



**BUSINESS PLAN
OF
EXPRESS TRUCKING ENTERPRISE LIMITED
CONCERN**

TRANSPORTATION OF TRANSIT CARGO

Prepared by:

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1.0 THE EXECUTIVE SUMMARY

This Business Plan is intended to revamp the business operations of transportation of transit cargo in SADC region. The company wants to broaden its scope of operations in terms of expanded capacity level, together with geographical coverage of destinations to be served by our company. The company believes with increased volume of operations, the company will enhance its growth of revenues for the economic benefits not only of the company, but also for entire national economy.

1.1 The Objectives

The above initiatives are meant to uphold the needed economic growth not only to the company but also at national economy through this horizontal diversification initiatives above. Together with the above, the company shall become source of earnings to the following stakeholders, namely:-

- (i) The fleet operatives as source of employment, as the company intends to expand its operations with additional acquisitions of trucks to its existing fleet.
- (ii) The maintenance and servicing personnel managing the workshops / garage and other facilities.
- (iii) The suppliers of various trucks parts and supplies.
- (iv) The distribution channels of retail energies.
- (v) The caterers and other (wajasiriamali)
- (vi) The general public surrounding the fleet operations providing support services.

1.2 The Vision

The company is striving to be in the leading role of supply chain in logistical network of freight/ cargo movement across the SADC region. In this regard we envisage to expand our operations to the magnitude of Inter-modal operations across the globe.

2.0 BUSINESS NETWORK & LOCATION

The Company, in order to achieve the (1.2) above intends, in the near five (5) years period to have designated office sites of operations in every country of SADC member states, for coordination of operational activities.

- 2.1 Along together the expanded scope of operations, the company will ensure that it operates Warehouse and storage facilities in every location site office to ensure safe and secure storage facility/premises for goods we shall be handling.
- 2.2 The Bulk transportation / movements of goods / cargo to destinations shall necessitates Containerized shipment modal of freight haulage in order to effectively up- hold over leadership role in good / freight transportation industry.

3.0 INVESTMENT COSTS

The Investment Costs of the revamping the company involves the acquisition and initially, operating the fleet of twenty (20) horse and twenty (20) trailers of maximum haulage power of forty (40) HP.

4.1 Revenues assumptions

For the purpose of our Revenues projections, the Trucks shall be able to make One round trip per month earning USD 7000 or Tshs 14,000,000 per month.

4.2 Costs assumptions

The costs / expenses assumption are based on the Truck Fleet of twenty capacity level. |
ORT on the other hand refer to (**ONE ROUND TRIP**) , the assumptions made below
pertain to **Standard Average Distance (SAD)**

The Cost Structure underneath pertain to the **Cost Configuration** as provided in section
above. The same shall be used in the financial projections and analysis.

In Tshs '000

Elements	qty	Rate	Amounts
Direct Materials	ort	3200	5460
Direct Labor	ort		1680
Overheads	ort		1260
Subtotal Direct costs			8400
OCA			1820
Total Costs /expenses			10220

5.0 FINANCIAL PROJECTIONS AND ANALYSIS

Consistent with the Revenues, costs and expenses assumptions at capacity levels under the
projections, the revamping of our operations as per company objectives and the overall vision
our financial outlook shall be represented under the followings:-

- (i) Projected Income & Expenditure statement, in Appendix 01
- (ii) Cash flow statement, in Appendix 02
- (iii) Financial Position of the Balance Sheet in Appendix 03

EXPRESS ENTERPRISES COMPANY LTD

CASHFLOW STATEMENT
FOR YEAR ONE APRIL 2023 TO MARCH 30 2024

	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MARCH	TOTAL Tbls
INFLOWS													
Cash Balance b/f		25,533,600	35,130,147	47,502,641	54,332,258	68,102,206	106,911,434	121,282,312	137,163,836	145,930,437	150,769,601	186,884,820	
Cash receipts from freight charges	86,800,000	86,800,000	132,900,000	132,900,000	132,900,000	296,100,000	296,100,000	310,500,000	310,500,000	310,500,000	310,500,000	310,500,000	2,717,000,000
Other cash collections													
Total Cash Receipts	86,800,000	112,333,600	168,030,147	180,402,641	187,232,258	364,202,206	403,011,434	431,782,312	447,663,836	456,430,437	461,269,601	497,384,820	3,796,543,294
OUTFLOWS / DISBURSEMENTS													
Purchases of fuels and Lubes	30,380,000	39,316,760	58,810,552	63,140,924	65,531,290	127,470,772	141,054,002	151,123,809	156,682,343	159,750,653	161,444,361	174,084,687	1,328,790,153
Drivers emoluments etc	8,506,400	11,008,693	16,466,954	17,679,459	18,348,761	28,640,000	39,495,121	42,314,667	43,871,056	44,730,183	45,204,421	48,743,712	365,009,627
Consumables, Supplies, Uniforms etc	4,320,000	4,320,000	4,320,000	4,320,000	4,320,000	9,320,000	9,320,000	9,320,000	9,320,000	9,320,000	9,320,000	9,320,000	86,840,000
Subtotal	43,206,400	54,645,453	79,597,506	85,140,383	88,200,052	165,430,772	189,869,123	202,758,476	209,873,399	213,800,836	215,968,781	232,148,399	1,780,639,579
Administrative expenses													
Salaries, wages and benefits	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	3,636,000	43,632,000
WHT & Statutory taxes SDL etc	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	1,735,000	20,820,000
Office Rent	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	6,000,000
Electricity	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Water Utilities etc	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	480,000
Airtime and Internet	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	960,000
Official travel	2,845,000	1,956,000	1,956,000	1,956,000	1,860,000	80,000	2,400,000	80,000	3,600,000	3,600,000	3,600,000	3,600,000	16,261,000
Business license & other fees	670,000									3,600,000			4,270,000
Provisional Taxes	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	7,500,000
Office Services	889,000	889,000	889,000	889,000	889,000	889,000	889,000	889,000	889,000	889,000	889,000	889,000	10,668,000
Staff welfare & medical Insurance	974,000	974,000	974,000	974,000	974,000	974,000	974,000	974,000	974,000	974,000	974,000	974,000	11,688,000
Bank and finance charges	512,000	512,000	512,000	512,000	512,000	512,000	512,000	512,000	512,000	512,000	512,000	512,000	6,144,000
Total Administrative expenses	8,060,000	12,558,000	20,930,000	20,930,000	20,930,000	41,860,000	41,860,000	41,860,000	41,860,000	41,860,000	41,860,000	41,860,000	342,984,000
Total OUTFLOWS / DISBURSEMENTS	51,266,400	67,203,453	100,527,506	106,070,383	109,130,052	207,290,772	231,729,123	244,618,476	251,733,399	255,660,836	224,384,781	274,008,399	2,123,623,579
Net Cash/Balance before Capital reserve	35,533,600	45,130,147	67,502,641	74,332,258	78,102,206	156,911,434	171,282,312	187,163,836	195,930,437	200,769,601	236,884,820	223,376,421	1,672,919,714
Transfers to Capital reserve fund	10,000,000	10,000,000	20,000,000	20,000,000	10,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	50,000,000	420,000,000
NET CASH balance for operations Cf	25,533,600	35,130,147	47,502,641	54,332,258	68,102,206	106,911,434	121,282,312	137,163,836	145,930,437	150,769,601	186,884,820	173,376,421	1,252,919,714

EXPRESS ENTERPRISES COMPANY LTD

INCOME AND EXPENDITURE STATEMENT
FOR YEAR ONE APRIL 2023 TO MARCH 30 2024

Exchange rate USD Tshs 2300

	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MARCH	TOTAL
	6 7000 2300	6 7000 2300	10 7000 2300	10 7000 2300	10 7000 2300	20 7000 2300	20 7000 2300	20 7000 2300	20 7000 2300	20 7000 2300	200 7000 2300	20 7000 2300	
Capacity Levels													
REVENUES													
Freight charges	96,600,000	96,600,000	161,000,000	161,000,000	161,000,000	322,000,000	322,000,000	322,000,000	322,000,000	322,000,000	3,220,000,000	322,000,000	5,828,200,000
Other Incomes	96,600,000	96,600,000	161,000,000	161,000,000	161,000,000	322,000,000	322,000,000	322,000,000	322,000,000	322,000,000	3,220,000,000	322,000,000	5,828,200,000
Total Income													
DIRECT COSTS													
Direct Materials	37,674,000	37,674,000	62,790,000	62,790,000	62,790,000	125,580,000	125,580,000	125,580,000	125,580,000	125,580,000	1,255,800,000	125,580,000	2,272,998,000
Direct labor	13,330,800	13,330,800	22,218,000	22,218,000	22,218,000	44,436,000	44,436,000	44,436,000	44,436,000	44,436,000	444,360,000	44,436,000	804,291,600
Overheads	6,955,200	6,955,200	11,592,000	11,592,000	11,592,000	23,184,000	23,184,000	23,184,000	23,184,000	23,184,000	231,840,000	23,184,000	419,630,400
Total Direct Costs	57,960,000	57,960,000	96,600,000	96,600,000	96,600,000	193,200,000	193,200,000	193,200,000	193,200,000	193,200,000	1,932,000,000	193,200,000	3,496,920,000
Contribution Margin	38,640,000	38,640,000	64,400,000	64,400,000	64,400,000	128,800,000	128,800,000	128,800,000	128,800,000	128,800,000	1,288,000,000	128,800,000	2,331,280,000
Administrative Costs / expenses	12,558,000	12,558,000	20,930,000	20,930,000	20,930,000	41,860,000	41,860,000	41,860,000	41,860,000	41,860,000	418,600,000	41,860,000	757,666,000
Operating profit / loss before tax	26,082,000	26,082,000	43,470,000	43,470,000	43,470,000	86,940,000	86,940,000	86,940,000	86,940,000	86,940,000	869,400,000	86,940,000	1,573,614,000