,780	17,615	7,009

Charts and Graphs	2022	2023	2024	2025	2026
	\$	\$	\$	\$	\$
Revenue	3,346,219	3,781,228	4,348,412	5,087,642	6,054,294
Gross Profit Margin (%)	45%	45%	45%	45%	45%
Operating Cash Flow	651,642	1,036,689	1,190,854	1,390,813	1,639,483
Investing Cash Flow	(1,000,000)	-	-	-	-
Financing Cash Flow	834,837	(189,005)	(198,675)	(208,840)	(238,317)





**JEMA JIONE LOAN REPAYMENT SCHEDULES**

Loan amount	\$ 1,000,000.00
Annual interest rate	5.00%
Loan period in years	5
Start date of loan	1/20/2022

Monthly payment	\$ 18,871.23
Number of payments	60
Total interest	\$ 132,274.02
Total cost of loan	\$ 1,132,274.02

No.	Payment Date	Beginning Balance	Payment	Principal	Interest	Ending Balance
1	2/20/2022	\$ 1,000,000.00	\$ 18,871.23	\$ 14,704.57	\$ 4,166.67	\$ 985,295.43
2	3/20/2022	\$ 985,295.43	\$ 18,871.23	\$ 14,765.84	\$ 4,105.40	\$ 970,529.60
3	4/20/2022	\$ 970,529.60	\$ 18,871.23	\$ 14,827.36	\$ 4,043.87	\$ 955,702.24
4	5/20/2022	\$ 955,702.24	\$ 18,871.23	\$ 14,889.14	\$ 3,982.09	\$ 940,813.10
5	6/20/2022	\$ 940,813.10	\$ 18,871.23	\$ 14,951.18	\$ 3,920.05	\$ 925,861.92
6	7/20/2022	\$ 925,861.92	\$ 18,871.23	\$ 15,013.48	\$ 3,857.76	\$ 910,848.44
7	8/20/2022	\$ 910,848.44	\$ 18,871.23	\$ 15,076.03	\$ 3,795.20	\$ 895,772.41
8	9/20/2022	\$ 895,772.41	\$ 18,871.23	\$ 15,138.85	\$ 3,732.39	\$ 880,633.56
9	10/20/2022	\$ 880,633.56	\$ 18,871.23	\$ 15,201.93	\$ 3,669.31	\$ 865,431.63
10	11/20/2022	\$ 865,431.63	\$ 18,871.23	\$ 15,265.27	\$ 3,605.97	\$ 850,166.36
11	12/20/2022	\$ 850,166.36	\$ 18,871.23	\$ 15,328.87	\$ 3,542.36	\$ 834,837.49
12	1/20/2023	\$ 834,837.49	\$ 18,871.23	\$ 15,392.74	\$ 3,478.49	\$ 819,444.75
13	2/20/2023	\$ 819,444.75	\$ 18,871.23	\$ 15,456.88	\$ 3,414.35	\$ 803,987.87
14	3/20/2023	\$ 803,987.87	\$ 18,871.23	\$ 15,521.28	\$ 3,349.95	\$ 788,466.58

15	4/20/2023	\$ 788,466.58	\$ 18,871.23	\$ 15,585.96	\$ 3,285.28	\$ 772,880.63
16	5/20/2023	\$ 772,880.63	\$ 18,871.23	\$ 15,650.90	\$ 3,220.34	\$ 757,229.73
17	6/20/2023	\$ 757,229.73	\$ 18,871.23	\$ 15,716.11	\$ 3,155.12	\$ 741,513.62
18	7/20/2023	\$ 741,513.62	\$ 18,871.23	\$ 15,781.59	\$ 3,089.64	\$ 725,732.03
19	8/20/2023	\$ 725,732.03	\$ 18,871.23	\$ 15,847.35	\$ 3,023.88	\$ 709,884.67
20	9/20/2023	\$ 709,884.67	\$ 18,871.23	\$ 15,913.38	\$ 2,957.85	\$ 693,971.29
21	10/20/2023	\$ 693,971.29	\$ 18,871.23	\$ 15,979.69	\$ 2,891.55	\$ 677,991.61
22	11/20/2023	\$ 677,991.61	\$ 18,871.23	\$ 16,046.27	\$ 2,824.97	\$ 661,945.34
23	12/20/2023	\$ 661,945.34	\$ 18,871.23	\$ 16,113.13	\$ 2,758.11	\$ 645,832.21
24	1/20/2024	\$ 645,832.21	\$ 18,871.23	\$ 16,180.27	\$ 2,690.97	\$ 629,651.94
25	2/20/2024	\$ 629,651.94	\$ 18,871.23	\$ 16,247.68	\$ 2,623.55	\$ 613,404.26
26	3/20/2024	\$ 613,404.26	\$ 18,871.23	\$ 16,315.38	\$ 2,555.85	\$ 597,088.88
27	4/20/2024	\$ 597,088.88	\$ 18,871.23	\$ 16,383.36	\$ 2,487.87	\$ 580,705.51
28	5/20/2024	\$ 580,705.51	\$ 18,871.23	\$ 16,451.63	\$ 2,419.61	\$ 564,253.89
29	6/20/2024	\$ 564,253.89	\$ 18,871.23	\$ 16,520.18	\$ 2,351.06	\$ 547,733.71
30	7/20/2024	\$ 547,733.71	\$ 18,871.23	\$ 16,589.01	\$ 2,282.22	\$ 531,144.70
31	8/20/2024	\$ 531,144.70	\$ 18,871.23	\$ 16,658.13	\$ 2,213.10	\$ 514,486.57
32	9/20/2024	\$ 514,486.57	\$ 18,871.23	\$ 16,727.54	\$ 2,143.69	\$ 497,759.03
33	10/20/2024	\$ 497,759.03	\$ 18,871.23	\$ 16,797.24	\$ 2,074.00	\$ 480,961.79
34	11/20/2024	\$ 480,961.79	\$ 18,871.23	\$ 16,867.23	\$ 2,004.01	\$ 464,094.57
35	12/20/2024	\$ 464,094.57	\$ 18,871.23	\$ 16,937.51	\$ 1,933.73	\$ 447,157.06
36	1/20/2025	\$ 447,157.06	\$ 18,871.23	\$ 17,008.08	\$ 1,863.15	\$ 430,148.98
37	2/20/2025	\$ 430,148.98	\$ 18,871.23	\$ 17,078.95	\$ 1,792.29	\$ 413,070.04
38	3/20/2025	\$ 413,070.04	\$ 18,871.23	\$ 17,150.11	\$ 1,721.13	\$ 395,919.93
39	4/20/2025	\$ 395,919.93	\$ 18,871.23	\$ 17,221.57	\$ 1,649.67	\$ 378,698.36
40	5/20/2025	\$ 378,698.36	\$ 18,871.23	\$ 17,293.32	\$ 1,577.91	\$ 361,405.04
41	6/20/2025	\$ 361,405.04	\$ 18,871.23	\$ 17,365.38	\$ 1,505.85	\$ 344,039.66
42	7/20/2025	\$ 344,039.66	\$ 18,871.23	\$ 17,437.74	\$ 1,433.50	\$ 326,601.92
43	8/20/2025	\$ 326,601.92	\$ 18,871.23	\$ 17,510.39	\$ 1,360.84	\$ 309,091.53
44	9/20/2025	\$ 309,091.53	\$ 18,871.23	\$ 17,583.35	\$ 1,287.88	\$ 291,508.18

45	10/20/2025	\$ 291,508.18	\$ 18,871.23	\$ 17,656.62	\$ 1,214.62	\$ 273,851.56
46	11/20/2025	\$ 273,851.56	\$ 18,871.23	\$ 17,730.19	\$ 1,141.05	\$ 256,121.38
47	12/20/2025	\$ 256,121.38	\$ 18,871.23	\$ 17,804.06	\$ 1,067.17	\$ 238,317.31
48	1/20/2026	\$ 238,317.31	\$ 18,871.23	\$ 17,878.24	\$ 992.99	\$ 220,439.07
49	2/20/2026	\$ 220,439.07	\$ 18,871.23	\$ 17,952.74	\$ 918.50	\$ 202,486.33
50	3/20/2026	\$ 202,486.33	\$ 18,871.23	\$ 18,027.54	\$ 843.69	\$ 184,458.79
51	4/20/2026	\$ 184,458.79	\$ 18,871.23	\$ 18,102.66	\$ 768.58	\$ 166,356.14
52	5/20/2026	\$ 166,356.14	\$ 18,871.23	\$ 18,178.08	\$ 693.15	\$ 148,178.05
53	6/20/2026	\$ 148,178.05	\$ 18,871.23	\$ 18,253.83	\$ 617.41	\$ 129,924.23
54	7/20/2026	\$ 129,924.23	\$ 18,871.23	\$ 18,329.88	\$ 541.35	\$ 111,594.35
55	8/20/2026	\$ 111,594.35	\$ 18,871.23	\$ 18,406.26	\$ 464.98	\$ 93,188.09
56	9/20/2026	\$ 93,188.09	\$ 18,871.23	\$ 18,482.95	\$ 388.28	\$ 74,705.14
57	10/20/2026	\$ 74,705.14	\$ 18,871.23	\$ 18,559.96	\$ 311.27	\$ 56,145.18
58	11/20/2026	\$ 56,145.18	\$ 18,871.23	\$ 18,637.30	\$ 233.94	\$ 37,507.88
59	12/20/2026	\$ 37,507.88	\$ 18,871.23	\$ 18,714.95	\$ 156.28	\$ 18,792.93
60	1/20/2027	\$ 18,792.93	\$ 18,871.23	\$ 18,792.93	\$ 78.30	\$ (0.00)