

Our, your, place of wonders
Ajabu Echo Space – Mafia Island



FIGURE 1. Google Earth view.

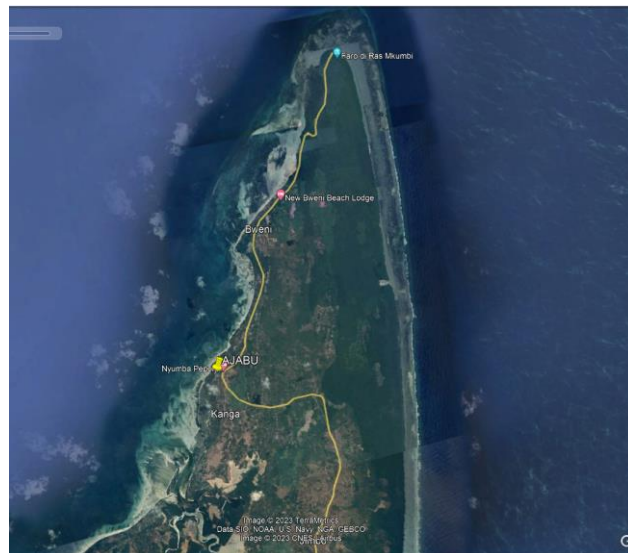


FIGURE 2. Location.

...We invite you to indulge in the beauty of nature, immerse yourself in unforgettable experiences, and create cherished memories that will last a lifetime at Ajabu Echo Space...

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Project Overview

We are excited to present our project for Ajabu Echo Space, which will be an exquisite and exclusive private villa located on the captivating Mafia Island in Tanzania, run by *Wabisabi Ltd*, which specializes in tourism, rental, and sale.

This beautiful villa will be designed to offer a luxurious and unforgettable experience for travelers seeking tranquility, privacy, and a deep connection with nature.

The villa will boast two spacious bedrooms, two bathrooms, a fully equipped kitchen, a studio to accommodate visitors who may need a dedicated workspace, a swimming pool, a kitchen garden with fruits, vegetables and spices and an external wooden space to be fully in contact with nature.

Attention to detail and high-quality finishes will be paramount in ensuring a premium guest experience.

We will prioritize safety and cleanliness, providing a pristine environment for our guests to relax and rejuvenate.

As responsible tourism advocates, we will strive to minimize our ecological footprint by utilizing eco-sustainable materials, harnessing renewable energy sources, and putting in place a water purification system to ensure access to clean and safe water, as well as an air conditioning system designed to be energy-efficient and environmentally friendly.

The villa will be equipped with a generator to support the island's electricity grid, ensuring a continuous and reliable power supply.

The spectacular location of the villa adds to its allure. Situated amidst a lively landscape with a beautiful beach, rocky formations, the villa offers breathtaking views and direct access from the main road connecting the north and south of the island. The unique feature of the beach is that it remains open to the ocean, unaffected by mangroves or high tides, providing guests with the opportunity to enjoy the beach at any time.

Vision and Mission

At Ajabu Echo Space, our vision is to create a haven of serenity where guests can disconnect from the hustle and bustle of everyday life and connect with the pristine natural beauty of Mafia Island. We strive to be a destination for travelers seeking an exclusive and immersive experience, while simultaneously promoting sustainability and responsible tourism practices thanks to *Wabisabi Ltd* businesses in tourism, rental, and sale.

Our **vision** is to create unforgettable moments for our guests and leave a positive impact on the local community and environment.



Our **mission** is to provide an exceptional and personalized hospitality experience that combines luxury, comfort, and eco-consciousness. We are dedicated to creating a harmonious balance between nature and modern living, offering our guests an intimate connection with the island's breathtaking landscapes, cultural heritage, and vibrant marine ecosystem.

Through our commitment to sustainability, exceptional service, and immersive experiences, we aim to create lifelong memories for our guests and contribute to the conservation of Mafia Island's natural treasures for generations to come.

Tourism Offer

We want to anticipate and exceed our guests' expectations by providing tailored experiences, personalized menus, the option to request soothing massages and attentive staff who are knowledgeable about the island's attractions and can curate unique itineraries based on individual preferences.

Our aim is to enable guests to immerse themselves in the natural beauty of the land surrounding the villa while also providing tailor-made itineraries to explore the wonders of the island.

One of the experiences we will offer is a **sunset cruise on the traditional Dhow boat**, guided by a local fisherman. Guests can witness the sunset sky, free from light pollution, and adorned with countless stars—a truly breathtaking and exclusive excursion.

The proximity of Ajabu Echo Space to **Mlola Forest**, a biodiversity-rich area within the marine park, provides opportunities for guests to explore this natural sanctuary. The forest, home to unique species found only in a few locations in Tanzania, offers an enchanting setting with natural lakes carved into the rock, reminiscent of Juani Island but less frequented by tourists.

The famous Mafia **lighthouse**, just a short 20-minute drive from Ajabu Echo Space, offers not only historical significance but also mesmerizing panoramic views. Guests can admire the vast expanse of the Indian Ocean and enjoy the sight of the majestic Mlola Forest to the south, with its towering trees and lush greenery.

Our villa's private beach, nestled in the northern part of the island, is part of the untouched coastline that boasts the best beaches on Mafia Island. Guests can enjoy **swimming and snorkeling** in the crystal-clear waters, immersing themselves in the vibrant coral reef ecosystem just a 10-minute swim away.

To facilitate exploration of other attractions on the island, such as **Marimbani sandbank, Mange sandbank, whale watching, swimming with whale sharks, turtle hatching, the blue lagoon, the jellyfish pool, Kua Ruins, Bwejuu and Chole islands, the Hippos tour and Kilidoni tour**, we will acquire a Land Cruiser. This will enable guests to travel comfortably and freely, accompanied by a local driver and trusted fishermen who can provide guidance and support.

Jobs and Responsibilities

Ajabu Echo Space will have a team of 6 people, 2 expats supporting mainly remotely and 4 nationals on site.

Hotel Manager:

The Hotel Manager will be responsible for overseeing the overall operations of Ajabu Echo Space. His/her primary role will be to ensure the smooth functioning of the overall experience. Key responsibilities will include managing staff, overseeing guest services, monitoring financial performance, coordinating reservations, and implementing strategic plans to achieve business goals. The Hotel Manager will also be responsible for fostering a positive work environment, ensuring guest satisfaction, and maintaining relationships with suppliers and partners.

Cooker:

The Cook plays a vital role in creating an exceptional culinary experience for guests at Ajabu Echo Space, using fresh and local products only. He/she will be responsible for preparing and cooking meals according to guests' preferences, dietary requirements, and according to their chosen villa's menu. The Cook will ensure the highest quality of food presentation, taste, and hygiene standards. He/she will collaborate with the Hotel Manager to develop personalized menus, source local and sustainable ingredients, manage inventory and maintain kitchen cleanliness. The Cook will be trained by an ad-hoc hired trainer who will come on site to teach him/her how to best mix local ingredients to reach exquisite taste and how to present the dishes beautifully.

The cooker, along with the cleaner, will be in charge of maintaining the garden in which he can harvest some of the ingredients (fruits, vegetables and spices) that he will use to create his dishes

Cleaner:

The Cleaner will be responsible for maintaining the cleanliness and tidiness of all areas within Ajabu Echo Space. Their primary duties include cleaning guest rooms, common areas, and facilities, including the external swimming pool, ensuring that they are always well-maintained and presentable. Cleaning Staff also handle laundry services, replenish supplies, and perform other potential maintenance tasks to uphold the villa's cleanliness standards. He/she will also support the cooker in maintaining the kitchen garden.

Security Personnel:

The Security Personnel will play a crucial role in ensuring the safety and security of Ajabu Echo Space and its guests. They monitor access to the property, conduct regular patrols and implement security protocols to prevent unauthorized entry and maintain a secure environment. The two security Personnel will be responsible for managing emergencies, responding to guest inquiries or concerns related to security and collaborating with local authorities when necessary. They also assist in implementing safety measures and maintaining surveillance systems to protect the property and its occupants.

Marketing and Communication Manager:

The Marketing and Communication Manager is responsible for promoting Ajabu Echo Space, attracting potential guests, and enhancing the brand's visibility and reputation on different platforms. She/he will develop and implement marketing strategies and campaigns, manage the property's online presence, and engage with guests through various communication channels (Instagram page, WhatsApp number, AirBnB, Booking...). The Marketing and Communication Manager will also coordinate with external agencies for advertising and PR activities, manage social media platforms, and monitor guest feedback to continuously improve the guest experience. She/he works closely with the Hotel Manager to align marketing efforts with the overall business objectives and to analyze market dynamics.

Although according to our analysis the presented jobs are the ones needed to ensure the project Mission and Vision are in place, please note that the actual job roles and responsibilities may vary depending on the specific needs and structure of Ajabu Echo Space.

SWOT Analysis

Strengths	Weaknesses
<ul style="list-style-type: none"> - <u>Unique and Exclusive</u>: Ajabu Echo Space offers an exclusive private villa experience with only two high-quality rooms, providing privacy and intimacy for guests. - <u>Impeccable Amenities</u>: the villa boasts top-notch amenities, including a private swimming pool, a well-maintained kitchen garden, an external bungalow for open-air dinners, an external shower, massages and tailored-menu freshly cooked. The attention to detail and high-quality finishes enhances the guest experience. - <u>Eco-Friendly Practices</u>: Ajabu Echo Space incorporates eco-sustainable materials, solar energy for electricity and hot water production, a water purification system, and an air conditioning system. These practices align with the growing demand for eco-conscious accommodations. - <u>Spectacular Location</u>: The property's prime location, with beach access and direct access from the main road, offers unique natural features and convenience for guests. - <u>Personalized Experiences</u>: Ajabu Echo Space focuses on tailor-made itineraries and personalized services, allowing guests to explore the island's beauty and attractions according to their preferences. 	<ul style="list-style-type: none"> - <u>Limited Room Capacity</u>: With only two rooms, Ajabu Echo Space has limited capacity to accommodate guests, potentially leading to lower revenue compared to larger establishments. - <u>Relatively Higher Pricing</u>: The exclusivity and luxury of Ajabu Echo Space may result in higher pricing compared to some competitors, limiting its accessibility to a specific market segment. - <u>Distance to Other Attractions</u>: While Ajabu Echo Space offers its private beach and snorkeling opportunities, reaching other popular attractions on the island requires travel by car or boat, which may inconvenience some guests.

Opportunities	Threats
<ul style="list-style-type: none"> - <u>Growing Luxury Travel Market</u>: The luxury travel segment in Tanzania has been expanding, presenting opportunities for Ajabu Echo Space to cater to affluent travelers seeking unique and exclusive experiences. - <u>Sustainable Tourism Demand</u>: The increasing interest in eco-friendly accommodations and sustainable tourism practices provides an opportunity for Ajabu Echo Space to attract environmentally conscious travelers. - <u>Partnerships with Local Service Communities</u>: Collaborating with local fishermen for sunset cruises and guided tours allows tourists to get close to the welcoming local Tanzanian culture and allows the communities involved to have a source of income to use to cover family needs. 	<ul style="list-style-type: none"> - <u>Intense Competition</u>: The presence of other boutique hotels and upscale resorts on Mafia Island poses a competitive threat, requiring Ajabu Echo Space to differentiate itself effectively to attract guests. - <u>Economic Volatility</u>: Economic fluctuations and uncertainties can impact the tourism industry, affecting travel patterns, consumer spending, and demand for luxury accommodations. - <u>External Factors</u>: Natural disasters, political instability, or health crises (such as pandemics) can disrupt tourism activities and reduce tourist arrivals, posing a threat to the business.

It is important for Ajabu Echo Space to leverage its strengths, address weaknesses, capitalize on opportunities, and mitigate potential threats through effective marketing strategies, outstanding service delivery, and continuous adaptation to market dynamics. Conducting regular market analysis and staying updated on industry trends will be crucial for success.

Market Analysis

The market analysis for Ajabu Echo Space aims to provide an overview of the target market, competition, and potential demand for a boutique villa in Tanzania, particularly on Mafia Island. It involves evaluating market trends, identifying customer segments, and analyzing the competitive landscape.

Target Market size and demand:

The target market for Ajabu Echo Space/*Wabisabi Ltd* businesses in tourism, rental, and sale, includes luxury travelers seeking an exclusive and immersive experience in a pristine natural setting. These travelers value privacy, personalized service, and sustainability. They are typically high-income individuals, couples, small families, and small groups of friends who appreciate unique accommodations and are willing to pay a premium for exceptional experiences. The target market may consist of both international tourists and domestic travelers seeking a special getaway.

The tourism industry in Tanzania has been growing steadily, with an average annual growth rate of approximately 10% in recent years.

Mafia Island attracts a significant number of tourists, with visitor arrivals increasing by 15% over the past two years.

The luxury travel segment in Tanzania has been expanding, accounting for around 10-15% of total tourist arrivals.

There are currently five boutique hotels and upscale resorts on Mafia Island offering around 100-150 rooms/villas.

With Ajabu Echo Space offering two high-quality rooms, it caters to a niche segment of the market. While the number of luxury accommodations may be limited, the demand for boutique hotels offering privacy, personalized services, and unique experiences aligns well with the preferences of the target market.

Market Trends:

Several market trends influence the hospitality industry in Tanzania and the luxury travel sector. These include a growing interest in sustainable and responsible tourism practices, a demand for unique and authentic experiences, an increasing preference for personalized services, and a focus on eco-friendly accommodations. Ajabu Echo Space aligns with these trends by integrating sustainable practices, offering tailor-made experiences, and promoting local culture and natural attractions.

Sustainable tourism is a growing trend, with an increasing number of travelers seeking eco-friendly accommodations. Eco-lodges and sustainable resorts in Tanzania have experienced a 20% annual growth rate in recent years.

Personalized experiences are highly valued, with luxury travelers willing to spend 20-30% more for tailor-made itineraries and services.

Online travel platforms and social media play a significant role in influencing travel decisions, with over 70% of luxury travelers using online channels for research and booking.

Market Entry and Marketing Strategies:

To penetrate the market effectively, Ajabu Echo Space should develop a comprehensive marketing strategy that highlights its unique selling points and targets the identified customer segments. This may involve leveraging online platforms and travel agencies specializing in luxury travel, showcasing the villa's features and eco-friendly initiatives, and collaborating with local tourism authorities and conservation organizations. Pricing strategies should reflect the exclusivity and value proposition of the property while considering the market dynamics and competitors.

It is essential to conduct further market research and feasibility studies specific to Mafia Island to gather more detailed insights on the target market, customer preferences, and competitive landscape. This will help refine the business strategy and make informed decisions to ensure the success of Ajabu Echo Space in this market.

Marketing Strategy

Targeted Advertising: Identify and target the ideal customer segments for Ajabu Echo Space, such as luxury travelers, nature enthusiasts, and those seeking exclusive and eco-friendly accommodations. Utilize targeted online advertising campaigns through platforms like Google Ads and social media channels to reach these potential customers effectively.

Engaging Website: Develop an attractive and user-friendly website that showcases the unique features, amenities, and experiences offered by Ajabu Echo Space. Include high-quality visuals, detailed descriptions, and an online booking system to facilitate direct reservations. At the same time, post the offer on well-known rental websites, such as Booking and Air BnB.

Search Engine Optimization (SEO): Optimize the website with relevant keywords, meta tags, and quality content to improve organic search engine rankings. This will increase visibility and drive organic traffic to the website.

Content Marketing: Create compelling and informative content, such as blog posts, articles, and videos, that highlight the natural beauty of Mafia Island, sustainable practices, and unique experiences available at Ajabu Echo Space. Share this content on the website, social media platforms, and travel-related websites to attract and engage potential guests.

Social Media Presence: Maintain an active presence on popular social media platforms like Instagram specifically and on Facebook groups that travelers frequent. Share visually appealing content, including images and videos showcasing the villa, surroundings, and guest experiences. Interact with followers, respond to inquiries, and leverage user-generated content to build a strong online community.

Communication Strategy

Sustainable and Social Responsibility Messaging: Develop a clear and consistent brand message that highlights Ajabu Echo Space's uniqueness, eco-friendly practices, personalized experiences, and luxury offerings. Craft a compelling brand story that resonates with the target audience and communicates the value proposition effectively. Highlight Ajabu Echo Space's commitment to sustainability and social responsibility in all communication efforts. Showcase the eco-friendly practices, community initiatives, and partnerships that contribute to the conservation and well-being of Mafia Island.

Personalized Guest Communication: Implement a guest communication strategy that emphasizes personalized interactions and exceptional customer service, such as ad-hoc Spotify playlists that fit with the villa's vibes. Respond promptly to inquiries, provide detailed information about the villa and its surroundings, and offer tailored recommendations based on guests' preferences and interests.

Online Reviews and Reputation Management: Encourage guests to leave positive reviews and ratings on platforms like the villa's website, Booking, AirBnB and social media channels (especially on the Instagram page). Monitor online reviews and promptly address any concerns or issues raised by guests to maintain a positive online reputation.

Guest Testimonials and Case Studies: Share guest testimonials, case studies, and success stories to provide social proof of the exceptional experiences offered at Ajabu Echo Space. Feature these on the website, social media platforms, and in marketing materials to build trust and credibility among potential guests.

Economical aspects of the project

Ajabu Echo Space has the potential to make significant contributions to the economic development of the region by generating employment, providing revenue to the government,

earning foreign exchange, and benefiting the local community through various initiatives. Below are the details.

Employment Generation: Ajabu Echo Space will contribute to the local economy by creating job opportunities. The villa will require a team of 6 staff members, including a hotel manager, a cooker, a cleaner, security personnel and a marketing and communication manager. Additionally, there will be opportunities for hiring local guides and partnering with local service providers for activities and excursions. By employing residents, the project will help reduce unemployment and enhance the livelihoods of the community.

Revenue to the Government: The operation of Ajabu Echo Space will generate various forms of revenue for the government. This includes taxes and fees associated with property ownership, business registration, and tourism operations. Additionally, the project will contribute to the local economy through the payment of utility bills, permits, and licenses. The revenue generated can be used by the government to invest in infrastructure development, public services, and other community initiatives.

Foreign Exchange Earnings: Ajabu Echo Space will attract international tourists, leading to foreign exchange earnings for Tanzania. As visitors stay at the boutique villa, they will spend money on accommodation, meals, transportation, and local experiences. The payment for these services will be in foreign currency, which will contribute to the country's foreign exchange reserves. This influx of foreign currency strengthens the economy and supports the stability of the local currency.

Benefits to the Local Community: The establishment of Ajabu Echo Space will bring several benefits to the local community. Firstly, it will stimulate economic growth by creating direct and indirect employment opportunities, as mentioned earlier. This, in turn, will improve the standard of living for individuals and their families. Additionally, the hotel can contribute to the community through corporate social responsibility initiatives, such as supporting local schools, healthcare facilities, or environmental conservation projects. By engaging with the local community and supporting its development, Ajabu Echo Space can foster positive relationships and mutual benefits.

Budget

Activity	Total
Land purchase + legal procedures and support for Title Deed obtainment + complete House construction	380.000,00 \$
Furniture & Fixtures	70.000,00 \$
Motor vehicles	45.000,00 \$
Pre expenses	4.000, 00 \$
Working Capital	36.000,00 \$
Others (i.e. diving activities equipment...)	15.000,00 \$
TOTAL	550.000,00 \$

As you can see from the table above, the projected budget for the construction of Ajabu Echo Space is 550.000,00\$ over 5 years.

In fact, the proposed budget allows the construction of the villa and its complete operation for it to have the high-quality standards necessary for the kind of tourists who will be welcomed.

The value of the project is broader, though. As explained, Ajabu Echo Space will contribute to the growth of tourism in Kanga, because (1) not only will local labor be used for construction, (2) and 4 local staff will be full time hired for the management of the villa after being formally contracted by the company and professionally trained, but (3) tourists will be offered activities that we will create together with locals from Kanga village.



Profit and Loss Statement

Item	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8
Revenue	\$ 111.000,00	\$ 116.550,00	\$ 122.377,50	\$ 128.496,38	\$ 134.921,19	\$ 141.667,25	\$ 148.750,62	\$ 156.188,15
Operating Expenses	\$ 77.700,00	\$ 80.808,00	\$ 84.848,40	\$ 89.090,82	\$ 93.545,36	\$ 98.222,63	\$ 103.133,76	\$ 108.290,45
Gross Profit Before Interest and Depreciation	\$ 33.300,00	\$ 35.742,00	\$ 37.529,10	\$ 39.405,56	\$ 41.375,83	\$ 43.444,62	\$ 45.616,86	\$ 47.897,70
Interest	\$ 960,00	\$ 960,00	-	-	-	-	-	-
Depreciation	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00
Gross Profit	\$ 31.090,00	\$ 33.532,00	\$ 36.279,10	\$ 38.155,56	\$ 40.125,83	\$ 42.194,62	\$ 44.366,86	\$ 46.647,70
Tax (30%)	\$ 9.327,00	\$ 10.059,60	\$ 10.883,73	\$ 11.446,67	\$ 12.037,75	\$ 12.658,39	\$ 13.310,06	\$ 13.994,31
Profit After Tax	\$ 21.763,00	\$ 23.472,40	\$ 25.395,37	\$ 26.708,89	\$ 28.088,08	\$ 29.536,24	\$ 31.056,80	\$ 32.653,39
Accumulated Profit	\$ 21.763,00	\$ 45.235,40	\$ 70.630,77	\$ 97.339,66	\$ 125.427,74	\$ 154.963,98	\$ 186.020,78	\$ 218.674,17

Cash Flow

Sources	Preliminary information	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8
Profit before interest and depreciation	-	\$ 33.300,00	\$ 35.742,00	\$ 37.529,10	\$ 39.405,56	\$ 41.375,83	\$ 43.444,62	\$ 45.616,86	\$ 47.897,70
Equity	\$ 300.000,00	-	-	-	-	-	-	-	-
Loan	\$ 250.000,00	-	-	-	-	-	-	-	-
Total Sources	\$ 550.000,00	\$ 33.300,00	\$ 35.742,00	\$ 37.529,10	\$ 39.405,56	\$ 41.375,83	\$ 43.444,62	\$ 45.616,86	\$ 47.897,70
Capital expenditure	\$ 514.000,00	-	-	-	-	-	-	-	-
& Others	\$ 36.000,00	-	-	-	-	-	-	-	-
Cash	-	\$ 23.310,00	\$ 25.019,40	\$ 26.270,37	\$ 27.583,89	\$ 28.963,08	\$ 30.411,24	\$ 31.931,80	\$ 33.528,39
Tax	-	\$ 9.990,00	\$ 10.722,60	\$ 11.258,73	\$ 11.821,67	\$ 12.412,75	\$ 13.033,39	\$ 13.685,06	\$ 14.369,31
Sub total	\$ 550.000,00	\$ 33.300,00	\$ 35.742,00	\$ 37.529,10	\$ 39.405,56	\$ 41.375,83	\$ 43.444,62	\$ 45.616,86	\$ 47.897,70
Total applications	\$ 550.000,00	\$ 33.300,00	\$ 35.742,00	\$ 37.529,10	\$ 39.405,56	\$ 41.375,83	\$ 43.444,62	\$ 45.616,86	\$ 47.897,70
Accumulated cash	-	\$ 23.310,00	\$ 48.329,40	\$ 74.599,77	\$ 102.183,66	\$ 131.146,74	\$ 161.557,98	\$ 193.489,78	\$ 227.018,17



Balance Sheet US\$

Fixed Assets	Preliminary information	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8
Opening balance	-	\$ 514.000,00	\$ 500.000,00	\$ 486.000,00	\$ 472.000,00	\$ 458.000,00	\$ 444.000,00	\$ 430.000,00	\$ 416.000,00
Total Long-term Assets	-	\$ 514.000,00	\$ 500.000,00	\$ 486.000,00	\$ 472.000,00	\$ 458.000,00	\$ 444.000,00	\$ 430.000,00	\$ 416.000,00
Less depreciation	-	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00	\$ 14.000,00
Closing balance	-	\$ 500.000,00	\$ 486.000,00	\$ 472.000,00	\$ 458.000,00	\$ 444.000,00	\$ 430.000,00	\$ 416.000,00	\$ 402.000,00
Working capital	\$ 36.000,00	\$ 36.000,00	\$ 809,00	\$ 809,00	\$ 809,00	\$ 809,00	\$ 809,00	\$ 809,00	\$ 809,00
Accumulated cash	-	\$ 23.310,00	\$ 48.329,40	\$ 74.599,77	\$ 102.183,66	\$ 131.146,74	\$ 161.557,98	\$ 193.489,78	\$ 227.018,17
Total assets	\$ 36.000,00	\$ 559.310,00	\$ 535.138,40	\$ 547.408,77	\$ 560.992,66	\$ 575.955,74	\$ 592.366,98	\$ 610.298,78	\$ 629.827,17
Equity	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00	\$ 350.000,00
Accumulated profit	-	\$ 33.300,00	\$ 69.042,00	\$ 106.571,10	\$ 145.976,66	\$ 187.352,49	\$ 230.797,11	\$ 276.413,97	\$ 324.311,67
Total equity	\$ 350.000,00	\$ 383.300,00	\$ 452.342,00	\$ 558.913,10	\$ 704.889,76	\$ 892.242,24	\$ 1.123.039,35	\$ 1.399.453,32	\$ 1.723.764,99
Bank Loan	\$ 200.000,00	\$ 100.000,00	-	-	-	-	-	-	-
Total debts	\$ 200.000,00	\$ 100.000,00	-	-	-	-	-	-	-
Total equity and debts	\$ 550.000,00	\$ 483.300,00	\$ 452.342,00	\$ 558.913,10	\$ 704.889,76	\$ 892.242,24	\$ 1.123.039,35	\$ 1.399.453,32	\$ 1.723.764,99

Depreciation Schedule

Name of Assets	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8
Land And Buildings	\$ 380.000,00	\$ 377.500,00	\$ 375.000,00	\$ 372.500,00	\$ 370.000,00	\$ 367.500,00	\$ 365.000,00	\$ 362.500,00
Motor Vehicles	\$ 45.000,00	\$ 35.000,00	\$ 25.000,00	\$ 24.000,00	\$ 23.000,00	\$ 22.000,00	\$ 21.000,00	\$ 20.000,00
Furniture & Fixtures	\$ 70.000,00	\$ 68.750,00	\$ 67.500,00	\$ 66.250,00	\$ 65.000,00	\$ 63.750,00	\$ 62.500,00	\$ 61.250,00
Total	\$ 495.000,00	\$ 481.250,00	\$ 467.500,00	\$ 462.750,00	\$ 458.000,00	\$ 453.250,00	\$ 448.500,00	\$ 443.750,00
Depreciation	Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8
Land and buildings	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00	\$ 2.500,00
Motor Vehicles	\$ 10.000,00	\$ 10.000,00	\$ 1.000,00	\$ 1.000,00	\$ 1.000,00	\$ 1.000,00	\$ 1.000,00	\$ 1.000,00
Furniture & Fixtures	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00	\$ 1.250,00
Total	\$ 13.750,00	\$ 13.750,00	\$ 4.750,00	\$ 4.750,00	\$ 4.750,00	\$ 4.750,00	\$ 4.750,00	\$ 4.750,00

Project Implementation Schedule

Activity	Period
Processing TIC Certificate of Incentive	Starting in October 2023
Funds Mobilization	November 2023 – February 2024
Construction	March 2024 – December 2024
Commercial Operations	March 2024

Conclusions

Ajabu Echo Space represents a profitable venture that combines sustainable luxury with community development in Tanzania. Run by *Wabisabi Ltd*, a company that aims to have a strong presence in tourism, rent, and sale businesses, Ajabu Echo Space envisions lease and sale opportunities for the future. The project has the potential to generate revenue and profits while simultaneously fostering local economic growth and benefiting the community. The boutique villa will create employment opportunities for residents, addressing unemployment challenges and improving livelihoods.

By adhering to eco-friendly practices and utilizing local resources, Ajabu Echo Space demonstrates a commitment to environmental sustainability and supports the preservation of Tanzania's natural beauty. The use of eco-sustainable materials, solar energy, water purification systems, and other initiatives will minimize the ecological impact and promote responsible tourism.

The revenue generated by the project will contribute to the local economy through taxes, fees, and partnerships with local service providers. Furthermore, the influx of international tourists will bring foreign exchange earnings, strengthening Tanzania's economic stability and supporting the country's development goals.

The government of Tanzania plays a crucial role in encouraging business opportunities like Ajabu Echo Space. By fostering a supportive regulatory environment, providing infrastructure development, and promoting tourism initiatives, the government can attract investments and promote sustainable growth in the hospitality sector. Ajabu Echo Space aligns with the government's vision by offering a unique, luxury experience that showcases Tanzania's natural beauty while adhering to sustainable practices.

Overall, Ajabu Echo Space presents a profitable business opportunity that prioritizes local and community development. It not only generates economic benefits but also creates employment, supports environmental sustainability, and contributes to the growth of the local community. With the government's encouragement of business opportunities, Ajabu Echo Space has the potential to thrive and contribute to the overall progress and prosperity of Tanzania.