

A-One Products & Bottlers Ltd

Beverages & Bottles Manufacturing Plants

Mbeya Plant

FINANCIAL PROJECTIONS

May. 2023

ANNEX 1**A-ONE PRODUCTS & BOTTLERS LTD****Mbeya Plant****Projected Profit & Loss Statements**

		Amount in TZS '000'				
Year	Year 1	Year 2	Year 3	Year 4	Year 5	
Revenues						
Mbeya 1						
CSD	-	38,262,412	41,629,504	45,115,975	46,018,294	
Water	-	13,973,184	16,876,953	19,891,283	23,019,435	
Sub-total	-	52,235,596	58,506,456	65,007,257	69,037,729	
Total Gross Revenues	-	52,235,596	58,506,456	65,007,257	69,037,729	
Value Added Tax	18%					
Mbeya 1	-	2,675,045	3,099,664	3,540,197	3,908,926	
Mbeya 2	-	-	-	-	-	
Net Revenues	-	49,560,551	55,406,793	61,467,060	65,128,803	
Revenue Growth	-	-	12%	11%	6%	
Direct Operating Costs						
Mbeya 1						
Excise Duty	-	2,632,608	2,861,179	3,089,750	3,196,670	
Raw Materials	-	9,311,047	10,206,947	11,134,959	11,528,852	
Other Materials	-	17,537,670	19,182,212	20,885,521	21,480,891	
Conversion Costs	-	5,164,887	5,867,998	6,597,169	7,138,525	
Sub-total	-	34,646,212	38,118,337	41,707,399	43,344,938	
Total Direct Operating Costs	-	34,646,212	38,118,337	41,707,399	43,344,938	
Gross Profits/(Loss)	-	14,914,338	17,288,456	19,759,661	21,783,865	
Gross Margins	-	30%	31%	32%	33%	
Indirect Operating Costs						
Mbeya 1						
Administrative Expenses	-	1,693,128	1,726,991	1,761,530	1,796,761	
Marketing & Selling expenses	-	4,856,436	5,423,918	6,012,157	6,378,129	
Total Indirect Operating Costs	-	6,549,564	7,150,908	7,773,687	8,174,890	
EBITDA	-	8,364,775	10,137,547	11,985,975	13,608,975	
EBITDA Margins	-	17%	18%	19%	21%	
Depreciation & Amortisation	-	2,188,423	2,909,377	2,654,170	2,310,823	
Profit Before Interest + Tax	-	6,176,352	7,228,170	9,331,804	11,298,152	
Loans Interest Expenses						
Long-Term Loan						
Long-Term Loan	-	-	-	-	-	
Medium-Term Loan	-	2,902,122	3,627,652	3,023,044	2,418,435	
Short-term Facilities	5%					
Mbeya 2	-	-	-	-	-	
Mbeya 1	-	578,002	640,499	705,297	738,059	
Total Interest Expenses	-	3,480,124	4,268,151	3,728,341	3,156,494	
Profit/(Loss) Before Tax	-	2,696,228	2,960,019	5,603,464	8,141,658	
Provision for Corporate Tax	30%					
	-	808,868	888,006	1,681,039	2,442,497	
Net Profit/(Loss)	-	1,887,360	2,072,013	3,922,425	5,699,161	
Net Margins	-	4%	4%	6%	9%	
Retained Earnings	-	1,887,360	3,959,373	7,881,798	13,580,958	

ANNEX 2
A-ONE PRODUCTS & BOTTLERS LTD
Mbeya Plant
Projected Cash Flow Statements

	Amount in TZS '000'				
	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Inflows					
Equity Financing					
Ordinary Share capital	100,000	-	-	-	-
Shareholders funds (capex)	4,654,933	-	-	-	-
shareholders funds (W/capital)	-	7,288,245	-	-	-
Retained Earnings	-	-	-	-	-
Total Equity	4,754,933	7,288,245	-	-	-
External Financing					
Long-Term Loan	-	-	-	-	-
Medium-Term Loan	22,672,827	-	-	-	-
Short-term Loans	-	-	-	-	-
Creditors	-	-	-	-	-
Total external financing	22,672,827	-	-	-	-
Incomes from Operations					
Mbeya 1	-	38,262,412	41,629,504	45,115,975	46,018,294
CSD	-	13,973,184	16,876,953	19,891,283	23,019,435
Water	-	-	-	-	-
Sub-total	-	52,235,596	58,506,456	65,007,257	69,037,729
Total	-	52,235,596	58,506,456	65,007,257	69,037,729
Less: Value Added Tax	-	2,675,045	3,099,664	3,540,197	3,908,926
Net Sales Revenues	-	49,560,551	55,406,793	61,467,060	65,128,803
Total Inflows	27,427,759	56,848,796	55,406,793	61,467,060	65,128,803
Cash Outflows					
Capital Investment					
Buildings & Civil works	3,877,500	-	-	-	-
Machinery & Equipment	19,274,434	-	-	-	-
Utilities	705,000	-	-	-	-
Motor Vehicles	2,335,900	-	-	583,975	-
Furniture, Fittings & Equipment	52,875	-	-	-	-
Pre-Operating Expenses	359,550	-	-	-	-
Capital Expenditure	26,605,259	-	-	583,975	-
Change in Working Capital					
Mbeya 1	-	11,560,037	1,249,933	1,295,972	655,235
Mbeya 2	-	-	-	-	-
Sub-total	-	11,560,037	1,249,933	1,295,972	655,235
Direct Operating Costs					
Mbeya 1	-	2,632,608	2,861,179	3,089,750	3,196,670
Excise Duty	-	9,311,047	10,206,947	11,134,959	11,528,852
Raw Materials	-	17,537,670	19,182,212	20,885,521	21,480,891
Other Materials	-	5,164,887	5,867,998	6,597,169	7,138,525
Conversion Costs	-	-	-	-	-
Sub-total	-	34,646,212	38,118,337	41,707,399	43,344,938
Indirect Operating Costs					
Mbeya 1	-	1,693,128	1,726,991	1,761,530	1,796,761
Administrative Expenses	-	4,856,436	5,423,918	6,012,157	6,378,129
Marketing & Selling expenses	-	-	-	-	-
Sub-total	-	6,549,564	7,150,908	7,773,687	8,174,890
Loans Interest Expenses					
Long-Term Loan	-	-	-	-	-
Long-Term Loan	-	-	-	-	-
Medium-Term Loan	-	2,902,122	3,627,652	3,023,044	2,418,435
Short-term Facilities	-	-	-	-	-
Mbeya 2	-	-	-	-	-
Mbeya 1	-	578,002	640,499	705,297	738,059
Total Interest Expenses	-	3,480,124	4,268,151	3,728,341	3,156,494
Loans Principal Repayment					
Long-Term Loan	-	-	-	-	-
Long-Term Loan	-	-	3,778,804	3,778,804	3,778,804
Medium-Term Loan	-	-	-	-	-
Total Principal Repayment	-	-	3,778,804	3,778,804	3,778,804
Corporate Tax	-	808,868	888,006	1,681,039	2,442,497
Dividends	-	-	-	-	-
Total Cash Outflows	26,605,259	57,044,805	55,454,140	60,549,217	61,552,859
Net Cash Flows	822,500	(196,009)	(47,347)	917,844	3,575,945
Opening Cash Balance	-	822,500	626,491	579,144	1,496,987
Closing Cash Balance	822,500	626,491	579,144	1,496,987	5,072,932
USD Equivalents	350,000	265,266	243,998	627,555	2,116,055

ANNEX 3**A-ONE PRODUCTS & BOTTLERS LTD****Mbeya Plant****Projected Balance Sheets**

	Amount in TZS '000'				
	Year 1	Year 2	Year 3	Year 4	Year 5
Fixed Assets					
Buildings & Civil works	3,877,500	3,877,500	3,877,500	3,877,500	3,877,500
Machinery & Equipment	19,274,434	19,274,434	19,274,434	19,274,434	19,274,434
Utilities	705,000	705,000	705,000	705,000	705,000
Motor Vehicles	2,335,900	2,335,900	2,335,900	2,919,875	2,919,875
Furniture, Fittings & Equipment	52,875	52,875	52,875	52,875	52,875
Pre-Operating Expenses	359,550	359,550	359,550	359,550	359,550
Fixed Assets	26,605,259	26,605,259	26,605,259	27,189,234	27,189,234
Less: Depreciation & Amortization	-	2,188,423	5,097,800	7,751,971	10,062,794
Total Net Capital Assets	26,605,259	24,416,836	21,507,459	19,437,264	17,126,441
Current Assets:					
Cash Balances	822,500	626,491	579,144	1,496,987	5,072,932
Trade Debtors	-	7,441,783	8,335,166	9,261,308	9,835,512
Advance Payments	-	3,946,883	4,346,773	4,761,080	4,949,786
Inventories					
Mbeya 2	-	-	-	-	-
Mbeya 1	-	4,749,951	5,239,653	5,747,042	5,989,757
Sub-total	-	4,749,951	5,239,653	5,747,042	5,989,757
Other Current assets	-	87,709	96,595	105,802	109,995
Total Current Assets	822,500	16,852,817	18,597,331	21,372,219	25,957,983
Current Liabilities:					
Trade Creditors	-	2,146,668	2,404,375	2,671,531	2,837,167
Administrative Expenses	-	43,077	43,939	44,818	45,714
Marketing & selling costs	-	53,221	59,440	65,887	69,897
Accruals	-	1,431,112	1,602,917	1,781,021	1,891,445
Direct Labour	-	17,644	19,868	22,173	23,721
Excise Duty	-	216,379	235,165	253,952	262,740
VAT	-	219,867	254,767	290,975	321,282
Other Current Liabilities	-	538,320	587,746	638,933	671,909
Total Current Liabilities	-	4,666,289	5,208,217	5,769,290	6,123,874
Net Current Assets	822,500	12,186,528	13,389,114	15,602,929	19,834,109
Total Net Assets	27,427,759	36,603,364	34,896,573	35,040,193	36,960,550
Financed By:					
Equity Financing					
Ordinary Share capital	100,000	100,000	100,000	100,000	100,000
Shareholders funds (capex)	4,654,933	4,654,933	4,654,933	4,654,933	4,654,933
shareholders funds (W/capital)	-	7,288,245	7,288,245	7,288,245	7,288,245
Retained Earnings	-	-	-	-	-
Profit/Loss Account	-	1,887,360	3,959,373	7,881,798	13,580,958
Total equity	4,754,933	13,930,537	16,002,551	19,924,976	25,624,136
External Financing					
Long-Term Loan	-	-	-	-	-
Medium-Term Loan	22,672,827	22,672,827	18,894,022	15,115,218	11,336,413
Short-term facilities (O/D, etc.)	-	-	-	-	-
Total external financing	22,672,827	22,672,827	18,894,022	15,115,218	11,336,413
Total Financing	27,427,759	36,603,364	34,896,573	35,040,193	36,960,550