

SPEK INDUSTRIES LIMITED

BUSINESS PLAN

Corporate Office

SPEK INDUSTRIES LIMITED
12th Floor, Sky City Mall
Plot No. 403/183 Block A.
P.O. Box 30487,
Dar-Es-Salaam, Tanzania

EXECUTIVE SUMMARY

SPEK INDUSTRIES LIMITED is a private limited company incorporated in the united republic of Tanzania in January, 2023. The company's physical address is P.O. Box 30487, Sky City Mall, University road, Plot No.403/183, Block A, Kinondoni, Dar es Salaam.

The company was established with the objective of forming a factory that will be manufacturing High-Density Polyethylene (HDPE) Pipes and carry on the business of selling and supplying HDPE pipes.

HDPE Pipes have a variety of uses, specifically for the transportation of liquids through, water infrastructure, oil and gas, mining, and the like.

HDPE Pipes manufacturing business is becoming in growing demand due to the increase in development projects and industrialization. For SPEK Industries Limited, there is an immediate market for HDPE pipes through off-takers

SPEK INDUSTRIES LIMITED with its progressive attitude towards quality product development; together with a focus on operational efficiencies and strategic management will enable us to meet the changing demands of our customers and harness opportunities for future growth and expansion.

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OVERVIEW

SPEK Industries Limited, has her principle office at Sky City Mall, 12th Floor, University Road, Plot No.: 403/183, P. o. Box 30487, Dar-Es-Salaam, Tanzania.

SPEK Industries Limited, shall provide a uniquely comprehensive range of innovative engineered solutions for HDPE pipes to suit long term consumer needs through wholesale.

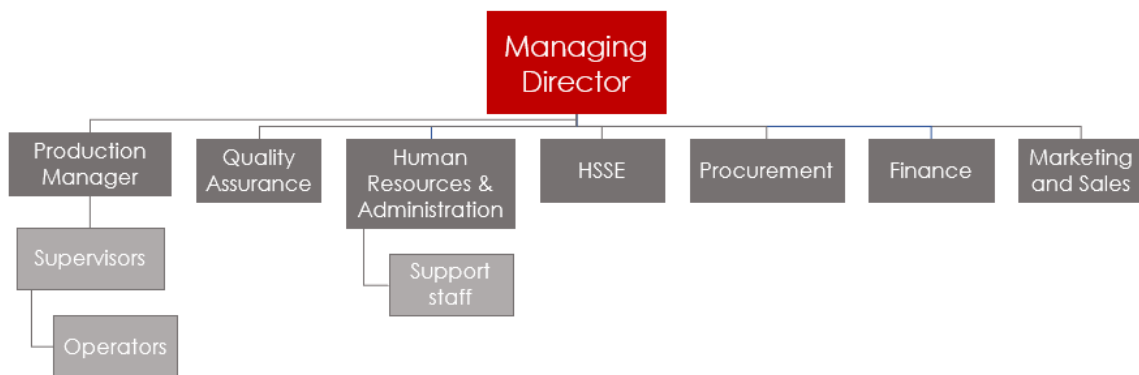
HDPE pipes are environmental friend with a low corrosion and toxicity rate due to the usage of recyclable material that has high resistance to chemical erosion.

With strong capabilities in product design and development, SPEK Industries Limited can supply standard products, as well as value-added solutions to meet specific customer needs. All products are designed for strength and durability.

SPEK Industries Limited's Board consists experienced individuals whose combined expertise and a well selected team of professionals, is the catalyst towards the company's success.

The appointed management will provide strong technical and engineering expertise administration, finance, sales and marketing.

Organization Structure



OUR VISION

To become the market leader in the production, supply and distribution of HDPE Pipes

OUR MISSION

To continuously improve on product delivery through innovation, quality management and reduced lead time.

OUR VALUES

At SPEK Industries Limited, our core value are focused toward customer centricity, with the end user in mind, we are therefore guided by the below values:

- Quality assurance
- Innovation
- Agility
- Reliability
- Customer focus

PRODUCTS DESCRIPTION

High-density polyethylene pipe is strong, durable, flexible, and lightweight. When fused together, HDPE offers a zero leak rate due to the seamless nature of the pipe system. HDPE pipe offers a more environmentally sustainable footprint because it is non-toxic, corrosion and chemical resistant has a long lifespan, and is suitable for trenchless installation methods.

Key chemical position is Polymers with key component being PE 100 resins/granules.



(HDPE Pipes)

SPEK INDUSTRIES LIMITED HDPE Pipes manufacturing

High-density polyethylene (HDPE) pipes are flexible plastic pipes manufactured by the polymerization of ethylene with various additives, such as stabilizers, fillers, plasticizers, softeners, lubricants, colorants, flame retardants, blowing and crosslinking agents, and ultraviolet degradable additives. They are used to carry potable water, hazardous wastes, gases, slurry, firewater, and stormwater due to their high durability. They are easy to install and transport, as HDPE pipes are lightweight compared to iron or galvanized pipes. In addition, they can withstand extreme weather and ultraviolet (UV) radiation while providing chemical, abrasion, and corrosion resistance.

The process includes molding of the polymer into different diameters ranging from 20mm to 630mm.

Applications:

As a result, HDPE pipes find extensive applications in construction, oil and gas, agriculture, paper, power plant, glass, plastic, and telecommunication industries across the globe.

General requirements and specification

SPEK INDUSTRIES LIMITED will carry out the design of pipes, setting out quality control of the workmanship and materials for all specified HDPE pipes manufacturing, subject to the standard HDPE pipes standards and specifications set by the relevant authorities as applicable.

The Company quality control programme will encompass all phases of the HDPE pipes manufacturing and supply to site where required. The Company will appoint a representative to co-ordinate and control this part of the quality assurance program. The Quality controller will maintain all required inspection and test checklists and records and have the authority to resolve quality matters should a need arise.

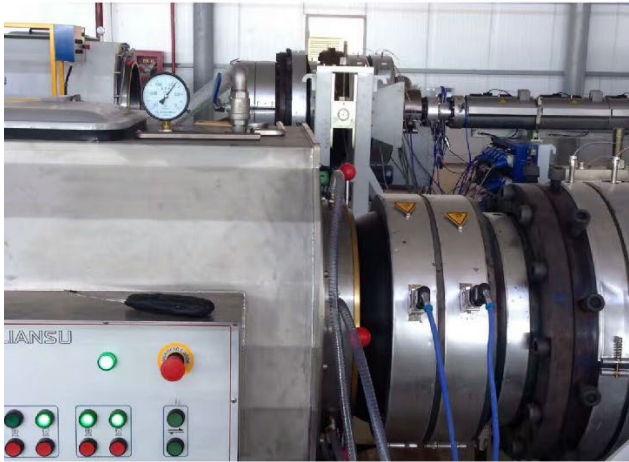
Materials composition

PE100 materials have an MRS of 10.0 MPa. PE pipes are widely utilized in pressure and non-pressure applications such as water supply, sewerage, gas reticulation, small-diameter pipe coils, traveling irrigator coils, electrical and communications conduits, and mining and industrial applications

	Property	Standard	Unit	PE100
	Specific density at 23°C	ISO 1183	g/cm ³	95
	Melt flow index	ISO 1133	g/10min	0,3
	MFR 190/5	ISO1872/1873		<0,1
	MFR 190/2,16			T003
	MFR 230/5 MFI range			
Mechanical Properties	Tensile stress at yield	ISO 527	MPa	25
	Elongation at yield	ISO 527	%	9
	Elongation at break	ISO 527	%	>600
	Impact strength unnotched at +23°C	ISO 179	kJ/m ²	no break
	Impact strength unnotched at -30°C			no break
	Impact strength notched at +23°C	ISO 179	kJ/m ²	16
	Impact strength notched at 0°C Impact strength notched at -30°C			6
Thermal Properties	Ball indentation hardness acc. Rockwell	ISO 2039-1	MPa	46
	Flexural strength (3,5% flexural stress)	ISO 178	MPa	24
	Modulus of elasticity	ISO 527	MPa	1100
	Vicat-Softening point VST/B/50	ISO 306	°C	77
	Heat deflection temperature HDT/B	ISO 75	°C	75
	Linear coefficient of thermal expansion	DIN 53752	K ⁻¹ x 10 ⁻⁴	18
	Thermal conductivity at 20 °C	DIN 52612	W/(mxK)	4
Electrical Properties	Flammability	UL94 DIN 4102	-	94-HB B2
	Specific volume resistance	VDE 0303	OHM cm	>10 ¹⁶
	Specific surface resistance	VDE 0303	OHM	>10 ¹³
	Relative dielectric constant at 1 MHz	DIN 53483	-	23
	Dielectric strength	VDE 0303	kV/mm	70
	Physiologically non-toxic	EEC 90/128	-	Yes
	FDA	-	-	Yes
	UV stabilized	-	-	Carbon black
	Colour	-	-	Black
	MRS - Classification	ISO 9080	N/mm ²	10

Material storage

Material shall be stored in original packaging and protected from environmental damage until installation. Pipe shall be supported sufficiently to prevent sagging. Care shall be taken not to gouge or otherwise notch the pipe in excess of 10% of the wall thickness



(HDPE Pipes Production machinery)

THE MARKET

Market Trend for HDPE Pipes

At present, the growing need for repairing and replacing existing pipes in piping systems around the world represents one of the key factors driving the market. Besides this, there is a rise in the utilization of HDPE pipes in the agriculture industry for flow line irrigation, tube well pipes, drip irrigation, and pesticide spraying system. This, along with the growing development of sewage disposal infrastructures to remove decomposable matter and solid, liquid or gaseous wastes, is positively influencing the market. Moreover, as HDPE pipes are corrosion and abrasion-resistant, they are used for transporting effluents, acids, alkalis, and slurry in the chemical industry. This, coupled with the increasing employment of HDPE pipes in submarines and underwater pipelines, is contributing to the growth of the market. In addition, key market players are extensively investing in research and development (R&D) activities to introduce HDPE pipes with freeze-break resistance properties for the safety of potable water. Additionally, the escalating demand for HDPE pipes in the telecommunication sector to protect optic fibers and cables is bolstering the growth of the market

Demand

The use of HDPE pipes has been expanding, while the number of manufacturers is substantially low across the region. The growing demand of HDPE pipes justifies the establishment of a plant in Dar es Salaam. Increase in local production, entails a decrease in the cost of purchase for both wholesale and retail buyers, in-turn allowing low cost in management of development projects as well. Thus, with economies of scale, SPEK Industries Limited will expand its production locally and avoid excessive procurement costs for its clients.

Market SWOT Analysis

The SWOT Analysis succinctly captures the strengths and weaknesses of SPEK Industries Limited, and also points to the opportunities and threats that the market presents.

Strengths

- High profile expertise with experience worldwide in several projects
- Affiliation with key off-takers and potential clients
- Various areas of expertise in several engineering aspects
- Stakeholders commitment and support
- Proficient research and market potential

- Proximity to customers
- High quality products and services
- Reduced lead time

Weaknesses

- Insufficient funds
- Company is a new entrant into the market
- Carrying high liabilities and risks in the projects

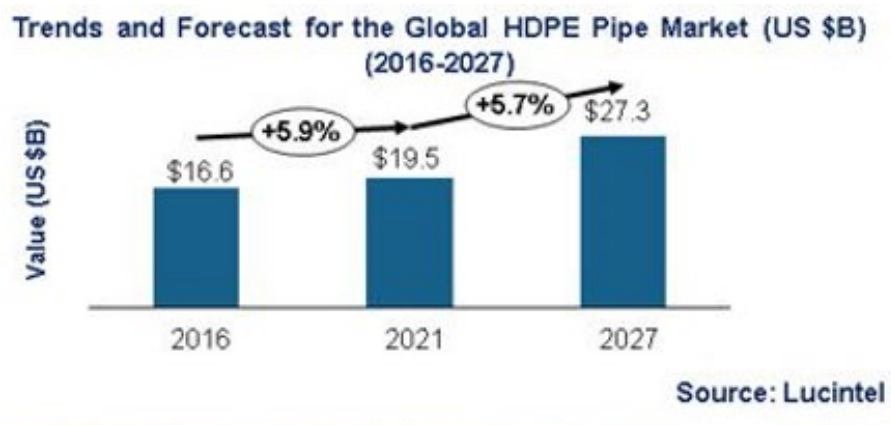
Opportunities

- National Industrialization policy
- National environmental conservation agenda
- Population and settlement growth

Threats

- Existing competitors with more market share
- Availability of other pipes with different material composition

Competitive Environment



The global HDPE pipes market size reached US\$ 19.7 Billion in 2022. Looking forward, the market is expected to reach US\$ 32.2 Billion by 2028, exhibiting a growth rate (CAGR) of 4.9% during 2023-2028

Opportunities for HDPE Pipe by Grade Type, Application, Diameter and Pressure Rating			
Grade Type	Application	Diameter	Pressure Rating
<ul style="list-style-type: none"> • PE100 Pipes • PE80 Pipes • PE63 and Other Pipes 	<ul style="list-style-type: none"> • Potable Water • Wastewater • Oil and Gas • Irrigation • Others 	<ul style="list-style-type: none"> • Small Diameter Pipes • Large Diameter Pipes 	<ul style="list-style-type: none"> • Low Pressure Pipes • Medium Pressure Pipes • High Pressure Pipes

Sales Management

There are already existing customers through Off-takers portfolio and with affiliated companies who are in business that require massive usage of HDPE pipes, hence a readily existing sales pipeline and leads.

The department of Marketing and Sales shall further expand on the customer base by conducting awareness initiatives aimed at revenue growth.

Advertising

An overall marketing budget has been agreed to ensure the target market are made aware of the product and its unique selling points. In terms of advertising, there will be limited, but focused ads and editorial placed in a selection of relevant trade journals.

THE FINANCIAL ASPECTS

SPEK Industries Limited principal investment structure will be of 40% Equity and 60% Bank Facility. The initial capital investment and Margin analysis, are further supported by the Annexed Financial Projections on Annexure I.

A: INITIAL CAPITAL INVESTMENT

SN	DETAILS	COMPANY	BANK	TOTAL
1		CAPITAL EXPENDITURE		
1.1		LAND AND BULIDING		
1.1.1	Land acquisition	450,000,000	-	450,000,000
		450,000,000	-	450,000,000
1.2		EQUIPMENT AND MACHINERY		
1.2.1	Plants and machinery: LSP-110PE solid Pipe, LSP- 450PE Solid Pipe, LSP- 630PE Solid Pipe including duties	2,847,500,000	5,500,000,000	8,347,500,000
		2,847,500,000	5,500,000,000	8,347,500,000
1.3	ESTABLISHMENT COST (TO BE CAPITALIZED)			
1.3.1	Pre-Op Expenses (Furniture, vehicles, and other related cost)	870,000,000	-	870,000,000
		870,000,000	-	870,000,000
1.4	WORKING CAPITAL			
1.4.1	Working capital - materials and overheads		5,724,000,000	5,724,000,000
			5,724,000,000	5,724,000,000
	TOTAL FINANCING	4,167,500,000	11,224,000,000	15,391,500,000

B: MARGIN ANALYSIS (PER ANNUM)

Refer to annexure 1 (cash-flow projections) for more information.

C: RATIOS

Profit Margin (Profit/Sales revenue)	18%
Return on investment (Profit/Total investment)	40%
Breakeven point (Fixed cost/Sales – Variable cost)	2 Years

SPEK Industries Limited's Unique position

SPEK Industries Limited will be the most preferred vendor for its clients for the following reasons.

- Company that creates business value consistently thereby winning the customer trust
- Countrywide player with largest production & delivery infrastructure
- Industry's Best-Private run-company driven by customer-centric processes
- A technology innovator in business operations
- Undisputed industry leader with highest production capacity
- A market performer with highest line-length of poles
- The most preferred vendor for major customers
- Company that employs its self-managed logistics for assured deliveries
- Company that delivers the highest quality products all the time
- The most reliable supplier for large deliveries in a short time

CONTACT US

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SPEK INDUSTRIES LIMITED
3-YEAR CASH FLOW PROJECTION

	Month-1	Month-2	Month-3	Month-4	Month-5	Month-6	Month-7	Month-8	Month-9	Month-10	Month-11	Total
	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Year-1
Opening Cash Balance	-	739,960,000	582,732,000	2,649,499,600	2,476,262,360	662,845,245	477,657,971	288,332,245	94,365,555	(11,398,571,451)	(28,344,110,850)	-
CASH IN												
Cash From Sales	-	-	-	-	-	-	-	-	-	-	-	-
Loans or Other Financial Vehicles	-	1,684,000,000	3,679,200,000	-	-	-	-	-	-	-	-	5,363,200,000
Owners injections	740,000,000	336,000,000	2,280,000,000	-	-	-	-	-	-	-	-	3,356,000,000
TOTAL CASH IN	740,000,000	2,020,000,000	5,959,200,000	-	-	-	-	-	-	-	-	8,719,200,000
CASH OUT												
Cost of Sale (COS)	-	-	-	-	-	-	-	-	-	-	-	-
Staff Expenses	-	54,384,000	54,384,000	54,384,000	54,384,000	54,384,000	54,384,000	54,384,000	186,000,000	230,640,000	245,520,000	1,042,848,000
Salaries and wages	-	45,320,000	45,320,000	45,320,000	45,320,000	45,320,000	45,320,000	45,320,000	155,000,000	192,200,000	204,600,000	869,040,000
Payroll taxes and statutory contributions	-	9,064,000	9,064,000	9,064,000	9,064,000	9,064,000	9,064,000	9,064,000	31,000,000	38,440,000	40,920,000	173,808,000
Production cost	-	-	-	-	-	-	-	-	11,162,160,000	16,564,316,793	17,366,324,733	45,092,803,525
Manufacturing materials (PE)	-	-	-	-	-	-	-	-	10,800,000,000	15,956,518,793	16,754,344,733	43,510,863,525
Factory and plant depreciation	-	-	-	-	-	-	-	-	324,160,000	566,000,000	566,000,000	1,456,160,000
Factory utilities	-	-	-	-	-	-	-	-	32,000,000	35,200,000	38,720,000	105,920,000
Advertising	-	-	-	-	-	-	-	-	6,000,000	6,800,000	7,260,000	19,860,000
Facilities	-	1,684,000,000	3,799,200,000	-	1,000,000,000	-	-	-	-	-	-	6,483,200,000
Plant and machineries	-	-	8,347,500,000	-	-	-	-	-	-	-	-	3,120,000,000
Auxiliaries (Land and Building structures)	-	450,000,000	-	-	-	-	-	-	-	-	-	1,684,000,000
Motor vehicles and automotives	-	-	-	-	-	-	-	-	-	-	-	1,000,000,000
Others	-	-	870,000,000	-	-	-	-	-	-	-	-	679,200,000
Administration cost	-	428,800,000	28,800,000	28,800,000	438,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	5,000,000	1,099,200,000
Office: Rent	-	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	-	259,200,000
Regulatory charges	-	200,000,000	-	-	-	-	-	-	-	-	-	200,000,000
Working tools	-	200,000,000	-	-	-	-	-	-	-	-	-	200,000,000
Office: Utilities	-	-	-	-	-	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	30,000,000
Office: Furniture and Fittings (capitalization)	-	-	-	-	410,000,000	-	-	-	-	-	-	410,000,000
Professional Fees	-	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	50,000,000	140,000,000
Legal -- General	-	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	100,000,000
Accounting and auditing	-	-	-	-	-	-	-	-	-	-	-	40,000,000
Banking Charges	40,000	44,000	48,400	80,053,240	83,321,115	87,003,274	91,141,726	95,782,690	100,977,006	106,780,606	113,255,017	758,447,074
Bank Fees	40,000	44,000	48,400	53,240	58,564	64,420	70,862	77,949	85,744	94,318	103,750	741,247
Loan Repayment: Principal + Interest	-	-	-	38,000,000	37,062,551	36,118,853	35,168,864	34,212,541	33,249,843	32,280,726	31,305,149	277,398,528
Interest on Line of Credit	-	-	-	42,000,000	46,200,000	50,820,000	55,902,000	61,492,200	67,641,420	74,405,562	81,846,118	480,307,300
Taxes	-	-	-	-	-	-	-	-	-	-	-	-
Sales Tax	-	-	-	-	-	-	-	-	-	-	-	-
Income Tax	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	-	-	-	-	226,912,000	-	-	-	-	-	-	226,912,000
Insurance	-	-	-	-	226,912,000	-	-	-	-	-	-	226,912,000
TOTAL CASH DISBURSEMENT	40,000	2,177,228,000	3,892,432,400	173,237,240	1,813,417,115	185,187,274	189,325,726	193,966,690	11,492,937,006	16,945,539,399	17,780,099,750	54,843,410,600
Net Cash	739,960,000	(157,228,000)	2,066,767,600	(173,237,240)	(1,813,417,115)	(185,187,274)	(189,325,726)	(193,966,690)	(11,492,937,006)	(16,945,539,399)	(17,780,099,750)	(46,124,210,600)
Closing Cash Balance (Cumulative)	739,960,000	582,732,000	2,649,499,600	2,476,262,360	662,845,245	477,657,971	288,332,245	94,365,555	(11,398,571,451)	(28,344,110,850)	(46,124,210,600)	(46,124,210,600)

GROSS MARGIN - - - - - - - - - - 0% 0% 0%

Month-25	Month-26	Month-27	Month-28	Month-29	Month-30	Month-31	Month-32	Month-33	Month-34	Month-35	Month-36	Total
Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Year-3
61,400,629,619	66,505,454,293	85,123,758,280	99,229,707,995	109,560,977,710	125,673,227,425	144,953,784,717	159,757,434,432	176,402,764,146	187,106,213,861	201,535,107,576	217,038,157,291	61,400,629,619
32,569,654,560	44,187,231,360	42,337,231,360	40,907,231,360	46,197,231,360	48,187,231,360	44,187,231,360	45,187,231,360	40,187,231,360	42,187,231,360	45,187,231,360	42,187,231,360	513,509,199,520
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
32,569,654,560	44,187,231,360	42,337,231,360	40,907,231,360	46,197,231,360	48,187,231,360	44,187,231,360	45,187,231,360	40,187,231,360	42,187,231,360	45,187,231,360	42,187,231,360	513,509,199,520
-	-	-	-	-	-	-	-	-	-	-	-	-
279,892,800	335,871,360	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	403,045,632	4,646,220,480
233,244,000	279,892,800	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	335,871,360	3,871,850,400
46,648,800	55,978,560	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	67,174,272	774,370,080
26,861,488,000	24,918,608,000	27,513,788,000	29,858,468,000	29,367,488,000	27,864,488,000	28,666,088,000	27,824,408,000	28,766,288,000	27,040,844,000	28,966,688,000	29,053,080,642	336,701,722,642
26,243,000,000	24,304,000,000	26,894,000,000	29,234,000,000	28,744,000,000	27,244,000,000	28,044,000,000	27,204,000,000	28,144,000,000	26,422,000,000	28,344,000,000	28,430,220,202	329,251,220,202
566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	566,000,000	6,792,000,000
52,486,000	48,608,000	53,788,000	58,468,000	57,488,000	54,488,000	56,088,000	54,408,000	56,288,000	52,844,000	56,688,000	56,860,440	658,502,440
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-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	33,800,000	405,600,000
28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	28,800,000	345,600,000
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	60,000,000
-	-	-	-	-	-	-	-	-	-	-	-	-
10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	50,000,000	160,000,000
10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	120,000,000
-	-	-	-	-	-	-	-	-	-	-	-	40,000,000
279,651,086	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	270,648,013	3,256,779,231
2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000	24,000,000
178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	178,617,283	2,143,407,398
99,033,803	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	90,030,730	1,089,371,833
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	324,692,423	-	-	-	-	-	-	324,692,423
-	-	-	-	-	324,692,423	-	-	-	-	-	-	324,692,423
27,464,829,886	25,568,927,373	28,231,281,645	30,575,961,645	30,084,981,645	28,906,674,068	29,383,581,645	28,541,901,645	29,483,781,645	27,758,337,645	29,684,181,645	29,810,574,288	318,030,184,890
5,104,824,674	18,618,303,987	14,105,949,715	10,331,269,715	16,112,249,715	19,280,557,292	14,803,649,715	16,645,329,715	10,703,449,715	14,428,893,715	15,503,049,715	12,376,657,072	195,479,014,630
66,505,454,293	85,123,758,280	99,229,707,995	109,560,977,710	125,673,227,425	144,953,784,717	159,757,434,432	176,402,764,146	187,106,213,861	201,535,107,576	217,038,157,291	229,414,814,363	256,879,644,250
17%	43%	34%	26%	36%	41%	34%	38%	27%	35%	35%	30%	18%