



FRESTER INVESTMENT COMPANY LIMITED
BUSINESS PLAN

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1 INTRODUCTION

The provision of road passenger transport and logistics solutions between Tanzania and neighboring Southern African countries such as DRC and Zambia is greatly facilitated by services provided by the private sector.

Experienced road transport operators, especially those that deliver a high quality, skilled, niche service are infrequently encountered. One such company is FRESTER Investment Company Limited, which has almost fifteen years experience in transporting passengers and variety of goods between Tanzania and neighboring countries. FRESTER Investment Company is a privately owned company, with humble beginnings in 2005 the company has grown to become the road passenger and cargo transport and logistics solution of choice mining companies in Tanzania.

1.1 Our vision

FRESTER Investment Company aims to provide affordable, one stop logistical and warehouse services for all types of road transportation between Tanzania and neighboring countries. We strive to be the most successful transportation and Logistics Company in the regional industry and to continually improve our market share by offering competitive rates in conjunction with superior service, optimal use of available resources, innovation and cost saving initiatives.

1.2 Company Values

Through its suite of road transport services, FRESTER is one of the leading one stop logistics and passenger transport companies servicing Tanzania and neighboring countries. The company aims to maintain and grow on its high profile in the market by:

- Maintaining service excellence
- Providing superior transport solutions according to each customer's needs
- Treating staff and customers with respect and honesty
- Appointing high quality staff (vetted by extensive background checks)
- Developing new and innovative ways to safely and cost effectively transport passengers.
- Offering customers a dedicated, personalized service

1.3 Service delivery

FRESTER Investment Company is comprehensively equipped with a wide range of well maintained transportation vehicles. To ensure a high quality, efficient and prompt service, the average age of our fleet is maintained at three years and new vehicles are purchased. Our vehicles are regularly serviced and strictly maintained to set manufacturer maintenance schedules. A high level of driver training maintains the excellent standard of our fleet. Currently Frester Investment Company runs 54 Buses which operate in Public routes and 7 Buses operate at Bulyanhuru Gold mine to ferry the staffs in and out the mine site. Also Frester owns 4 Petroleum Tanker to ferry petroleum to its filling stations at Kahama and Mwanza. Also Frester owns 18 Truck with its Trailers which are used to transport cargo inside and outside the country. Besides it owns about 10 station wagons cars. The contract between Frester Investment Company and Barrick Gold Mine is for two years commencing from August 2022. Currently Frester employs 93 parmanent workers in the Buses and garages and a good number of casual labors.

2 Industry Overview of Roads Transport in Tanzania

2.1 Introduction

The road network in Tanzania currently comprises 86,472 km of roads in the formal inventory of which 12,786 km are categorized as trunk roads, 21,105 km as Regional roads and the remaining 52,581 km as district, urban and feeder roads . In addition, there are many kilometers of footpaths and tracks which are not part of the administrative network and the majority are unknown. The trunk and regional roads are under the responsibility of the Tanzania National Roads Agency (TANROADS) which is a semi-autonomous agency under the Ministry of Works. The district, urban and feeder roads are the responsibility of TARURA.

2.2 Overview of the National Road Network

The national road network has been the focus of transport development in the 2000s and has received the largest share of resources in the development budget. However, despite the large investment, there still remains a substantial length of trunk roads that requires upgrading. The overall network provides good connectivity between the major towns and cities but still does not adequately provide connectivity between farm gates and markets. As such, considerable development of the network is required to bring the benefits of a market economy to rural communities throughout the country.

2.3 Objective of the Loan from CRDB Bank.

Is to finance the importation of 15 Lorries with its Trailers from China. Our cash flow projections (attached) indicate that the loan with its Interest should be repaid in 2 years.

2.4 Service Descriptions

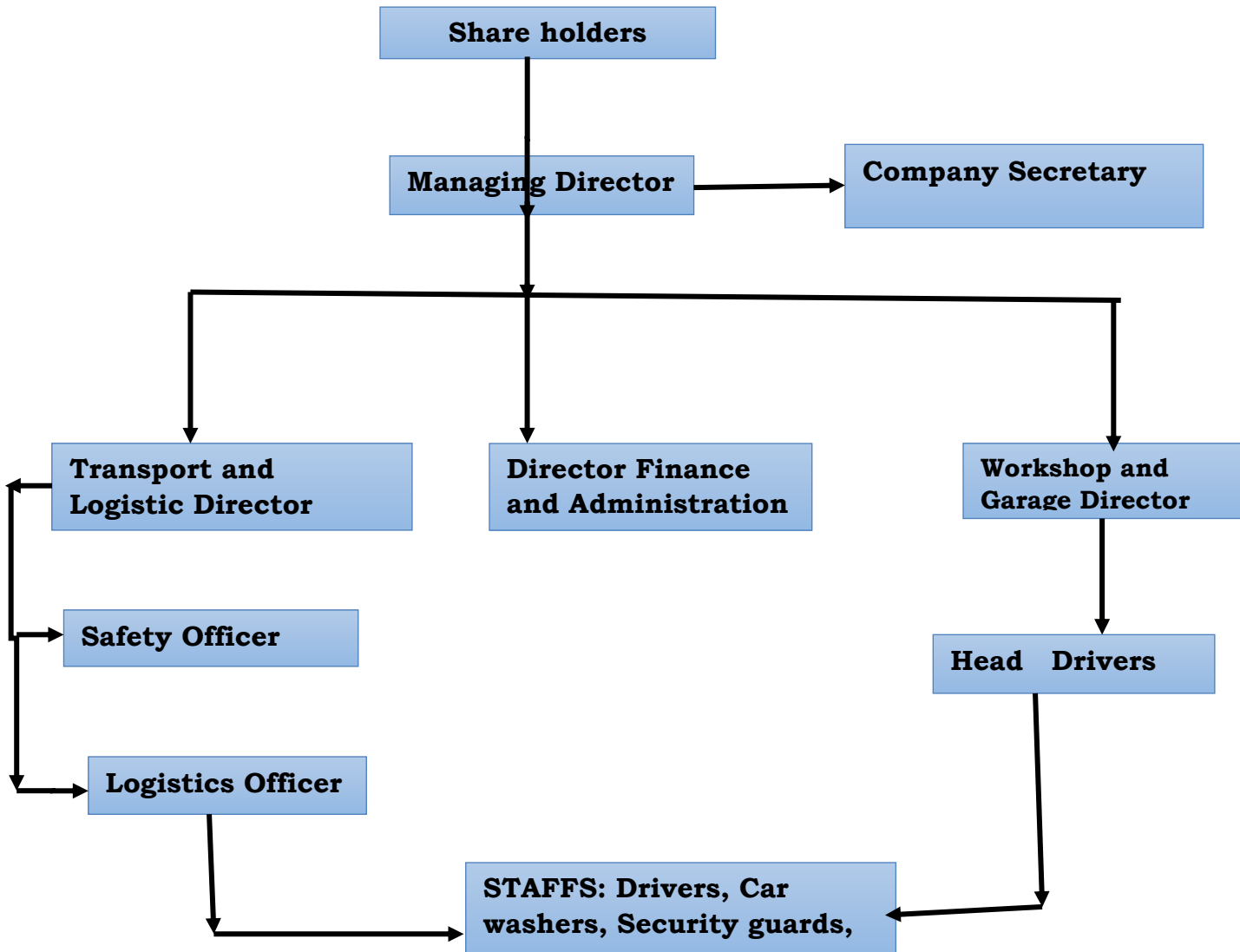
These Lorries will be used to ferry cement from Simba Cement company to elsewhere in the Republic or neighboring countries. We have entered a contract with the Simba Cement Copany to do the same.

3 Our Business Organization Structure

Proposed Team and Allocation of Responsibilities.

The company is headed by a managing Director who is also a shareholding of the Company. He has vast experience in Transportation services for the past 10 years. He is assisted by three Directors namely Director of Finance and Administration, Director for Transport and Logistics, Director of Workshop and Garage. These directors together with Managing Director form a senior management team. During this project they will make sure that roles and responsibility are strictly adhered to make smooth implementation of the assignment.

Organization Chart



4 Financial Projections and Costing.

4.1 INVESTMENT PATTERN

INVESTMENT FINANCING PARTTERN	Column1	Column2	Column3	Column4
	TOTAL	EQUITY	EXTERNAL FINANCING	
	TSHS.	TSHS.	TSHS.	
Purchasing a Truck Lorries and Trailers	2,908,125,000.00	708,125,000.00	2,200,000,000.00	
Operational Cost	9,477,282,708.00	9,477,282,708.00	0.00	
Total	12,385,407,708.00	10,185,407,708.00	2,200,000,000.00	
18% is financed by Loan				
82% is Financed by Equity				

The financing pattern shows that only 18% is from external financing or Loan and 82% is internally financed.

4.2 PROJECTED FINANCIAL STATEMENTS

INCOME STATEMENT

INCOME STATEMENT PROJECTION FOR 3 YEARS			
Item	Year-1	YEAR -2	year-3
INCOME			
REVENUE			
Sales from Buses	12,000,000,000.00	12,000,000,000.00	12,000,000,000.00
Sales from Lorries	2,400,000,000.00	2,400,000,000.00	2,400,000,000.00
Total Revenue	14,400,000,000.00	14,400,000,000.00	14,400,000,000.00
Less: Operational Cost			
Salaries and wages	600,000,000.00	600,000,000.00	600,000,000.00
Medical Expenses	3,600,000.00	3,600,000.00	3,600,000.00
Office Rent	18,000,000.00	18,000,000.00	18,000,000.00
Electricity and Water charges	32,136,000.00	32,136,000.00	32,136,000.00
Fuel and Oils	7,200,000,000.00	7,200,000,000.00	7,200,000,000.00
Spare parts	262,980,996.00	262,980,996.00	262,980,996.00
Tyres and Tubes	408,000,000.00	408,000,000.00	408,000,000.00
SUMATRA&VTS	39,920,000.00	39,920,000.00	39,920,000.00
Insurance	102,443,000.00	102,443,000.00	102,443,000.00
Registration Transfer Annual fees	25,325,000.00	25,325,000.00	25,325,000.00
Traffic Inspection fees	512,000.00	512,000.00	512,000.00
Bank charges	2,536,152.00	2,536,152.00	2,536,152.00
Fire extinguisher	400,600.00	400,600.00	400,600.00
NHF CONTRIBUTION	212,400.00	212,400.00	212,400.00
Staff Meals	600,000,000.00	600,000,000.00	600,000,000.00
Directors Allowance	120,000,000.00	120,000,000.00	120,000,000.00
WCF	4,062,360.00	4,062,360.00	4,062,360.00
Ticket machine for bus	321,000.00	321,000.00	321,000.00
NSSF Contribution	40,584,000.00	40,584,000.00	40,584,000.00
SDL	16,249,200.00	16,249,200.00	16,249,200.00
Total operating cost	9,477,282,708.00	9,477,282,708.00	9,477,282,708.00
Gross Profit	4,922,717,292.00	4,922,717,292.00	4,922,717,292.00
Less: Operational Expenses			
Interest on CRDB Loan	660,068,709.84	660,068,709.84	351,668,709.84
Depreciation	1,666,003,856.00	1,249,502,892.00	937,127,169.00
Total operating Expenses	2,326,072,565.84	1,909,571,601.84	1,288,795,878.84
Net profit Before Tax	2,596,644,726.16	3,013,145,690.16	3,633,921,413.16
Tax Payable 30%	778,993,417.85	903,943,707.05	1,090,176,423.95
Net profit After Tax	1,817,651,308.31	2,109,201,983.11	2,543,744,989.21

Profit after Tax is increasing gradually from 1,817,651,308.31 in Year 1 of operation to 2,543,744,989.21 in year 3 . This shows the business is promising and worth undertaking.

CONSOLIDATED BALANCE SHEET

BALANCE SHEET PROJECTIONS FOR 3 YEARS			
ITEM	YEAR-1	YEAR 2	YEAR 3
ASSETS			
Land and Building	654,000,000.00	654,000,000.00	654,000,000.00
Lorries	2,908,125,000.00	2,181,093,750.00	1,635,820,312.50
Buses	2,829,821,022.00	2,122,365,766.50	1,591,774,324.88
Workshop	150,000,000.00	150,000,000.00	150,000,000.00
Total Fixed Assets	6,541,946,022.00	5,107,459,516.50	4,031,594,637.38
Current Assets			
Cash	4,356,848,582.16	7,095,865,164.32	11,661,281,746.48
Receivables	666,834,535.00	666,834,535.00	666,834,535.00
Total Current Assets	5,023,683,117.16	7,762,699,699.32	12,328,116,281.48
TOTAL FIXED ASSETS	11,565,629,139.16	12,870,159,215.82	16,359,710,918.86
FINANCED BY			
ISSUED AND FULLY PAID UP CAPITAL			
Loan CRDB	2,000,000,000.00	2,000,000,000.00	2,000,000,000.00
Loan CRDB	455,629,228.00	455,629,228.00	455,629,228.00
Profit./Loss	1,817,651,308.31	2,109,201,983.11	2,543,744,989.21
Loan CRDB	2,200,000,000.00	2,200,000,000.00	2,200,000,000.00
General Reserve	2,423,620,660.85	2,423,620,660.85	2,423,620,660.85
Creditors and Accruals	2,668,727,942.00	3,681,707,344.82	6,736,711,040.80
TOTAL LIABILITIES	11,565,629,139.16	12,870,159,215.82	16,359,710,918.86

The Balance sheet statement shows the increasing of net worth progressively starting from 11,565,629,139.16 in the 1st year to 16,359,710,918.86 in year 3 of operation.

4.3 Cash Projection First of Operation

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Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14	Column15
FRESTER INVESTMENT COMPNY LIMITED - CASH PROJECTION FIRST YEAR OF OPERATION														
S/NO	ITEM/ MONTHS	M-1	M-2	M-3	M-4	M-5	M-6	M-7	M-8	M-9	M-10	M-11	M-12	TOTAL
A	CASH IN FLOW													
1.00		0.00	11,875,915.18	406,873,430.36	801,870,945.54	1,196,868,460.72	1,591,865,975.90	1,986,863,491.08	2,381,861,006.26	2,776,858,521.44	3,171,856,036.62	3,566,853,551.80	3,961,851,066.98	21,855,498,401.88
	CASH FROM SALES -SERVICE													-
A/	Cash from Buses	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	12,000,000,000.00
B/	Cash from Lorries	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	2,400,000,000.00
	Equity Contribution	581,625,000.00												581,625,000.00
3.00	Cash from Other Sources(Loan)	2,200,000,000.00												2,200,000,000.00
4.00	TOTAL CASH IN FLOW	3,981,625,000.00	1,211,875,915.18	1,606,873,430.36	2,001,870,945.54	2,396,868,460.72	2,791,865,975.90	3,186,863,491.08	3,581,861,006.26	3,976,858,521.44	4,371,856,036.62	4,766,853,551.80	5,161,851,066.98	39,037,123,401.88
B	CASH OUT FLOW													
	Purchase of New Lorries	2,908,125,000.00												2,908,125,000.00
6.00	Salaries and wages	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
	Medical Expenses	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	3,600,000.00
7.00	Office Rent	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	18,000,000.00
8.00	Electricity and Water chaarges	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	32,136,000.00
	Fuel and Oils	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	7,200,000,000.00
10.00	Spare parts	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	262,980,996.00
11.00	Tyres and Tubes	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	408,000,000.00
12.00	SUMATRA&VTS	39,920,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39,920,000.00
13.00	Insurance	102,443,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,443,000.00
14.00	Registration Transfer Annual fees	25,325,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,325,000.00
15.00	Traffic Inspection fees	512,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	512,000.00
16.00	Bank charges	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	2,536,152.00
17.00	Fire extinguisher	400,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	400,600.00
18.00	NHF CONTRIBUTION	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	212,400.00
19.00	Staff Meals	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
20.00	Directors Allowance	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	120,000,000.00
21.00	WCF	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	4,062,360.00
22.00	Ticket machine for bus	321,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	321,000.00
23.00	NSSF Contribution	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	40,584,000.00
24.00	SDL	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	16,249,200.00
25.00	Interest on CRDB Loan	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	351,668,709.84
26.00	Loan Repayment	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	62,000,000.00	744,000,000.00
27.00	Interest on CRDB Loan	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	308,400,000.00
28.00	TOTAL CASH OUT FLOW	3,969,749,084.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	805,002,484.82	8,855,027,333.02
29.00	NET CASH FLOW	11,875,915.18	406,873,430.36	801,870,945.54	1,196,868,460.72	1,591,865,975.90	1,986,863,491.08	2,381,861,006.26	2,776,858,521.44	3,171,856,036.62	3,566,853,551.80	3,961,851,066.98	4,356,848,582.16	30,182,096,068.86

The First year of Operation there is deficit of Tshs. (2,188,124,084). In order to make our purchases, we were forced to obtain the external financing of 2,200,000,000 from CRDB Bank with Interest rate of 14% p.a. The ending balance year 1 is 4,356,848,582.16

Cash Projection Second year of Operation

Column1	FRESTER INVESTMENT COMPNY LI	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14
S/NO	ITEM/ MONTHS	M-1	M-2	M-3	M-4	M-5	M-6	M-7	M-8	M-9	M-10	M-11	M-12	TOTAL
	CASH IN FLOW													
	Opening Balance	4,356,848,582.16	4,430,724,497.34	4,673,010,012.52	4,915,295,527.70	5,157,581,042.88	5,399,866,558.06	5,642,152,073.24	5,884,437,588.42	6,126,723,103.60	6,369,008,618.78	6,611,294,133.96	6,853,579,649.14	66,420,521,387.80
	CASH FROM SALES -SERVICE													
	Cash from Buses	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	12,000,000,000.00
	Cash from Lorries	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	2,400,000,000.00
	Equity Contribution	0.00												-
	Cash from Other Sources(Loan)	0.00												-
	TOTAL CASH IN FLOW	5,556,848,582.16	5,630,724,497.34	5,873,010,012.52	6,115,295,527.70	6,357,581,042.88	6,599,866,558.06	6,842,152,073.24	7,084,437,588.42	7,326,723,103.60	7,569,008,618.78	7,811,294,133.96	8,053,579,649.14	80,820,521,387.80
	CASH OUT FLOW													
	Purchase of New Lorries	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Salaries and wages	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
	Medical Expenses	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	3,600,000.00
	Office Rent	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	18,000,000.00
	Electricity and Water chaarges	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	32,136,000.00
	Fuel and Oils	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	7,200,000,000.00
	Spare parts	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	262,980,996.00
	Tyres and Tubes	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	408,000,000.00
	SUMATRA&VTS	39,920,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39,920,000.00
	Insurance	102,443,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,443,000.00
	Registration Transfer Annual fees	25,325,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,325,000.00
	Traffic Inspection fees	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	6,144,000.00
	Bank charges	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	2,536,152.00
	Fire extinguisher	400,600.00												400,600.00
	NHF CONTRIBUTION	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	212,400.00
	Staff Meals	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
	Directors Allowance	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	120,000,000.00
	WCF	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	4,062,360.00
	Ticket machine for bus	321,000.00												321,000.00
	NSSF Contribution	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	40,584,000.00
	SDL	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	16,249,200.00
	Interest on CRDB Loan	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	351,668,709.84
	Loan Repayment	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	126,500,000.00	1,518,000,000.00
	Interest on CRDB Loan	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	25,700,000.00	308,400,000.00
	TOTAL CASH OUT FLOW	1,126,124,084.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	957,714,484.82	11,660,983,417.84
	NET CASH FLOW	4,430,724,497.34	4,673,010,012.52	4,915,295,527.70	5,157,581,042.88	5,399,866,558.06	5,642,152,073.24	5,884,437,588.42	6,126,723,103.60	6,369,008,618.78	6,611,294,133.96	6,853,579,649.14	7,095,865,164.32	69,159,537,969.96

It is in this year we managed to repay the loan with its Interest the loan of 2,200,000,000 still the closing balance stands at Tshs.7,095,865,164.32

Cash Projection Third year of Operation

Column1	FRESTER INVESTMENT COMPNY LIMITED - CASH PROJECTION THRI	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9	Column10	Column11	Column12	Column13	Column14
S/NO	ITEM/ MONTHS	M-1	M-2	M-3	M-4	M-5	M-6	M-7	M-8	M-9	M-10	M-11	M-12	TOTAL
	CASH IN FLOW													
	Opening Balance	7,095,865,164.32	7,321,941,079.50	7,716,426,594.68	8,110,912,109.86	8,505,397,625.04	8,899,883,140.22	9,294,368,655.40	9,688,854,170.58	10,083,339,685.76	10,477,825,200.94	10,872,310,716.12	11,266,796,231.30	109,333,920,373.72
	CASH FROM SALES -SERVICE													
	Cash from Buses	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	1,000,000,000.00	12,000,000,000.00
	Cash from Lorries	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	200,000,000.00	2,400,000,000.00
	Equity Contribution													
	Cash from Other Sources(Loan)													
	TOTAL CASH IN FLOW	8,295,865,164.32	8,521,941,079.50	8,916,426,594.68	9,310,912,109.86	9,705,397,625.04	10,099,883,140.22	10,494,368,655.40	10,888,854,170.58	11,283,339,685.76	11,677,825,200.94	12,072,310,716.12	12,466,796,231.30	123,733,920,373.72
	CASH OUT FLOW													
	Purchase of New Lorries													
	Salaries and wages	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
	Medical Expenses	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	300,000.00	3,600,000.00
	Office Rent	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	1,500,000.00	18,000,000.00
	Electricity and Water chaarges	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	2,678,000.00	32,136,000.00
	Fuel and Oils	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	600,000,000.00	7,200,000,000.00
	Spare parts	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	21,915,083.00	262,980,996.00
	Tyres and Tubes	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	34,000,000.00	408,000,000.00
	SUMATRA&VTS	39,920,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39,920,000.00
	Insurance	102,443,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,443,000.00
	Registration Transfer Annual fees	25,325,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,325,000.00
	Traffic Inspection fees	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	512,000.00	6,144,000.00
	Bank charges	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	211,346.00	2,536,152.00
	Fire extinguisher	400,600.00												400,600.00
	NHF CONTRIBUTION	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	17,700.00	212,400.00
	Staff Meals	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	50,000,000.00	600,000,000.00
	Directors Allowance	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	120,000,000.00
	WCF	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	338,530.00	4,062,360.00
	Ticket machine for bus	321,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	321,000.00
	NSPF Contribution	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	3,382,000.00	40,584,000.00
	SDL	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	1,354,100.00	16,249,200.00
	Interest on CRDB Loan	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	29,305,725.82	351,668,709.84
	Loan Repayment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Interest on CRDB Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL CASH OUT FLOW	973,924,084.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	805,514,484.82	9,834,583,417.84
	NET CASH FLOW	7,321,941,079.50	7,716,426,594.68	8,110,912,109.86	8,505,397,625.04	8,899,883,140.22	9,294,368,655.40	9,688,854,170.58	10,083,339,685.76	10,477,825,200.94	10,872,310,716.12	11,266,796,231.30	11,661,281,746.48	113,899,336,955.88

The ending balance in this year shows substantial balance enough to absorb any occurring business shock

CONCLUSION

The project is worth undertaking.