

ANTLANTA GLOBAL LIMITED

PROJECT PROFILE ON TISSUE PAPER MANUFACTURING UNIT

(Business Plan Year 2022- 2026)

PRODUCTS: Paper Napkins, Kitchen rolls & Toilet Rolls

PREPARED BY : Directors of Atlanta Global Limited

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1. INTRODUCTION

With the modernization of lifestyle whether in urban or rural area one cannot imagine living without tissue paper. It is used not only for hand wiping in restaurants or hotels but also for bathroom hygiene, nose care, wiping up spills, removing makeup, and small bathroom cleaning chores. Manufacturers have to estimate for packing size either for toilet rolls size or the paper napkin packet size for an average single unit lasts one week.

Toilet paper, paper towels, napkins, facial tissues and sanitary papers are personal products that need to be clean and hygienic. They're made from various proportions of bleached kraft pulps with relatively little refining of the stock, rendering them soft, bulky and absorbent. Sanitary papers are further distinguished from other papers in that they are creped, a process in which the paper is dried on a cylinder then scraped off with a metal blade, slightly crimping it. This softens the paper but makes it fairly weak, allowing it to disintegrate in water. Toilet paper can be one-or two-ply, meaning that it's either a single sheet or two sheets placed back-to-back to make it builder and more absorbent. Color, scents, and embossing may also be added, but fragrances sometimes cause problems for consumers who are allergic to perfumes. The biggest difference between toilet papers is the distinction between virgin paper products, which are formed directly from chipped wood, and those made from recycled paper. Most toilet paper, however, whether virgin or recycled, is wrapped around recycled cardboard cylinders.

Toilet paper is a fairly modern invention, making its debut around 1880 when it was developed by the British Perforated Paper Company. Made of a coarser paper than its modern incarnation, it was sold in boxes of individual squares. In America, the Scott Paper Company made its Waldorf brand toilet paper in rolls as early as 1890. The first rolls were not perforated, and lavatory dispensers had serrated teeth to cut the paper as needed. It was a nearly "unmentionable" product for years, and consumers were often embarrassed to ask for it by name or even be seen buying it. Timid shoppers simply asked for "Two, please," and the clerk presumably knew what they wanted. To keep things discreet, toilet paper was packaged and sold in brown paper wrappers.

During the 140 years since its introduction, toilet paper has changed little, although it's now perforated, and may be scented, embossed, or colored. Recently, toilet paper manufacturers increased the number of sheets on a roll, allowing consumers to replace the roll less frequently.

There is lots of scope in the venture of tissue paper from virgin Paper making to final products of paper for an Entrepreneur to involve. The objective of this project is to entrepreneurship in the section of manufacturing of Tissue Paper napkin and Toilet or kitchen roll at plot 70 Block 'B' Mikocheni Industrial area Dar es Salaam. The project is implemented by the following project promoters:-

SN	Name of shareholders	Nationality	Shares%
1.	Sultan Yahfoufi	British	33.33
2.	Abbas Sultan Yahfoufi	American	33.33
3	Ali Sultan Yahfoufi	lebanese	33.34

Company Legality, the legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, Tax Identification Number, and value added Tax certificates Justify that Atlanta Global Limited is operating within the ambit of the law of the Land

Project Organization Structure, the management of is Atlanta Global Limited constituted by the following organization set up:- Board of Directors, Managing Director who is responsible on the supervision on the entire operations of the Company, a company accountant, a General Manager who will be supervising general affairs of the project operation.

Investment Structure, the project is estimated to cost 528,000\$ the money covers value of land and building structures but also allocated fund include investment in equipment, furniture and fittings, pre expenses and working Capital. The equity which shall be contributed by the shareholders is 328,000 \$ equivalent to 63 % whereas 200,000 \$ which is 37% is a loan equity from bank. However a financial policy of the Company state that the profits generated will be re-invested

Financial information of Atlanta Global Limited is projected within five years. The company projected profit and Loss, account show a respectable turnover of more than 19,000 in the second year. The profits gained on fifth year are projected to be 60,000. The projected balance sheet, shows the net worth increase of more than 29,000\$ in the 3rd year of operation and more than 69,000\$ in the five year of the usefully lifetime of the implementation during which the business will be evaluated again.

2. SCOPE OF MARKET

Due to Covid-19 frequency of washing hand and face is increased and requirement of wiping during hand wash and face wash also soot up in these days. This is bound to increase the demand of the paper conversion products like paper napkins and toilet rolls, with the change of habit of public for precautionary of health. The production unit for paper napkin and rolls shall be only one player in this growing population of East African Countries (Tanzania, Uganda, Kenya, Rwanda, Southern Sudan and Burudi). One of major scope of the market area is the modern lifestyle of common people in and around the local area. The hygienic and modern lifestyle is the great scope of marketing for paper napkins and rolls.

3. RAW MATERIAL

Toilet paper is generally made from new or "virgin" paper, using a combination of softwood and hardwood trees. Toilet paper is generally a combination of approximately 70% hardwood and 30% softwood. Other materials used in manufacture include water, chemicals for breaking down the trees into usable fibre, and bleaches. Companies that make paper from recycled products use oxygen, ozone, sodium hydroxide, or peroxide to whiten the paper.

In this project basically the main raw material is tissue Paper 21GSM or 25 GSM which is to be purchased from paper mills. The nearest convenient dealer for Raw tissue paper is Mufindi Paper, Mondi paper supply from South Africa depending on the cost benefits. Other consumable is ink for the printing of paper napkin to decorate the products or as per the customer demands for the branding of their business.

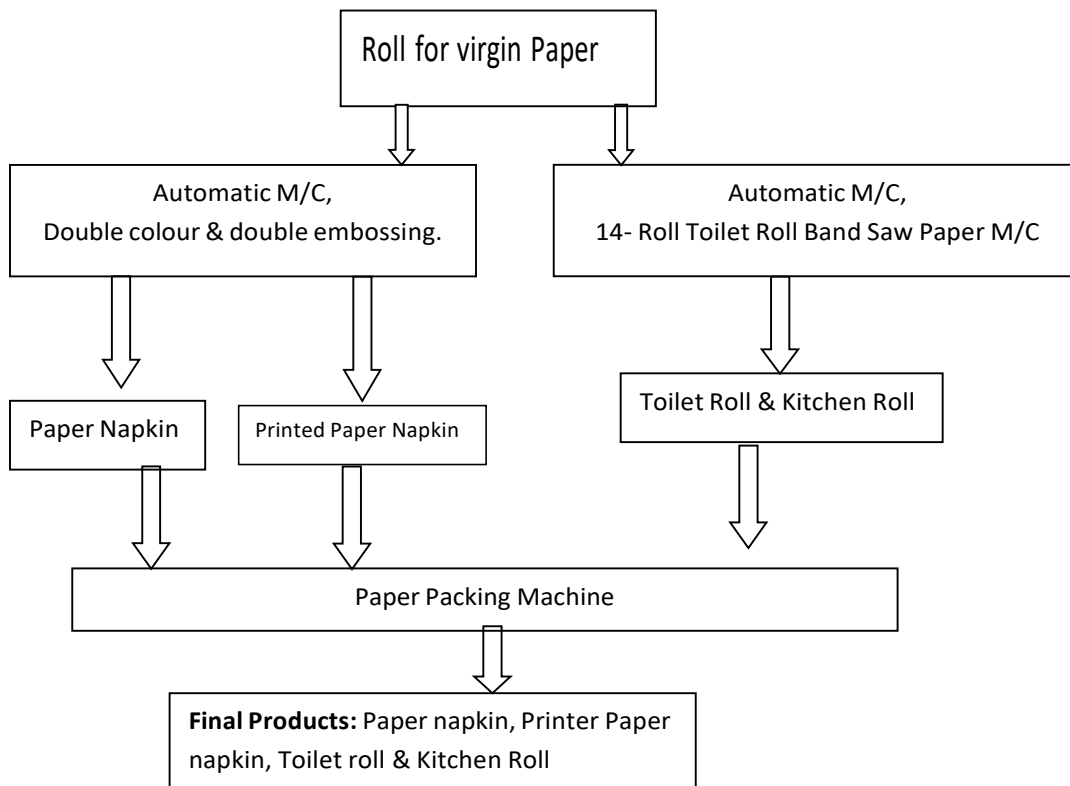
Other most important requirement as consumable is packing materials for napkins and rolls from paper making industries in Tanzania or other place depending on the cost benefit.

The arrangement of raw material will not have problem the unit in Business Capital of Dar es Salaam and there is sufficient market demand to run the unit in the local area also.

4. PROCESS FLOW DIAGRAM

The manufacturing process for paper napkin involves very few steps due to the automatic machines and if the raw material is virgin paper roll of tissue paper of 21GSM to 25 GSM. Te business plan is to convert the tissue paper to paper napkin as per the following flow diagram of the unit and with printed design required by customer.

I. FLOW DIAGRAM



5. IMPLEMENTATION SCHEDULE:

The project implementation involves various activities like market surveys and tie-ups, procurement of know-how, arrangement of premises/ land, building, preparation of project report, registration, financing, purchase of machines, commissioning of project, recruitment of staff and training, arrangement of power, procurement of raw materials, packing materials, trial production etc. in order to implement the project efficiently and in the shortest period there is a need to initiate many activities simultaneously as far as possible. This will not only cut the slack period but also will give quick results and be cost effective.

S.No	Activity	Estimated period required
1.	Market survey	15-20 days
2.	Procurement of know-how/experts	30 days
3.	Arrangement of premises	30-45 days
4.	Obtaining quotations and preparation of project report.	15-20 days
5.	Registration and financing.	45-60 days
6.	Recruitment of personnel and training.	30-45 days
7.	Obtaining power connection.	15-30 days

8.	Procurement of machines and equipments.	45-60 days
9.	Installation and electrification of machinery.	20-30 days
10.	Procurement of raw materials, consumables, packing materials etc.	10-15 days
11.	Product development/trial production.	5-10 days
12.	Commercial production.	05 days.

6. FINANCIAL ASPECTS:

6.1 TOTAL COST OF THE PROJECT

ATLANTA GLOBAL LIMITED	
<i>COST INVESTMENT STRUCTURE</i>	\$
Current assets	
Working capital	50,000
Opening inventory	-
Other	-
Sub Total	50,000
Property and equipment	
Land	60,000
Building	45,000
Equipment	40,000
Furniture and fixtures	10,000
Leasehold improvements	3,000
Plant	250,000
Motor Vehicles	60,000
Pre-operating	10,000
	478,000
Total assets	528,000

6.2 FINANCING PLAN

<i>Financing</i>	\$
Long-term liabilities	
Long-term loan	200,000
Owner's equity	
Cash	268,000
Contributed asset value	60,000
Total	528,000

6.2.1 LOAN REPAYMENT

Financial Projections - Loan Analysis

Amount financed	200,000.00
Annual interest (e.g., 8.25)	3.000
Duration of loan (in years)	4
Start date of loan	Month 1
Monthly payments	4,426.87
Total number of payments	48
Yearly principal + interest	53,122.38
Principal amount	200,000.00
Finance charges	12,489.54
Total cost	212,489.54

PAYMENT MONTH	BEGINNING BALANCE	INTEREST	PRINCIPAL	BALANCE	ACCUMULATIVE INTEREST	ACCUMULATIVE PRINCIPAL
1	200,000.00	500.00	3,926.87	196,073.13	500.00	3,926.87
2	196,073.13	490.18	3,936.68	192,136.45	990.18	7,863.55
3	192,136.45	480.34	3,946.52	188,189.93	1,470.52	11,810.07
4	188,189.93	470.47	3,956.39	184,233.54	1,941.00	15,766.46
5	184,233.54	460.58	3,966.28	180,267.26	2,401.58	19,732.74
6	180,267.26	450.67	3,976.20	176,291.06	2,852.25	23,708.94
7	176,291.06	440.73	3,986.14	172,304.92	3,292.98	27,695.08
8	172,304.92	430.76	3,996.10	168,308.82	3,723.74	31,691.18
9	168,308.82	420.77	4,006.09	164,302.72	4,144.51	35,697.28
10	164,302.72	410.76	4,016.11	160,286.62	4,555.27	39,713.38
11	160,286.62	400.72	4,026.15	156,260.47	4,955.99	43,739.53
12	156,260.47	390.65	4,036.21	152,224.25	5,346.64	47,775.75
13	152,224.25	380.56	4,046.30	148,177.95	5,727.20	51,822.05
14	148,177.95	370.44	4,056.42	144,121.53	6,097.64	55,878.47
15	144,121.53	360.30	4,066.56	140,054.97	6,457.95	59,945.03
16	140,054.97	350.14	4,076.73	135,978.24	6,808.08	64,021.76
17	135,978.24	339.95	4,086.92	131,891.32	7,148.03	68,108.68
18	131,891.32	329.73	4,097.14	127,794.18	7,477.76	72,205.82
19	127,794.18	319.49	4,107.38	123,686.80	7,797.24	76,313.20
20	123,686.80	309.22	4,117.65	119,569.15	8,106.46	80,430.85
21	119,569.15	298.92	4,127.94	115,441.21	8,405.38	84,558.79
22	115,441.21	288.60	4,138.26	111,302.95	8,693.99	88,697.05
23	111,302.95	278.26	4,148.61	107,154.34	8,972.24	92,845.66
24	107,154.34	267.89	4,158.98	102,995.36	9,240.13	97,004.64
25	102,995.36	257.49	4,169.38	98,825.98	9,497.62	101,174.02
26	98,825.98	247.06	4,179.80	94,646.18	9,744.68	105,353.82
27	94,646.18	236.62	4,190.25	90,455.93	9,981.30	109,544.07
28	90,455.93	226.14	4,200.73	86,255.21	10,207.44	113,744.79
29	86,255.21	215.64	4,211.23	82,043.98	10,423.08	117,956.02
30	82,043.98	205.11	4,221.76	77,822.22	10,628.19	122,177.78
31	77,822.22	194.56	4,232.31	73,589.91	10,822.74	126,410.09
32	73,589.91	183.97	4,242.89	69,347.02	11,006.72	130,652.98
33	69,347.02	173.37	4,253.50	65,093.53	11,180.08	134,906.47
34	65,093.53	162.73	4,264.13	60,829.39	11,342.82	139,170.61
35	60,829.39	152.07	4,274.79	56,554.60	11,494.89	143,445.40
36	56,554.60	141.39	4,285.48	52,269.12	11,636.28	147,730.88
37	52,269.12	130.67	4,296.19	47,972.93	11,766.95	152,027.07
38	47,972.93	119.93	4,306.93	43,666.00	11,886.88	156,334.00
39	43,666.00	109.16	4,317.70	39,348.30	11,996.05	160,651.70
40	39,348.30	98.37	4,328.49	35,019.80	12,094.42	164,980.20
41	35,019.80	87.55	4,339.32	30,680.49	12,181.97	169,319.51
42	30,680.49	76.70	4,350.16	26,330.32	12,258.67	173,669.68
43	26,330.32	65.83	4,361.04	21,969.28	12,324.50	178,030.72
44	21,969.28	54.92	4,371.94	17,597.34	12,379.42	182,402.66
45	17,597.34	43.99	4,382.87	13,214.47	12,423.41	186,785.53
46	13,214.47	33.04	4,393.83	8,820.64	12,456.45	191,179.36
47	8,820.64	22.05	4,404.81	4,415.83	12,478.50	195,584.17
48	4,415.83	11.04	4,415.83	0.00	12,489.54	200,000.00

6.3. PROJECTED INCOME STATEMENT

ATLANTA GLOBAL LIMITED					
PROJECTED INCOME STATEMENT					
	YEAR 1	YEAR 2	YEAR 4	YEAR 5	YEAR 6
	\$	\$	\$	\$	\$
SALES	613,440	663,840	832,800	842,794	852,907
COST OF SALES	384,817	403,505	511,416	517,553	523,764
GROSS MARGIN	228,623	260,335	321,384	325,241	329,143
OPERATING COSTS					
Advertising	7,000	7,700	8,470	8,572	8,674
Automotive	2,130	2,343	2,577	2,608	2,640
Bank charges	1,400	1,540	1,694	1,714	1,735
Business taxes	2,000	2,200	2,420	2,449	2,478
Casual wages	4,000	4,400	4,840	4,898	4,957
Depreciation	82,850	82,850	82,850	83,844	84,850
Dues, licenses and fees	1,200	1,320	1,452	1,469	1,487
Insurance	1,000	1,100	1,210	1,225	1,239
Interest on long-term debt	5,347	3,893	2,396	2,425	2,454
Management salaries	10,272	10,914	11,171	11,305	11,441
Misellaneous expenses	3,000	3,300	3,630	3,674	3,718
Office costs	3,000	3,300	3,630	3,674	3,718
Postage	2,000	2,200	2,420	2,449	2,478
Professional fees	2,000	2,200	2,420	2,449	2,478
Property taxes	1,100	1,210	1,331	1,347	1,363
Repairs and maintenance	2,100	2,310	2,541	2,571	2,602
Rent	2,000	2,200	2,420	2,449	2,478
Salaries and benefits	93,060	94,921	96,820	97,981	99,157
Telephone	1,200	1,320	1,452	1,469	1,487
Utilities	1,500	1,650	1,815	1,837	1,859
Total Operating Costs	228,159	232,872	237,559	240,410	243,294
INCOME BEFORE TAX	465	27,464	83,825	84,831	85,849
INCOME TAXES	(139)	(8,239)	(25,148)	(25,449)	(25,755)
NET INCOME	325	19,224	58,678	59,382	60,094

6.4 PROJECTED BALANCE SHEET

ATLANTA GLOBAL LIMITED							
PROJECTED BALANCE SHEET							
Five Years Ending							
		Opening	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
		\$	\$	\$	\$	\$	\$
ASSETS							
CURRENT							
	Cash	50,000	85,519	145,340	250,701	280,785	314,480
	Accounts receivable	-	25,560	27,660	34,700	38,864	43,528
	Inventory	-	-	-	-	-	-
	Other assets	-	-	-	-	-	-
	Total	50,000	111,079	173,000	285,401	319,649	358,007
CAPITAL ASSETS							
	Land	60,000	60,000	60,000	60,000	67,200	75,264
	Building	45,000	45,000	45,000	45,000	50,400	56,448
	Equipment	40,000	40,000	40,000	40,000	44,800	50,176
	Furniture and fixtures	10,000	10,000	10,000	10,000	11,200	12,544
	improvements	3,000	3,000	3,000	3,000	3,360	3,763
	Plant Equipments	250,000	250,000	250,000	250,000	280,000	313,600
	Automotive	60,000	60,000	60,000	60,000	67,200	75,264
	Other	10,000	10,000	10,000	10,000	11,200	12,544
		478,000	478,000	478,000	478,000	535,360	599,603
	Accumulated depreciation	-	(82,850)	(165,700)	(248,550)	(278,376)	(311,781)
		478,000	395,150	312,300	229,450	256,984	287,822
						-	-
	Total	528,000	506,229	485,300	514,851	576,633	645,829
LIABILITIES							
CURRENT							
	Accounts payable	-	25,541	26,516	31,207	34,952	39,146
	Income taxes payab	-	139	8,239	25,148	28,165	31,545
	Current portion of long-term debt	47,776	49,229	50,726	52,269	58,541	65,566
	Total	47,776	74,909	85,481	108,624	121,659	136,258
LONG-TERM DEBT							
	Long-term loan	200,000	152,224	102,995	52,269	58,541	65,566
	Less current portion	(47,776)	(49,229)	(50,726)	(52,269)	(58,541)	(65,566)
		152,224	102,995	52,269	(0)	(0)	(0)
	Total	200,000	177,904	137,750	108,624	121,659	136,258
OWNER'S EQUITY							
	Cash	268,000	268,000	268,000	268,000	300,160	336,179
	Contributed asset va	60,000	60,000	60,000	60,000	67,200	75,264
	Accumulated earnin	-	325	19,550	78,227	87,615	98,128
		328,000	328,325	347,550	406,227	454,975	509,571
						-	-
	Total	528,000	506,229	485,300	514,851	576,633	645,829

6.5 PROJECTED CASHFLOW

ATLANTA GLOBAL LIMITED					
PROJECTED STATEMENT OF CASH FLOWS					
For Five Years Ending					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	\$	\$	\$	\$	\$
CASH PROVIDED BY THE FOLLOWING ACTIVITIES					
OPERATING					
Net earnings	325	19,224	58,678	65,718.90	73,605.17
Depreciation	82,850	82,850	82,850	92,792.00	103,927.04
	83,175	102,074	141,528	158,510.90	177,532.21
Changes in working capital accounts				-	-
Accounts receivable	(25,560)	(2,100)	(7,040)	(7,884.80)	(8,830.98)
Inventory	-	-	-	-	-
Other assets	-	-	-	-	-
Accounts payable	25,541	975	4,692	5,254.59	5,885.14
Income taxes payable	139	8,100	16,908	18,937.50	21,210.00
Total	83,295	109,049	156,088	174,818.20	195,796.38
				-	-
FINANCING				-	-
Repayment of long-term loan	(47,776)	(49,229)	(50,726)	(56,813.38)	(63,630.99)
				-	-
CHANGE IN CASH	35,519	59,820	105,361	118,004.81	132,165.39
				-	-
CASH, BEGINNING OF YEAR	50,000	85,519	145,340	162,780.52	182,314.18
				-	-
CASH, END OF YEAR	85,519	145,340	250,701	280,785.33	314,479.57

6.6. PROJECTED OPERATING COSTS

ATLANTA GLOBAL LIMITED					
Projected Operating Costs					
	<i>YEAR 1</i>	<i>YEAR 2</i>	<i>YEAR 3</i>	<i>YEAR 4</i>	<i>YEAR 5</i>
	\$	\$	\$	\$	\$
Advertising	7,000	7,700	8,470	9,486	10,625
Automotive	2,130	2,343	2,577	2,887	3,233
Bank charges	1,400	1,540	1,694	1,897	2,125
Business taxes	2,000	2,200	2,420	2,710	3,036
Casual wages	4,000	4,400	4,840	5,421	6,071
Dues, licenses and fee	1,200	1,320	1,452	1,626	1,821
Insurance	1,000	1,100	1,210	1,355	1,518
Misellaneous expenses	3,000	3,300	3,630	4,066	4,553
Office costs	3,000	3,300	3,630	4,066	4,553
Postage	2,000	2,200	2,420	2,710	3,036
Professional fees	2,000	2,200	2,420	2,710	3,036
Property taxes	1,100	1,210	1,331	1,491	1,670
Repairs and maintenance	2,100	2,310	2,541	2,846	3,187
Rent	2,000	2,200	2,420	2,710	3,036
Telephone	1,200	1,320	1,452	1,626	1,821
Utilities	1,500	1,650	1,815	2,033	2,277
Total	36,630	40,293	44,322	49,641	55,598

MACHINERY & EQUIPMENTS:

No.	Description	Image of Machinery
	Automatic Tissue Paper	

1 Napkin Making Machine



2 Fully Automatic High Speed Toilet
Paper Roll Making Machine,



3 Paper Napkin Packing Machine,
Delta Paper Machines,



1. MISCELLANEOUS FIXED ASSETS:

No.	Items	No. reqd
1	Furniture and Fixtures	1.00
2	Electrification, cabling etc	1.00
3	Measuring Equipment	1.00
4	Land and Building	600sqm

2. RAW MATERIAL REQUIREMENT (at 100% capacity utilization)

Basis: Effective working days/Annum is 300days at 8hr/shift/day

SN	ITEM	QTY(KG) /DAY	QTY/YR	RATE \$/KG	COST
1	Tissue Paper 21 GSM & 25 GSM	100	30,000.00	58	17.4
2	Inks & Other Consumables		LS	10000	0.1
3	Packaging Material		LS	3000	0.03
				Total	17.53
	at 70%		70%	I YR	12.27
	at 80%		80%	II YR	14.02
	at 90%		90%	III YR	15.78

3. UTILITIES (at 100% capacity utilization):

No.	Particulars			\$
1	Electricity power Charges			0.2
2	Water Charges Bill			0.1
			Total	0.3
	Annual utilities bill			
	at 70% capacity utilization	70%	I YR	0.91
	at 80% capacity utilization	80%	II YR	1.04
	at 90% capacity utilization	90%	III YR	1.17

PRODUCTION CAPACITY (P.A.) : 1) Paper napkin -66000 pkt
 2) Printed Paper napkin -57000 pkt
 3) Toilet Roll -42000 pkt
 4) Kitchen Roll -30000 pkt

MANPOWER REQUIREMENT:

ATLANTA GLOBAL LIMITED							
Projected Salaries & Wages							
			<u>YEAR 1</u>	<u>YEAR 2</u>	<u>YEAR 3</u>	<u>YEAR 4</u>	<u>YEAR 5</u>
General salaries and benefits:							
<u>Position:</u>	<u>Name:</u>						
<u>Directors</u>	2		24,000	24,480	24,970	25,469	25,978
<u>Mangers</u>	2		16,800	17,136	17,479	17,828	18,185
<u>Technical experts</u>	4		28,800	29,376	29,964	30,563	31,174
<u>Sales team</u>	3		9,000	9,180	9,364	9,551	9,742
<u>watchmen</u>	2		6,000	6,120	6,242	6,367	6,495
Total	13					-	-
			84,600	86,292	88,018	89,778	91,574
	Estimated benefits (10%)		8,460	8,629	8,802	8,978	9,157
Total salaries and benefits			93,060	94,921	96,820	98,756	100,731
Management salaries							
<u>Position:</u>	<u>Name:</u>						
<u>Project Manager</u>	1		4,800	5,400	5,640	6,000	6,120
<u>Marketing</u>	1		4,800	4,800	4,800	4,800	4,896
						-	-
						-	-
			9,600	10,200	10,440	10,649	10,862
	Estimated benefits (7%)		672	714	731	745	760
Total management salaries			10,272	10,914	11,171	11,394	11,622
						-	-
Total salaries			103,332	105,835	107,990	110,150	112,353