



TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED
BUSINESS PLAN

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EXECUTIVE SUMMARY

This executive summary provides an overview of the business plan for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED, an exclusive company that owns a wildlife ranch located in West Kilimanjaro, dedicated to providing a unique and immersive experience for nature enthusiasts and adventure seekers. The ranch offers a range of services including accommodation, day/night game drives, walking safaris, and hunting. Our mission is to promote conservation, ecotourism, and sustainable wildlife management while providing a memorable and thrilling experience for our guests.

Company Overview

The company was registered in Tanzania on 19th November 1991 under the Company Ordinance Cap 212 with registration number 20137 the company is also registered with the Tanzania Revenue Authority with a Tax Payer Identification Number (TIN) 100-172-933.

Business Location

The business is currently located at Siha, West Kilimanjaro, the area is easily accessible to all major infrastructures. The business location is in a better position to service its clients.

Target Market

Our primary target market includes nature enthusiasts, adventure seekers, wildlife photographers, and ethical hunters. We aim to attract both local and international guests who appreciate the importance of conservation and sustainable tourism.

Competitive Advantages

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED distinguishes itself through several competitive advantages

Exclusive Wildlife Experiences: Ndarakwai Ranch sets itself apart by offering a diverse range of exclusive wildlife experiences, including luxury accommodations, day/night game drives, walking safaris, and carefully managed hunting. This comprehensive approach caters to a wide range of interests within the nature tourism market.

Expert Team: Our professional hunters are highly skilled and experienced, with an intimate understanding of the local wildlife, hunting techniques, and conservation practices. They are committed to providing a safe and ethical hunt while sharing their knowledge and passion for the African wilderness.

Premium Services: We offer personalized service and meticulous attention to detail, catering to the individual preferences and requirements of our clients. From luxury accommodations and gourmet cuisine to tailored hunting itineraries, we ensure an unparalleled level of comfort and satisfaction.

Luxurious and Eco-friendly Accommodations: Our lodges provide a unique combination of luxury and eco-friendliness, enhancing the overall guest experience. The integration of accommodations within the natural environment distinguishes us from competitors and appeals to guests seeking both comfort and a genuine connection with nature.

Marketing Strategies

To reach our target market, we will employ various marketing strategies, including

- a) Targeted Advertising: We will leverage online platforms, hunting magazines, and outdoor publications to showcase our unique hunting opportunities, testimonials from satisfied clients, and captivating imagery of the Tanzanian wilderness.
- b) Strategic Partnerships: Collaborating with hunting and travel agencies, as well as conservation organizations, will help us expand our network and reach a wider audience. We will also seek endorsements from influential hunters and outdoor personalities to enhance our credibility.
- c) Online Presence: A professionally designed website will provide comprehensive information on our hunting packages, testimonials, and an easy-to-use booking system. We will actively engage with our audience through social media channels, sharing captivating hunting stories and interacting with potential clients.

Mission Statement

To be a leading wildlife destination that balances wildlife conservation, sustainable tourism, and responsible hunting practices.

Vision Statement

To provide a premier wildlife experience, offering accommodation, guided game drives, walking safaris, and hunting opportunities, while actively contributing to the conservation and sustainable management of wildlife

Services

1. Lodge - Accommodation

We offer comfortable and eco-friendly lodges that blend with the natural surroundings, providing guests with a unique and immersive experience. Accommodations will include various options, from luxury suites to cozy cabins, catering to different preferences and budgets.

2. Day/Night Game Drives

Our expert guides will lead guests on exhilarating game drives, providing a chance to witness the beauty of wildlife in their natural habitat. Day and night drives will be available, each offering a distinct perspective on the diverse flora and fauna.

3. Walking Safaris

For those seeking a more intimate encounter with nature, our walking safaris will provide an up-close experience guided by experienced naturalists. This will allow guests to appreciate the smaller details of the ecosystem and wildlife behavior.

4. Hunting

In line with ethical and sustainable hunting practices, we offer carefully managed hunting experiences. Our professionally guided hunting excursions adhere to conservation principles, ensuring that wildlife populations remain healthy and sustainable.

Objective

a) Conservation Impact

To actively contribute to wildlife conservation efforts, working towards measurable goals such as the increase in the population of key species, habitat restoration initiatives, and participation in local and global conservation programs.

b) Promote Ethical Hunting Practices

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED is committed to promoting ethical hunting practices and sustainable conservation efforts. Our objective is to ensure that all hunting activities align with local regulations, adhere to fair chase principles, and prioritize the long-term conservation of wildlife and their habitats. We will actively contribute to wildlife conservation initiatives and work closely with local communities to promote sustainable hunting practices.

c) Exceptional Guest Experience

To consistently provide an exceptional and memorable guest experience, measured through guest satisfaction surveys, online reviews, and repeat customer rates. Strive for excellence in service quality and maintain a guest satisfaction rating above 90%.

d) Contribute to Local Community Development

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED recognizes the importance of community development and aims to contribute positively to the local communities where we operate. Our objective is to support sustainable livelihoods, education, healthcare, and conservation initiatives in collaboration with local stakeholders. We will prioritize partnerships and engagement with local communities to ensure mutual benefits.

e) Achieve Financial Viability and Sustainability

To ensure long-term success, our objective is to achieve financial viability and sustainability. We will implement effective financial management practices, monitor expenses and revenue streams, and continuously assess the profitability and growth potential of the business. By maintaining a healthy financial position, we can invest in infrastructure development, marketing initiatives, and conservation efforts.

f) Embrace Continuous Improvement

We are dedicated to continuous improvement in all aspects of our business. Our objective is to regularly review and evaluate our operations, client feedback, market trends, and industry advancements. By embracing innovation, adopting best practices, and seeking opportunities for growth and diversification, we aim to stay at the forefront of the hunting industry and maintain a competitive edge.

These objectives will guide the strategic direction and operational focus of TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED, helping us establish a strong presence in the tourism and hunting market, deliver exceptional experiences, promote sustainability, and contribute positively to the local community and wildlife conservation efforts.

Organizational structure

Our operations will be organized in a manner that ensures seamless and exceptional hunting experiences for our clients, including

Professional Hunting Team: We will employ experienced and licensed professional hunters who possess an in-depth knowledge of the local terrain, wildlife behaviour, and hunting regulations. They will lead the hunts, ensuring safety and ethical practices are followed.

Logistics and Support Staff: Our dedicated support staff will manage logistics, including transportation, camp setup, and catering services. This will allow our clients to focus solely on their hunting experience and enjoy a hassle-free stay.

Financial Projections

Based on market research and analysis, we anticipate substantial growth and financial success for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED. Key financial projections include:

- (a) **Revenue Forecast:** We expect revenue growth through increased bookings, repeat business from satisfied clients, and positive word-of-mouth referrals. We will also explore opportunities to offer add-on services such as photographic safaris and eco-tourism options.
- (b) **Cost Management:** Effective cost management strategies, such as strategic procurement, efficient resource allocation, and maintaining strong supplier relationships, will contribute to profitability and sustainability.
- (c) **Investment Requirements:** The business plan outlines the required initial investment of **USD 10 million** for securing hunting concessions, developing infrastructure, acquiring hunting equipment, and implementing marketing campaigns. The project will be financed by the shareholders through assets contribution (equity) to the company.

(d) **Investment Financial Breakdown**

NO.	ITEM	AMOUNT (USD)
1	Ranch	3,000,000.00
2	Renovation & Restructuring	5,000,000.00
3	Vehicles	450,000.00
4	Pre-Expenses	75,000.00
5	Working capital	1,475,000.00
TOTAL		10,000,000.00

Conclusion

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED aim to establish itself as the premier hunting company in Tanzania, providing discerning hunters with exclusive and unforgettable safari experiences. With our competitive advantages, strategic marketing initiatives, and commitment to exceptional service, we are confident in our ability to achieve long-term success, while promoting ethical hunting practices and sustainable conservation efforts in Tanzania's unique wilderness.

MARKET ANALYSIS SUMMARY

The wildlife tourism industry is experiencing steady growth globally, driven by increasing interest in nature-based experiences, wildlife conservation, and sustainable tourism. As travellers seek unique and meaningful encounters with nature, wildlife ranches that offer a blend of luxury accommodations and responsible tourism practices are gaining popularity.

Market Overview

Tanzania offers a diverse and thriving hunting market, attracting both domestic and international hunters. The country's rich biodiversity, vast hunting concessions, and well-managed wildlife populations make it an attractive destination for hunting enthusiasts. The market is influenced by factors such as hunting regulations, conservation efforts, economic conditions, and tourism trends.

Target Market

The primary target market for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED includes affluent individuals, hunting enthusiasts, and adventure seekers who value ethical hunting practices and seek unique hunting experiences in Tanzania. International markets, including North America, Europe, the Middle East, and Asia, offer significant potential due to the demand for sustainable hunting opportunities and the allure of Tanzania's wildlife.

Competitive Analysis

The hunting industry in Tanzania is competitive, with several established hunting companies operating in the market. Competitors may vary in terms of their target markets, hunting concessions, pricing strategies, and marketing approaches. TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED needs to differentiate itself by offering exceptional customer service, exclusive access to prime hunting areas, and a strong commitment to ethical hunting practices and wildlife conservation.

Market Trends

There are several noteworthy market trends that TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED should consider

- a) Increasing demand for Tourism and ethical hunting experiences: The market is witnessing a growing preference for responsible hunting practices and conservation-focused experiences. Incorporating these values into the company's offerings will attract environmentally conscious hunters.
- b) Emphasis on community engagement and local development: Customers increasingly value hunting companies that actively contribute to local communities and conservation efforts. TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED should leverage this trend by partnering with local organizations, supporting community development projects, and engaging clients in community-focused initiatives.
- c) Technological advancements: Technology plays an important role in hunting operations, from surveillance and tracking tools to digital marketing and booking platforms. Staying updated on technological advancements can enhance efficiency, client experience, and marketing strategies.

Marketing and Sales Strategies

To capture a significant market share, TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED should develop effective marketing and sales strategies, including:

- a) Targeted digital marketing campaigns: Utilize online platforms, social media channels, and search engine optimization to reach and engage potential customers.
- b) Partnerships and collaborations: Form strategic alliances with travel agencies, tour operators, and hunting associations to expand reach and access to target markets.
- c) Exceptional customer service: Focus on providing personalized service, building long-term relationships, and leveraging positive customer experiences to generate referrals and repeat business.
- d) Promoting unique selling propositions: Highlight the company's commitment to ethical hunting practices, wildlife conservation, and community development to differentiate from competitors and attract socially conscious customers.

Pricing Strategy

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED should adopt a pricing strategy that reflects the value of its unique offerings while remaining competitive in the market. Factors to consider include

- a) **Cost-based pricing:** Calculate the costs associated with hunting operations, including licenses, permits, guides, equipment, and concession fees. Add a reasonable profit margin to cover overhead expenses and generate a return on investment.
- b) **Value-based pricing:** Consider the value proposition of TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED, such as exclusive access to prime hunting areas, exceptional customer service, and a commitment to ethical hunting practices and conservation. Price the services accordingly to reflect the premium experience and value provided to customers.
- c) **Competitive pricing analysis:** Research and analyze the pricing strategies of key competitors in the hunting market in Tanzania. Ensure that TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED's pricing is competitive while offering unique features and advantages that justify the price premium.
- d) **Seasonal pricing:** Consider the seasonality of hunting activities in Tanzania. Adjust prices based on demand fluctuations, peak seasons, and availability of specific game species.
- e) **Transparency in pricing:** Communicate the pricing structure clearly to customers, highlighting the inclusions, exclusions, and any additional costs they may incur. Transparency builds trust and helps customers make informed decisions.

By conducting a comprehensive market analysis and leveraging market trends, TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED can develop effective marketing strategies, identify target markets, implement a competitive pricing strategy, and position itself as a leading hunting company in Tanzania.

STRATEGY AND IMPLEMENTATION SUMMARY

The strategy and implementation plan for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED, a hunting company based in Tanzania, outlines the key steps and approaches required to achieve the company's objectives and establish a strong presence in the market. Here is a summary of the strategy and implementation plan

Differentiation Strategy

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED will differentiate itself by offering exceptional hunting experiences, promoting ethical hunting practices, wildlife conservation, and active participation in anti-poaching efforts. By providing unique value propositions, including exclusive access to prime hunting areas, professional guidance from experienced hunters, and a strong commitment to sustainability, the company aims to attract discerning customers who prioritize responsible hunting.

Marketing and Promotion

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED will implement a comprehensive marketing and promotion strategy to reach the target market and generate awareness about its offerings. Key elements of the strategy include

- a. Digital Marketing: Utilize various online platforms, including a professional website, social media channels, and online advertising, to showcase the company's unique selling points, engage with potential customers, and drive traffic to the website.
- b. Content Creation: Develop high-quality content such as blog posts, articles, and videos that highlight hunting experiences, ethical practices, conservation efforts, and anti-poaching initiatives. This content will be distributed through online channels, targeting hunting enthusiasts and conservation-minded individuals.
- c. Partnerships: Form strategic partnerships with travel agencies, tour operators, hunting associations, and wildlife conservation organizations to expand reach, tap into their networks, and collaborate on joint marketing initiatives.
- d. Referral Programs: Implement referral programs to incentivize satisfied customers to refer friends and family, thereby expanding the customer base through word-of-mouth marketing.

Operational Excellence Strategy

1. Efficient Lodge Operations:

- Implement streamlined check-in/out processes for guest convenience.
- Utilize a centralized reservation system to optimize occupancy and room allocation.
- Regularly assess and upgrade lodge facilities to meet or exceed guest expectations.

2. Guest Services and Experience:

- Train staff to provide exceptional and personalized guest experiences.
- Gather and analyze guest feedback to continuously improve services.
- Implement loyalty programs and special packages to enhance guest satisfaction.

3. Conservation and Wildlife Management:

- Collaborate with wildlife experts and conservation organizations for effective wildlife management.
- Regularly assess the health and diversity of wildlife populations.
- Implement sustainable land and habitat management practices.

4. Ethical Hunting Programs:

- Develop and adhere to strict ethical hunting guidelines.
- Regularly review and adjust hunting quotas based on wildlife population assessments.
- Engage in community education on the benefits of ethical hunting for conservation.

5. Employee Training and Development:

- Provide ongoing training for staff in customer service, conservation practices, and safety.
- Create a positive and inclusive workplace culture to enhance employee satisfaction.
- Encourage and support continuous learning and career development.

Community Engagement and Conservation

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED recognizes the importance of community engagement and wildlife conservation. Key elements of the community engagement and conservation strategy include

- a. **Local Community Partnerships:** Collaborate with local communities, supporting sustainable livelihoods, education, healthcare, and conservation initiatives. This includes providing training and employment opportunities for community members and involving them in anti-poaching efforts.
- b. **Conservation Contributions:** Allocate a portion of the company's profits towards conservation initiatives, anti-poaching organizations, and community-led conservation projects.
- c. **Education and Awareness:** Conduct educational programs and initiatives that promote wildlife conservation, responsible hunting practices, and the detrimental impact of poaching. Engage clients in these initiatives to foster a deeper understanding and appreciation for wildlife conservation.

Continuous Improvement

TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED is committed to continuous improvement in all aspects of its operations. Key elements of the continuous improvement strategy include

- a. Customer Feedback and Evaluation: Regularly collect and analyse customer feedback to identify areas for improvement and enhance the overall customer experience.
- b. Training and Professional Development: Invest in ongoing training and professional development for staff to ensure they stay updated with best practices, industry trends, and advancements in hunting techniques.
- c. Monitoring and Evaluation: Establish performance metrics and conduct regular monitoring and evaluation of operational efficiency, customer satisfaction, and conservation impact

FINANCIAL ANALYSIS

The financial projections and analysis for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED, a company based in Tanzania, are presented in Appendices I, II, and III of the business plan. These projections demonstrate a favorable financial outlook for the company's operations. Here is a detailed explanation of the financial analysis

Income

The primary source of income for TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED will be derived from the sales of, Ndarakwai Lodge – Accommodation, Day / Night Game Drive, Walking Safari & hunting safaris. Additionally, there will be income generated from the rental of firearms, field vehicles, and other services. The revenue forecasts are based on assumptions such as the hunting season in Tanzania, the scheduling of hunting safaris, and the inclusion of photographic safaris. These factors contribute to the overall revenue projections.

- Hunting season in Tanzania is from 1st January to 31st December.
- Photographic safaris in the hunting areas and in National Parks will be conducted during the months of April to June or even during the hunting season.
- Hunting safaris will be scheduled on either of the three itineraries given below:
 - I. Premium safari
 - II. Major safari
 - III. Regular safari

Projected Financial Analysis

The financial analysis, including the projected profit and loss statements, balance sheets, cash flow statements, and analysis Summary from **Appendix I to IV**, provides a comprehensive overview of TANGANYIKA FILM AND SAFARI OUTFITTERS LIMITED's financial performance and outlook. These projections and analyses are vital in securing financing and ensuring the company's financial success. For detailed calculations and additional financial information, please refer to the corresponding appendices in the business plan.

		TZS	TZS	TZS	TZS	TZS
Appendix I: Projected Balance Sheet		2024	2025	2026	2027	2028
NON CURRENT ASSETS	Note 1	21,155,000,000	20,773,750,000	20,408,500,000	20,075,250,000	19,762,070,000
CURRENT ASSETS						
Cash and Bank Balances		3,787,992,400	4,196,492,715	4,607,134,012	5,124,966,233	5,627,963,018
Inventory/Stock	Note 3	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
Advance payment		1,681,250	20,452,000	65,000,000	18,650,054	19,988,413
Trade receivables/Debtors	Note 6	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
TOTAL CURRENT ASSETS		3,863,173,650	4,300,544,715	4,767,394,012	5,253,082,288	5,773,368,031
TOTAL ASSETS		25,018,173,650	25,074,294,715	25,175,894,012	25,328,332,288	25,535,438,031
EQUITY AND LIABILITIES						
EQUITY						
Accumulated capital		25,000,000,000	25,009,776,200	25,060,500,020	25,156,122,722	25,301,779,594
Profit after tax drawings		9,776,200	50,723,820	95,622,702	145,656,872	199,718,379
		-	-	-	-	-
TOTAL EQUITY		25,009,776,200	25,060,500,020	25,156,122,722	25,301,779,594	25,501,497,974
LONG TERM LIABILITIES						
Term loans						-
TOTAL LONG TERM LIABILITIES		-	-	-	-	-
CURRENT LIABILITIES						
short term loan		-	-	-	-	-
Accounts payables/Creditors		7,350,000	8,360,000	9,526,000	10,946,600	12,541,660
Taxation		1,047,450	5,434,695	10,245,290	15,606,093	21,398,398
Short term provisions		-	-	-	-	-
TOTAL CURRENT LIABILITIES		8,397,450	13,794,695	19,771,290	26,552,693	33,940,058
TOTAL LIABILITIES		8,397,450	13,794,695	19,771,290	26,552,693	33,940,058
TOTAL EQUITY AND LIABILITIES		25,018,173,650	25,074,294,715	25,175,894,012	25,328,332,288	25,535,438,031

		TZS	TZS	TZS	TZS	TZS
Appendix II: Profit and Loss Statements		2024	2025	2026	2027	2028
Revenue	Note 5	735,000,000	836,000,000	952,600,000	1,094,660,000	1,254,166,000
Direct cost	Note 4	220,500,000	250,800,000	285,780,000	328,398,000	376,249,800
Gross Profit		514,500,000	585,200,000	666,820,000	766,262,000	877,916,200
Expenses						
Administrative expenses	Note 2	111,934,000	123,127,400	135,440,140	148,984,154	163,882,569
Depreciation		381,250,000	381,250,000	385,250,000	398,250,000	416,180,000
Total operating expenses		493,184,000	504,377,400	520,690,140	547,234,154	580,062,569
Profit before interest and tax		21,316,000	80,822,600	146,129,860	219,027,846	297,853,631
Finance Expense		7,350,000	8,360,000	9,526,000	10,946,600	12,541,660
Profit before tax		13,966,000	72,462,600	136,603,860	208,081,246	285,311,971
Provision for Taxation		4,189,800	21,738,780	40,981,158	62,424,374	85,593,591
NET PROFIT AFTER TAX		9,776,200	50,723,820	95,622,702	145,656,872	199,718,379

Appendix III: Projected Cashflows Statements	2024	2025	2026	2027	2028
Cash flows from Operating Activities					
Profit before taxation	13,966,000.00	72,462,600.00	136,603,860.00	208,081,246.00	285,311,970.60
<u>Add:</u>					
Depreciation	381,250,000.00	381,250,000.00	385,250,000.00	398,250,000.00	416,180,000.00
Operating profit before Changes in Working Capital items	395,216,000.00	453,712,600.00	521,853,860.00	606,331,246.00	701,491,970.60
Changes in Working Capital items			-	-	-
Decrease/(Increase) in Stock	(36,750,000.00)	(5,050,000.00)	(5,830,000.00)	(7,103,000.00)	(7,975,300.00)
Decrease/(Increase) in Debtors	(36,750,000.00)	(5,050,000.00)	(5,830,000.00)	(7,103,000.00)	(7,975,300.00)
Increase/(Decrease) in Creditors	7,350,000.00	1,010,000.00	1,166,000.00	1,420,600.00	1,595,060.00
Other adjustment	(39,215,950.00)	(52,426,370.00)	(111,454,432.00)	(57,531,904.42)	(145,334,839.22)
Change in Working Capital	(105,365,950.00)	(61,516,370.00)	(121,948,432.00)	(70,317,304.42)	(159,690,379.22)
Cash flows from operations	289,850,050.00	392,196,230.00	399,905,428.00	536,013,941.58	541,801,591.38
Tax paid and other adjustment	(3,142,350.00)	(16,304,085.00)	(30,735,868.50)	(46,818,280.35)	(64,195,193.39)
NET CASH FLOWS FROM OPERATING ACTIVITIES	<u>292,992,400.00</u>	<u>408,500,315.00</u>	<u>430,641,296.50</u>	<u>582,832,221.93</u>	<u>605,996,784.77</u>
Cash flows from Investing Activities			-	-	-
Acquisition of Fixed Asset	(21,505,000,000.00)	-	(20,000,000.00)	(65,000,000.00)	(103,000,000.00)
Proceeds from Disposal of Fixed asset	-	-	-	-	-
NET CASH FLOWS FROM INVESTING ACTIVITIES	<u>(21,505,000,000.00)</u>	<u>-</u>	<u>(20,000,000.00)</u>	<u>(65,000,000.00)</u>	<u>(103,000,000.00)</u>
Cash Flows from Financing Activities			-	-	-
Drawings	-	-	-	-	-
Proceeds from Share Capital	25,000,000,000.00	-	-	-	-
Repayment of bank loan	-	-	-	-	-
NET CASH FLOWS FROM FINANCING ACTIVITIES	<u>25,000,000,000.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENT	<u>3,787,992,400.00</u>	<u>408,500,315.00</u>	<u>410,641,296.50</u>	<u>517,832,221.93</u>	<u>502,996,784.77</u>
Cash and cash equivalent at the beginning	-	3,787,992,400.00	4,196,492,715.00	4,607,134,011.50	5,124,966,233.43
Cash and cash equivalent at the end	3,787,992,400.00	4,196,492,715.00	4,607,134,011.50	5,124,966,233.43	5,627,963,018.19

Appendix IV: NOTES & Assumptions

Note 1 Depreciation schedule 2028

Details	Propert, Plant and Equipment				Total	Rate	Depreciation details			NBV
	Cost	Disp	Add				Acc. Dep b/d	Charge for year	Acc. Dep c/d	
Buildings	12,500,000,000	-	-	-	12,500,000,000	1%	500,000,000.00	125,000,000	625,000,000	11,875,000,000
Ranch land	7,500,000,000	-	-	-	7,500,000,000	0%	-	-	-	7,500,000,000
Motor vehicle	1,210,000,000	-	70,000,000	-	1,280,000,000	20.0%	921,000,000.00	256,000,000	1,177,000,000	103,000,000
Tents & working tools	250,000,000	-	3,000,000	-	253,000,000	6.0%	45,000,000.00	15,180,000	60,180,000	192,820,000
Furniture and fittings	130,000,000	-	30,000,000	-	160,000,000	12.5%	48,750,000.00	20,000,000	68,750,000	91,250,000
Total	21,590,000,000	-	103,000,000	-	21,693,000,000		1,514,750,000	416,180,000	1,930,930,000	19,762,070,000

Note 1 Depreciation schedule 2027

Details	Propert, Plant and Equipment				Total	Rate	Depreciation details			NBV
	Cost	Disp	Add				Acc. Dep b/d	Charge for year	Acc. Dep c/d	
Buildings	12,500,000,000	-	-	-	12,500,000,000	1%	375,000,000.00	125,000,000.00	500,000,000	12,000,000,000
Ranch land	7,500,000,000	-	-	-	7,500,000,000	0%	-	-	-	7,500,000,000
Motor vehicle	1,145,000,000	-	65,000,000	-	1,210,000,000	20.0%	679,000,000.00	242,000,000.00	921,000,000	289,000,000
Tents & working tools	250,000,000	-	-	-	250,000,000	6.0%	30,000,000.00	15,000,000.00	45,000,000	205,000,000
Furniture and fittings	130,000,000	-	-	-	130,000,000	12.5%	32,500,000.00	16,250,000.00	48,750,000	81,250,000
Total	21,525,000,000	-	65,000,000	-	21,590,000,000		1,116,500,000	398,250,000	1,514,750,000	20,075,250,000

Note 1 Depreciation schedule 2026

Details	Propert, Plant and Equipment				Total	Rate	Depreciation details			NBV
	Cost	Disp	Add				Acc. Dep b/d	Charge for year	Acc. Dep c/d	
Buildings	12,500,000,000	-	-	-	12,500,000,000	1%	250,000,000.00	125,000,000.00	375,000,000	12,125,000,000
Ranch land	7,500,000,000	-	-	-	7,500,000,000	0%	-	-	-	7,500,000,000
Motor vehicle	1,125,000,000	-	20,000,000	-	1,145,000,000	20.0%	450,000,000.00	229,000,000.00	679,000,000	466,000,000
Tents & working tools	250,000,000	-	-	-	250,000,000	6.0%	15,000,000.00	15,000,000.00	30,000,000	220,000,000
Furniture and fittings	130,000,000	-	-	-	130,000,000	12.5%	16,250,000.00	16,250,000.00	32,500,000	97,500,000
Total	21,505,000,000	-	20,000,000	-	21,525,000,000		731,250,000	385,250,000	1,116,500,000	20,408,500,000

Note 1 Depreciation schedule 2025

Details	Propert, Plant and Equipment				Total	Rate	Depreciation details			NBV
	Cost	Disp	Add				Acc. Dep b/d	Charge for year	Acc. Dep c/d	
Buildings	12,500,000,000	-	-	-	12,500,000,000	1%	125,000,000.00	125,000,000.00	250,000,000	12,250,000,000
Ranch land	7,500,000,000	-	-	-	7,500,000,000	0%	-	-	-	7,500,000,000
Motor vehicle	1,125,000,000	-	-	-	1,125,000,000	20.0%	225,000,000.00	225,000,000.00	450,000,000	675,000,000
Tents & working tools	250,000,000	-	-	-	250,000,000	6.0%	-	15,000,000	15,000,000	235,000,000
Furniture and fittings	130,000,000	-	-	-	130,000,000	12.5%	-	16,250,000	16,250,000	113,750,000
Total	21,505,000,000	-	-	-	21,505,000,000		350,000,000	381,250,000	731,250,000	20,773,750,000

Note 1 Depreciation schedule 2024

Details	Propert, Plant and Equipment				Total	Rate	Depreciation details			NBV
	Cost	Disp	Add				Acc. Dep b/d	Charge for year	Acc. Dep c/d	
Buildings	12,500,000,000	-	-	-	12,500,000,000	1%	-	125,000,000.00	125,000,000	12,375,000,000
Ranch land	7,500,000,000	-	-	-	7,500,000,000	0%	-	-	-	7,500,000,000
Motor vehicle	1,125,000,000	-	-	-	1,125,000,000	20.0%	-	225,000,000.00	225,000,000	900,000,000
Tents & working tools	250,000,000	-	-	-	250,000,000	6.0%	-	15,000,000.00	-	250,000,000
Furniture and fittings	130,000,000	-	-	-	130,000,000	12.5%	-	16,250,000.00	-	130,000,000
Total	21,505,000,000	-	-	-	21,505,000,000		-	381,250,000	350,000,000	21,155,000,000

Appendix IV: NOTES & Assumptions

	TZS 2024	TZS 2025	TZS 2026	TZS 2027	TZS 2028
Note 2 Expenses Schedule					
1 Fuel expenses	7,020,000	7,722,000	8,494,200	9,343,620	10,277,982
2 Food purchase	6,800,000	7,480,000	8,228,000	9,050,800	9,955,880
3 insurance	1,230,000	1,353,000	1,488,300	1,637,130	1,800,843
4 Transport	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
5 water	5,000,000	5,500,000	6,050,000	6,655,000	7,320,500
6 electricity	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
7 accounting fees	1,550,000	1,705,000	1,875,500	2,063,050	2,269,355
8 Security	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200
9 Staff welfare Uniforms	2,000,000	2,200,000	2,420,000	2,662,000	2,928,200
10 Tariff	3,000,000	3,300,000	3,630,000	3,993,000	4,392,300
11 stationary	1,200,000	1,320,000	1,452,000	1,597,200	1,756,920
12 Salary & Wages	48,120,000	52,932,000	58,225,200	64,047,720	70,452,492
13 bank charges	2,100,000	2,310,000	2,541,000	2,795,100	3,074,610
14 Clearing expenses	2,350,000	2,585,000	2,843,500	3,127,850	3,440,635
15 Maintenance and license:	2,564,000	2,820,400	3,102,440	3,412,684	3,753,952
16 Miscellaneous	3,000,000	3,300,000	3,630,000	3,993,000	4,392,300
17 Total	111,934,000	123,127,400	135,440,140	148,984,154	163,882,569
Note 3 Stock Position					
Stock -Drinks & Food Items	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
Total	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
	36,750,000.0	41,800,000.0	47,630,000.0	54,733,000.0	62,708,300.0
Note 4 Direct cost					
Direct Cost (Variable)	220,500,000	250,800,000	285,780,000	328,398,000	376,249,800
Total	220,500,000	250,800,000	285,780,000	328,398,000	376,249,800
	220,500,000	250,800,000	285,780,000	328,398,000	376,249,800
Note 5 Revenue					
Accommodation revenue	225,000,000	270,000,000	324,000,000	396,000,000	477,000,000
Safari income hunting	300,000,000	330,000,000	363,000,000	399,300,000	439,230,000
Day / Night Game Drive	160,000,000	176,000,000	193,600,000	212,960,000	234,256,000
Other Income	50,000,000	60,000,000	72,000,000	86,400,000	103,680,000
Total	735,000,000	836,000,000	952,600,000	1,094,660,000	1,254,166,000
Note 6 Debtors					
Sundry debtors	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
Total	36,750,000	41,800,000	47,630,000	54,733,000	62,708,300
Note 7					
Accumulated capital	25,000,000,000	25,009,776,200	25,060,500,020	25,156,122,722	25,301,779,594
Profit after tax	9,776,200	50,723,820	95,622,702	145,656,872	199,718,379
drawings	-	-	-	-	-
TOTAL EQUITY	25,009,776,200	25,060,500,020	25,156,122,722	25,301,779,594	25,501,497,974

SUMMARY	2025	2026	2027	2028
ANNUAL GROWTH%				
Sales	14%	14%	15%	15%
Operating profit	279%	81%	15%	15%
Net Profit	419%	89%	52%	37%
LIQUIDITY RATIOS				
Current ratio	312	241	198	170
Quick ratio	309	239	196	168
Net Working Capital	4,286,750,020	4,747,622,722	5,226,529,594	5,739,427,974
PROFITABILITY RATIOS				
Net profit margin	6%	10%	13%	16%
Gross profit margin	70%	70%	70%	70%
Return on Assets/Investment	0%	0%	1%	1%
Return on Equity	0%	0%	1%	1%
ACTIVITY RATIOS				
Stock turnover days	61	61	61	61
Debtors collection period(days)	61	61	61	61
Creditors payment period (days)	12	12	12	12
SOLVENCY/LEVERAGE RATIOS				
Net Worth	25,060,500,020	25,156,122,722	25,301,779,594	25,501,497,974
Long Term Debt/Equity ratio	0%	0%	0%	0%
Total liabilities/Net worth	0%	0%	0%	0%