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## **TRIBAU CONTRACTORS LIMITED**

### **BUSINESS PLAN**

#### **CONSTRUCTION OF BUILDINGS AND CIVIL WORKS**

**HOUSE NO 133,BLOCK NO 27, PLOT NO 27, HANANASIF, KISUTU, KINONDONI, DAR ES SALAAM.**

The information contained in this business plan is confidential and proprietor to **TRIBAU CONTRACTORS LIMITED** and is intended only for person to whom it is transmitted by the company or represented; any reproduction of this document in whole or part or divulgence of any of the contents without prior written consent is prohibited.

**Directors:**

Million Matthew, Marystella Lodia, Adam Khamis

Quality and Safe Construction for a safe economy.



## Business Profile

### 1. Executive Summary

#### A. Company & Project concept

**TRIBAU CONTRACTORS LIMITED** is a limited liability company incorporated in Tanzania under the Companies Act of 2002 as amended from time to time. The Company was incorporated on **25<sup>th</sup> January 2000** and bears Certificate of Incorporation number **38671**. The Company's main business activity is Construction of Buildings.

**TRIBAU CONTRACTORS LIMITED** has the project located at House No 133, Block No 27, Plot No 27, Hananasif, Kisutu, Kinondoni, Dar Es Salaam.

Our goals and objectives are straightforward and seek to ensure we run a professional, profitable and ethical company, building relationships with customers, suppliers and investors. **TRIBAU CONTRACTORS LIMITED** has a goal of establishing a construction business that will be leading in the construction sector. It is hoped that this project will become a demonstration site for other contractors both locally and internationally.

#### B. Company Objectives:

In Summary **TRIBAU CONTRACTORS LIMITED**'s main objective is;

- Construction of buildings structures.
- Construction of civil structures.

#### C. Purpose of Business Plan

This document is prepared to serve the purpose as a business plan report for **TRIBAU CONTRACTORS LIMITED** in carrying the construction of buildings business in Tanzania.

#### D. Company Legality.

The legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, Tax Identification Number, justify that **TRIBAU CONTRACTORS LIMITED** is operating within the ambit of the laws of the Land.





### E. Project Organization Structure;

The management of **TRIBAU CONTRACTORS LIMITED** constituted by the organization set up:- Board of Directors, General Manager who is responsible on the supervision on the entire operations of the Company and a company accountant.

### F. Intended Investment Amount

Considering the fact that **TRIBAU CONTRACTORS LIMITED** is a local company, the intended investment amount for running the same is intended to be a total of Tanzania Shillings Five Hundred Million (TZS 500,000,000/=) that shall keep increasing due to reinvestment plan of the partners.

## 2. Statement of Purpose

This Profile is drawn for the purpose of seeking the Certificate of Incentives from the Tanzania Investment Centre.

## 3. Purpose of Investment

This document is prepared to the serve the purpose as a feasibility study for **TRIBAU CONTRACTORS LIMITED**, in creating an investment in the United Republic of Tanzania that will not only be a show case but also the one that will be up to the accepted international standards.

## 4. Investment financing plan

The company expect to invest Tanzania Shillings Five Hundred million (TZS 500,000,000) from shareholders' funds. Profits generated from business operation will be re- invested.

## 5. Summary of the Expected Results

At the end, the project is expected to achieve the following: -

- Increase direct employment opportunities.
- Direct Domestic investment.
- Increase tax contributed to the government
- Generate foreign currency.





## 6. Mission and Vision

To be the preeminent provider of superior construction services by consistently improving the quality of our product; to add value for clients through innovation, foresight, integrity, and aggressive performance. The company can achieve this through;

- Making sure that they have designs that are environmental friendly;
- Proper and reasonable remuneration of the personnel.
- Continuing networking with our clients.

## 7. Project Promoters

The project promoter, the project will be managed and operated by **TRIBAU CONTRACTORS LIMITED** the Company is owned by Tanzanian entrepreneurs with diverse business in Tanzania. Current shareholding status is hereby shown below;

NAME OF SHAREHOLDERS	NATIONALITY	SHARES
MILLION MATTHEW LODIA	TANZANIAN	4000
ADAM KHAMIS MNYOHI	TANZANIAN	500
STELLAH BARNABAS MILLION	TANZANIAN	500

## 8. Operations

The project will be managed and operated by **TRIBAU CONTRACTORS LIMITED** the Company has in place all the required permits and licences required to the execution of its projects. Management has established sound operating guidelines to conduct the day-to-day operations of this project.

## 9. Project Location

The project shall be located at House No 133, Block No 27, Plot No 27, Hananasif, Kisutu, Kinondoni, Dar Es Salaam.





## 10. Postal Address

**TRIBAU CONTRACTORS LIMITED,  
P.O.BOX 40071,  
DAR ES SALAAM.**

## 11. Core Activities of the company

**TRIBAU CONTRACTORS LIMITED** deals with construction activities from buildings to civil structures such as bridges and roads.

## 12. Technical requirements of the project

The company has the following investment structure unto this project;

### a. PROJECT JUSTIFICATION

The proposed project is under management of **TRIBAU CONTRACTORS LIMITED** which is in line with Tanzania Government efforts in attempt to revamp the construction sector for Tanzanians. This has also been noted of recent drive of attracting investors in Tanzania in order to maximize her annual earnings from investment and also compete effectively with regional competitors. This also has been complemented by following measures

- i. The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector Investment.
- ii. In depth studies have been carried out in the following area
  - SMEs development study
  - Trade Integration Strategy, 2009-2013

### b. SOCIAL AND ECONOMIC IMPACT OF THE PROJECT

The proposed project will result into the following social and economic impacts:

- Improve and increase the investments in Tanzania that are actually owned and managed by locals and not foreigners;
- Increased competitiveness in the market and encourage other local investors in investing and utilizing the available resources instead of letting foreign domination.





- The project will provide employment opportunities for local people where projects are done.
- The Government and other agencies will benefit from various taxes, fees and commissions that will be paid to the Treasury etc. by this Company.

### C. OPPORTUNITY DRIVERS

#### i. Increased demand of investment spots

Tanzania now is witnessing an overflow of investors in the country which is brought by the efforts that are made by Her Excellency the President in opening doors for investors in Tanzania.

#### ii. Government Policy

The Government of Tanzania has made the policy that intends to improve and promote local investments. This sector employs many people and it is a key driver towards transforming and developing the national economy.

#### iii. Government Incentives package

In 1997 Tanzania Government enacted Investment law that offers and guaranteed reasonable incentives to both local and foreign investors.

### 13. Analysis of Strengths, Weaknesses, Opportunity and Threats

Table below present the analysis of the company's Strengths, Weaknesses, Opportunities and Threats (SWOTS)

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>• It has a strong equity financing</li> <li>• Strong management and well paid personnel</li> <li>• Has a will to expand</li> <li>• Access to reliable high technology investing in equipment for operations</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>• Incurring high governmental tariffs from duties and taxes during export and importation of services.</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>• Good government suitable facilitative policy</li> <li>• Raising investments sector</li> <li>• Government development of in Tanzania</li> <li>• Promote equipment and technological construction in the industry</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>• Unawareness of the new entrants in the industry.</li> <li>• Increment of inflation</li> <li>• Foreign companies invasion of construction industry.</li> </ul>





The company has prepared for the action plans by doing the following:

- In future if needs arises the Company may seek more funds from bank to finishing phase of this project.
- The company will employ expatriates for marketing of its products/services and develop marketing plan.

## 14. Marketing Information

- **Marketing Strategy**

- i. **Overview**

**TRIBAU CONTRACTORS LIMITED** will achieve its goals by providing standard services, and employing an aggressive marketing plan to build customer traffic if needed. Today's market requires more than just products and service to make **TRIBAU CONTRACTORS LIMITED** successful. **TRIBAU CONTRACTORS LIMITED** will constantly strive to enthusiastically win more customers by being proactive rather than reactive in our marketing efforts. Management will endeavor to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions. The following exemplifies some of the tactics we will use in developing the park

- ii. **Customer Database**

**TRIBAU CONTRACTORS LIMITED** will aggressively seek to build a database of Customers. Customers will have an opportunity to be included in the database so they can participate in sales promotions such as birthday or anniversary cards; email notification of upcoming specials; coupons; etc. The database will be gathered and maintained on special software ,the company will gather names in a variety of manners including staff requests; business card drop for free lunch; guests' signup book with promotional signage; menu insert promotion; etc

- iii. **Advertising**

**TRIBAU CONTRACTORS LIMITED** will adopt an aggressive advertising strategy. Outdoor signage will describe outdoor and changeable copy advertisement and elaborate design signage depends upon lease space restrictions; designed within allowable limits to achieve maximum exposure. **TRIBAU CONTRACTORS LIMITED** will utilize both traditional non- traditional methods of advertising. Management's viewpoint on advertising is state in your own words, the philosophy **TRIBAU CONTRACTORS LIMITED** will adopt towards the use of traditional advertising such as radio, newspaper, billboards or television.

- iv. **Costing and Pricing**





The costing and pricing is done by the management of **TRIBAU CONTRACTORS LIMITED**. The costing takes into consideration various aspects depending on the cost which has already been incurred, inflation factor and Operating costs. The project promoters of the company are in business for long time i.e. they are business oriented personnel.

#### v. Customers

**TRIBAU CONTRACTORS LIMITED** is targeting the international market and is open to local investors and foreign.

#### vi. Marketing Plan

The company has both short term and long-term marketing plan:

- The short term marketing plan includes:
  - Participating in business show case exhibitions
  - Building sustainable long-term relationship with customers.
- Long Term Plans includes:
  - Join to the network of contractors networking and companies to market to exploit more business opportunities
  - Investing Market Research and Development

## 15. Management & Administration

### i. Management

The management team of **TRIBAU CONTRACTORS LIMITED** planned to be constituted by the following management team:-

### ii. Board of Directors

**TRIBAU CONTRACTORS LIMITED** is managed by the Board of Directors which is the apex body for strategic decision making of the project. Directors of the Company are the ones who are having shares in **TRIBAU CONTRACTORS LIMITED** and the people that shall manage this project.

### iii. General Manager

Immediate after Board of Directors there is a General Manager who is responsible to take care of mater pertaining operation and managing daily activities of the project as well as other staffs welfares and report them to the Board of Directors.





#### iv. Accountant

An accountant is employed who is equipped with good experience in accounting system and manages cash movement of **TRIBAU CONTRACTORS LIMITED**, but also keeping books of accounts properly.

#### v. Management Agreements

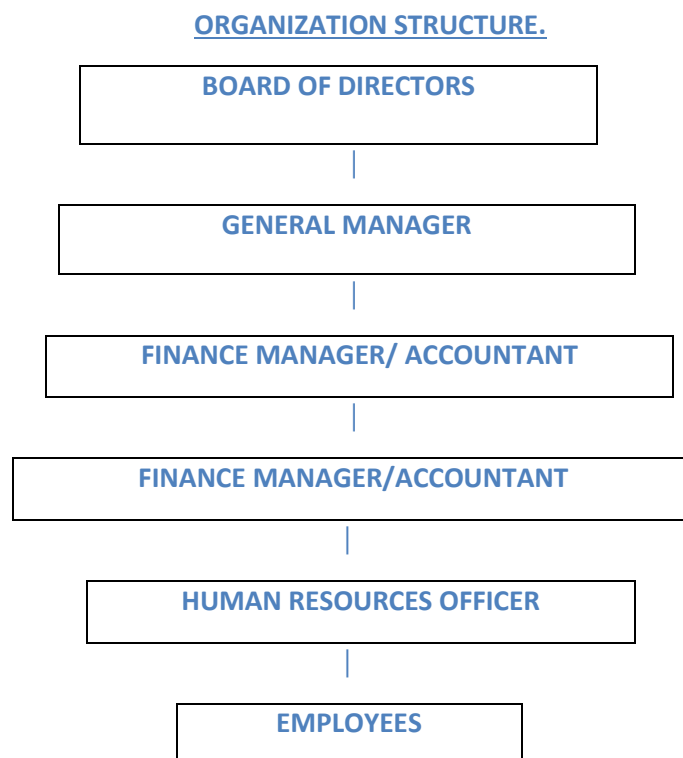
Management Agreements may be executed between **TRIBAU CONTRACTORS LIMITED** and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

#### vi. Confidentiality Agreements

**TRIBAU CONTRACTORS LIMITED** will enforce that all employees sign a confidentiality agreement. Confidentiality agreements with our employees and partners will protect our products, operating systems, policies and procedures. Having a confidentiality agreement in place is essential to protect the company's trade secrets and show our employees that we take our business seriously.

#### vii. Organization Structure

The management of **TRIBAU CONTRACTORS LIMITED** is planning with the following organization structure.





**Appendix I**

**TRIBAU CONTRACTORS LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT (US\$)**

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Revenue	1,415,232.00	1,529,384.32	1,643,678.16	1,758,114.94	1,872,696.09	1,987,423.06
Operating Expenses:	1,202,947.20	1,214,976.67	1,227,126.44	1,239,397.70	1,251,791.68	1,264,309.60
Profit before Depreciation & Interest	212,284.80	314,407.65	416,551.72	518,717.24	620,904.41	723,113.46
Interest	84,206	90,998	97,799	104,608	111,425	118,252
Depreciation	31,842.72	47,161.15	62,482.76	77,807.59	93,135.66	108,467.02
Net Profit	96,235.78	176,248.14	256,270.11	336,301.82	416,343.33	496,394.77
Tax (30%)	28,870.73	52,874.44	76,881.03	100,890.54	124,903.00	148,918.43
Profit After Tax	67,365.04	123,373.69	179,389.08	235,411.27	291,440.33	347,476.34
Accumulated Profit	67,365.04	123,373.69	179,389.08	235,411.27	291,440.33	347,476.34

**APPENDIX II**

**TRIBAU CONTRACTORS LIMITED PROJECTED CASH FLOW US\$**

	<b>0</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>SOURCES:</b>							
Profit before interest and depreciation	0	212,284.80	314,407.65	416,551.72	518,717.24	620,904.41	723,113.46
Equity	200,000.00						
Loan	300,000.00	0.00	100,000.00	0.00	200,000.00	0.00	300,000.00
Total Sources	500,000.00	212,284.80	314,407.65	416,551.72	518,717.24	620,904.41	723,113.46
<b>Applications:</b>							
Capital expenditure	375,000.00	0.00	100,000.00	0.00	200,000.00	0.00	300,000.00
working Capital & Others	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00
Cash	-	87,284.80	89,407.65	291,551.72	193,717.24	495,904.41	298,113.46





Tax	-	26,185.44	26,822.30	87,465.52	58,115.17	148,771.32	89,434.04
<b>Sub total</b>	<b>500,000.00</b>	<b>212,284.80</b>	<b>314,407.65</b>	<b>416,551.72</b>	<b>518,717.24</b>	<b>620,904.41</b>	<b>723,113.46</b>
<b>Total applications</b>	<b>500,000.00</b>	<b>212,284.80</b>	<b>314,407.65</b>	<b>416,551.72</b>	<b>518,717.24</b>	<b>620,904.41</b>	<b>723,113.46</b>
Accumulated cash		87,284.80	176,692.45	380,959.37	485,268.96	689,621.65	794,017.87

### Appendix III

#### TRIBAU CONTRACTORS LIMITED PROJECTED BALANCE SHEET US \$

	0	1	2	3	4	5	6
<b>Fixed Assets</b>	-						
Opening balance	-	375,000	360,975	347,475	334,479	321,969	309,928
<b>Total Long-term Assets</b>	-	<b>375,000.00</b>	<b>360,975.00</b>	<b>347,474.54</b>	<b>334,478.99</b>	<b>321,969.47</b>	<b>309,927.81</b>
Less depreciation	-	14,025.00	13,500.47	12,995.55	12,509.51	12,041.66	11,591.30
<b>Closing balance</b>	-	<b>360,975.00</b>	<b>347,474.54</b>	<b>334,478.99</b>	<b>321,969.47</b>	<b>309,927.81</b>	<b>298,336.51</b>
Working capital	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00	125,000.00
Accumulated cash	-	87,284.00	176,691.00	268,242.00	361,959.00	457,863.00	555,977.00
<b>Total assets</b>	<b>125,000.00</b>	<b>573,259.00</b>	<b>649,165.54</b>	<b>727,720.99</b>	<b>808,928.47</b>	<b>892,790.81</b>	<b>979,313.51</b>
Financed by							
Equity	200,000.00	200,000.00	200,000.00	200,000.00	200,000.00	200,000.00	200,000.00
Net profit	-	<b>67,365.04</b>	<b>123,373.69</b>	<b>179,389.08</b>	<b>235,411.27</b>	<b>291,440.33</b>	<b>347,476.34</b>
Total equity	200,000.00	267,365.04	323,373.69	379,389.08	435,411.27	491,440.33	547,476.34
Long term loan	300,000.00	-	100000	-	200000	-	300000
<b>Total equity and debts</b>	<b>500,000.00</b>	<b>267,365.04</b>	<b>423,373.69</b>	<b>379,389.08</b>	<b>635,411.27</b>	<b>491,440.33</b>	<b>847,476.34</b>

### Appendix IV

#### TRIBAU CONTRACTORS LIMITED PAYBACK PERIOD

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	<b>67,365.04</b>	14,025.00	81,390.04	81,390.04
2	<b>123,373.69</b>	13,500.47	136,874.16	218,264.20
3	<b>179,389.08</b>	12,995.55	192,384.63	410,648.83
4	<b>235,411.27</b>	12,509.51	247,920.78	658,569.61
5	<b>291,440.33</b>	12,041.66	303,481.99	962,051.60
6	<b>347,476.34</b>	11,591.30	359,067.64	1,321,119.24





**Appendix V**

**TRIBAU CONTRACTORS LIMITED PROJECT INVESTMENT COST**

<b>PARTICULAR</b>	<b>US\$</b>
Land and Buildings	20,000.00
Machinery & Equipment	250,000.00
Motor Vehicles	100,000.00
Furniture & Fixtures	5,000.00
Pre exp	5,000.00
Others	0.00
Working Capital	120,000.00
<b>TOTAL</b>	<b>500,000.00</b>

**Appendix VI**

**TRIBAU CONTRACTORS LIMITED FIXED ASSETS US\$**

<b>NAME OF ASSETS</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Land and Buildings	20,000	19,600	19,200	18,800	18,400	18,000
Machinery, Tools & Equipment	250,000	246,875	243,750	240,625	237,500	234,375
Motor Vehicles	100,000	90,000	80,000	70,000	60,000	50,000
Furniture & Fixtures	5,000	4,500	4,000	3,500	3,000	2,500
<b>Total</b>	<b>375,000</b>	<b>360,975</b>	<b>347,474.54</b>	<b>334,478</b>	<b>309,927.8</b>	<b>298,336</b>
<b>DEPRECIATION</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
Land and buildings	400	400	400	400	400	400
Machinery tools & Equipment	3,125	3,125	3,125	3,125	3,125	3,125
Motor Vehicles	10,000	10,000	10,000	10,000	10,000	10,000
Furniture & Fixtures	500	500	500	500	500	500
<b>ANNUAL DEPRECIATION</b>	<b>14,025</b>	<b>13,500.47</b>	<b>12,995.55</b>	<b>12,509.51</b>	<b>12,041</b>	<b>11,591</b>





**Appendix VII**

**TRIBAU CONTRACTORS LIMITED PROJECTED LONG-TERM LOAN REPAYMENT**

<b>Year</b>	<b>principle</b>	<b>Loan Interest (6%)</b>	<b>Total Amount Paid</b>	<b>Loan Balance</b>
0				300,000
1	60,000	18,000	78,000	240,000
2	60,000	14,400	74,400	180,000
3	60,000	10,800	70,800	120,000
4	60,000	7,200	67,200	60,000
5	60,000	3,600	63,600	0
<b>TOTAL</b>	<b>300,000</b>	<b>54,000</b>	<b>354,000</b>	

