

AICE ICE CREAM TANZANIA COMPANY LIMITED

BUSINESS PLAN

FOR

PRODUCTION OF ICE CREAM

1.0 Executive Summary

AICE ICE CREAM TANZANIA COMPANY LIMITED is a new company incorporated in Tanzania that will be dealing with standard ice cream making company that will be based in Dar es Salaam, Tanzania.

AICE ICE CREAM TANZANIA COMPANY LIMITED will cover a wide range of clients both domestic and corporate clients. We are in the ice cream line of business to retail a wide range of ice cream such as Bulk ice cream, Novelty ice cream, Frozen fruit pops, Low-fat and nonfat ice cream, Frozen yogurt, Flavored ice, Sherbet, and Other frozen desserts (except bakery).

AICE ICE CREAM TANZANIA COMPANY LIMITED is incorporated by BRELA with Certificate of Incorporation No. : 169231370 issued on 11 October, 2023 The company shareholders have a robust experience in the food and confectionaries business having worked both in the public sector and the private sector prior to starting her own business.

AICE ICE CREAM TANZANIA COMPANY LIMITED are in the Ice Cream Production Industry to favorably compete with other leading and brands in the industry and our corporate business goal is to be among the top 5 ice cream production brand in Tanzania.

As a company, we are willing to go the extra mile to invest in some of the finest professionals we can find and also we have set plans in place to acquire the best of equipment when it comes to setting up a standard ice cream production plant.

Our cold – rooms (Freezers) are customized to fit into the kind of ideas we have of how a first class ice cream production business should look like. When it comes to hygiene and proper packaging, we have put plans, process and structures in place that will ensure that we are always at the top of game when it comes to that.

We have been able to secure permits from all relevant departments in Tanzania. AICE ICE CREAM TANZANIA COMPANY LIMITED is set to redefine how ice cream production business should be run .

This is why we have put plans in place for continuous training and re – training of all our staff members at regular interval and also liaising with stake holder in the industry to contribute our quotas in the way ice cream making equipment should be designed and fabricated to meet the ever changing demand of the industry.

Beyond every reasonable doubt, the demand for frozen yogurts and ice creams et a, l is not going to plummet any time soon, which is why we have put plans in place to continue to explore all available market around the cities where our ice cream production plant and outlets are going to be located

and ensure that we create a wide range of distribution channels via franchising. With that, we know that we will be able to maximize profits in our business.

Our strongest selling point at AICE ICE CREAM TANZANIA COMPANY LIMITED is the unique taste of the different flavors of ice creams and frozen yogurts that we will produce and sell. There is hardly any customer that will taste any of our products who would not want to come back and make more purchase – we take delight in welcoming repeated customers over and over again.

AICE ICE CREAM TANZANIA COMPANY LIMITED will at all times demonstrate her commitment to sustainability, both individually and as a firm, by actively participating in our communities and integrating sustainable business practices wherever possible.

AICE ICE CREAM TANZANIA COMPANY LIMITED will ensure that we hold ourselves accountable to the highest standards by meeting our customers' needs precisely and completely whenever they patronize our products. We will cultivate a working environment that provides a human, sustainable approach to earning a living, and living in our world, for our partners, employees and for our customers.

Our plan is to position AICE ICE CREAM TANZANIA COMPANY LIMITED to become the leading brand in the ice cream production industry in Tanzania,

and also to be amongst the top 5 ice cream production brand within the first 10 years of starting our business.

This might look too tall a dream but we are optimistic that this will surely come to pass because we have done our research and feasibility studies and we are enthusiastic and confident that Dar es Salaam is the right place to launch this type of business before spreading to other cities.

2.0 Our Product and Services

At AICE ICE CREAM TANZANIA COMPANY LIMITED deal in all forms and flavors of ice cream and frozen yogurts, we are an establishments that primarily prepare, serve / sell ice cream and frozen yogurt.

Our intention of starting AICE ICE CREAM TANZANIA COMPANY LIMITED is to make profits from the ice cream production industry and we will do all that is permitted by the law in the Tanzania to achieve our aim and ambition. Here are some of our products and services;

- Bulk ice cream
- Novelty ice cream
- Regular retail ice cream
- Frozen fruit pops
- Low-fat and nonfat ice cream

- Frozen yogurt
- Flavored ice
- Sherbet
- Other frozen desserts (except bakery)

2.1 LOCATION

The project will be located at Plot No.6-7/21-26, Tegeta Area, District- Kinondoni Region-Dar Es Salaam

- **THE SPONSORS**

ATLANTIK INTERNATIONAL INVESTMENT LIMITED will be sponsoring this project. The Company is currently jointly owned by two shareholders

NAME	NATIONALITY	%. OF SHARE
NAICE GROUP HOLDINGS PTE. LTD.	Singapore	99.9
Huaxu Liu	Indonesia	0.1

3.0 Our Mission and Vision Statement

- To be amongst the top 5 leading ice cream production companies in the Tanzania within years.

- To build an ice cream product business that will meet the needs of all our customers and potential customers in the regions / cities where we have our outlets.

4.0 Our Business Structure

As part of our plan to build a standard Ice Cream Producing Company in Dar es Salaam, we have perfected plans to get it right from the beginning which is why we are going the extra mile to ensure that we have competent and hardworking employees to occupy all the available positions in our company.

The picture of the kind of ice cream Production Company we intend to build and the business goals we want to achieve is what informed the amount we are ready to pay for the best hands available in the ice cream production industry as long as they are willing and ready to work with us to achieve our business goals and objectives.

Below is the business structure that we will build at AICE ICE CREAM TANZANIA COMPANY LIMITED;

- Chief Executive Officer
- Plant Manager
- Food Technologist
- Human Resources and Admin Manager
- Sales and Marketing Officer

- Accountants / Cashiers
- Casual Workers
- Drivers / Distributors
- Customer Service Executives
- Cleaners

Job Roles and Responsibilities

Chief Executive Officer – CEO (Owner):

- Increases management's effectiveness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; communicating values, strategies, and objectives; assigning accountabilities; planning, monitoring, and appraising job results; developing incentives; developing a climate for offering information and opinions; providing educational opportunities.
- Creating, communicating, and implementing the organization's vision, mission, and overall direction – i.e. leading the development and implementation of the overall organization's strategy.
- Responsible for fixing prices and signing business deals
- Responsible for providing direction for the business

- Creates, communicates, and implements the organization's vision, mission, and overall direction – i.e. leading the development and implementation of the overall organization's strategy.
- Responsible for signing checks and documents on behalf of the company
- Evaluates the success of the organization

Plant Manager

- Responsible for overseeing the smooth running of the ice cream production plant
- Part of the team that determines the quantity of drinks that are to be produced
- Map out strategy that will lead to efficiency amongst workers in the plant
- Responsible for training, evaluation and assessment of plant workers
- Ensures that the steady flow of both raw materials to the plant and easy flow of finished products through wholesale distributors to the market
- Ensures operation of equipment by completing preventive maintenance requirements; calling for repairs.
- Ensures that the plant meets the expected safety and health standard at all times.

Human Resources and Admin Manager

- Responsible for overseeing the smooth running of HR and administrative tasks for the organization
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Defines job positions for recruitment and managing interviewing process
- Carries out staff induction for new team members
- Responsible for training, evaluation and assessment of employees
- Oversees the smooth running of the daily office and factory activities.

Food Technologist

- Responsible for the production of all the flavors of ice creams and yogurts produced by the company
- Ensures that the organization follows due process as it applies to the nature of business we are into

- Serves as the quality assurance officer of the organization

Sales and Marketing Manager

- Manages external research and coordinate all the internal sources of information to retain the organizations' best customers (retailers) and attract new ones
- Models demographic information and analyze the volumes of transactional data generated by customer purchases
- Identifies, prioritizes, and reaches out to new partners, and business opportunities et al
- Responsible for supervising implementation, advocate for the customer's needs, and communicate with clients
- Develops, executes and evaluates new plans for expanding increase sales
- Documents all customer contact and information
- Represents the company in strategic meetings
- Helps increase sales and growth for the company

Factory Workers

- Responsible for carrying out all casual or unskilled jobs in the plants
- Responsible for operating sealing and packaging machines
- Handles any other duty as assigned by the plant manager

Accountant / Cashier

- Responsible for preparing financial reports, budgets, and financial statements for the organization
- Provides managements with financial analyses, development budgets, and accounting reports; analyzes financial feasibility for the most complex proposed projects; conducts market research to forecast trends and business conditions.
- Responsible for financial forecasting and risks analysis.
- Performs cash management, general ledger accounting, and financial reporting
- Responsible for developing and managing financial systems and policies
- Responsible for administering payrolls
- Ensures compliance with taxation legislation
- Handles all financial transactions for the organization
- Serves as internal auditor for the organization

Distribution Van Drivers:

- Delivers customer's orders promptly
- Runs errand for the organization

- Any other duty as assigned by the sales and marketing executive and plant manager

Client Service Executive

- Ensures that all contacts with customer (e-mail, walk-In center, SMS or phone) provides the client with a personalized customer service experience of the highest level
- Through interaction with customers on the phone, uses every opportunity to build client's interest in the company's products and services
- Manages administrative duties assigned by the plant manager in an effective and timely manner
- Consistently stays abreast of any new information on AICE ICE CREAM TANZANIA COMPANY LIMITED products, promotional campaigns etc. to ensure accurate and helpful information is supplied to customers when they make enquiries

Cleaners:

- Responsible for cleaning the plant facility at all times
- Ensures that toiletries and supplies don't run out of stock
- Cleans both the interior and exterior of the plant facility
- Any other duty as assigned by the plant manager.

Total of 25 people to be employed by AICE ICE CREAM TANZANIA COMPANY LIMITED

5.0 SWOT Analysis

Because of our drive for excellence when it comes to running an ice cream production company, we were able to engage some of the finest business consultants in Dar es Salaam to look through our business concept and together we were able to critically examine the prospect of the business and to assess ourselves to be sure we have what it takes to run a standard ice cream production company that can compete favorably in the ice cream production industry.

In view of that, we were able to take stock of our strengths, our weakness, our opportunities and also the threats that we are likely going to be exposed to in Dar es Salaam and even in Tanzania as a whole. Here is a of what we got from the critically conducted SWOT Analysis for AICE ICE CREAM TANZANIA COMPANY LIMITED;

- **Strength:**

Our strength lies in the point that we have a wide range of ice cream flavors that can meet the needs of a wide range of customers. We have state of the art facility and equipment that have positioned us to meet the demand for products even if the demand tripled overnight or if we have a massive order to meet and emergency need.

Another factor that counts to our advantage is the background of our Chief Executive Office; he has a robust experience in the industry and also a pretty good academic qualification to match the experience acquired which has placed her amongst the top flight professionals in Singapore

- **Weakness:**

The fact that we are setting up an ice cream production business in a city with other ice cream plants might likely pose a challenge for us in breaking into the already saturated market in Dar es Salaam. In essence, our chosen location might be our weakness.

But never the less, we have plans to launch out with a big bang. We know with that, we will be able to create a positive impression and we have a proper handle when it comes to building on already gathered momentum.

- **Opportunities:**

The opportunities available to us are unlimited. Loads of people consume ice creams and frozen yogurts on a daily basis and all what we are going to do to push our products to them is already perfected. There are also loads of people who would want to learn how to make ice cream or frozen yogurt and they will readily find our government approved frozen yogurt and ice cream training center highly ideal for them to fulfill that goal.

- **Threat:**

The threat that is likely going to confront us is the fact that we are competing with already established ice cream production companies and frozen yogurt stores in Dar es Salaam and also there are other entrepreneurs who are likely going to launch similar business within the location of our business.

Of course, they will compete with us in winning over the available market. Another threat that we are likely going to face, is unfavorable government policies and of course economic downturn. Usually economic downturn affects purchasing / spending powers.

6.0 MARKET ANALYSIS

- **Market Trends**

When it comes to frozen yogurt and ice cream et al, everyone will quite agree that the market trend changes from time to time. Ice cream production companies are seriously researching and creating flavors and varieties that will keep them afloat in business.

Any ice cream production company and frozen yogurt store owner who wants to remain relevant in the scheme of things in the industry must be willing to explore the 'ice cream world'; he or she must be able to come up with a product that taste unique from what is available in the market.

Another trend is that some ice cream production companies and frozen yogurt stores have gone beyond only selling their products in their stores to taking it out to people in parks, sport centers and public places through vans and mobile food trucks.

Some ice cream production and frozen yogurt stores have even gone ahead to start retailing their products to the public through vending machines; it is one of the strategies that is helping them gain a huge market share.

Our Target Market

When it comes to ice cream and frozen yogurt, there is indeed a wide range of available customers. In essence, our target market can't be restricted to just a group of people, but all those who love ice cream and frozen yogurts and of course those who would want to try it out.

In view of that, we have conducted our market research and we have ideas of what our target market would be expecting from us. We are in business to engage in wholesale distribution and to retail a wide range of ice cream and frozen yogurt flavors to the following groups of people;

- Households
- Children
- Corporate Executives
- Government Officials

- Business People
- Celebrities
- Military Men and Women
- Sports Men and Women
- Students
- Tourists
- Everyone who resides in our target locations.

7.0 Our competitive advantage

Our aim of starting AICE ICE CREAM TANZANIA COMPANY LIMITED is to build a business that can grow within the first 10 years of establishing the business to be listed among the top 5 ice cream production companies in Tanzania.

With that in mind, we have been able to come up with competitive strategies that will help us compete favorably in the industry. We are going to be one of the very few ice cream production companies in Dar es Salaam with vending machines in various locations in the city.

Another competitive advantage that we have is the vast experience of our management team, we have people on board who are highly experienced and understands how to grow business from the scratch to becoming a national phenomenon.

So also the wide varieties of ice cream and frozen yogurt flavors et al that we produce, our large national distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

One thing is certain, we will ensure that we open our outlets in various cities in Tanzania and also sell our franchise. With that our brand will be well communicated and accepted nationally.

8.0 SALES AND MARKETING STRATEGY

- **Sources of Income**

AICE ICE CREAM TANZANIA COMPANY LIMITED is established to maximize profits in the Ice Cream Production industry in Tanzania and we are going to go all the way to ensure that we do all it takes to sell a wide range of ice creams and frozen yogurt flavors to a wide range of customers.

AICE ICE CREAM TANZANIA COMPANY LIMITED will generate income by selling the following products;

- Bulk ice cream
- Novelty ice cream
- Regular retail ice cream
- Frozen fruit pops

- Low-fat and nonfat ice cream
- Frozen yogurt
- Flavored ice
- Sherbet
- Other frozen desserts (except bakery)
- Consultancy Services
- Trainings

Sales Forecast

It is important to state that our sales forecast is based on the data gathered during our feasibility studies, market survey, and also some of the assumptions readily available in the field. The company is planning to sell 375,000 liters of ice cream per year

- **Marketing Strategy and Sales Strategy**

Before choosing a location to launch AICE ICE CREAM TANZANIA COMPANY LIMITED and also the kind of ice cream flavors to produce, we conducted a thorough market survey and feasibility studies for us to be able to be able to penetrate the available market in the cities where we intend positioning our business.

We have detailed information and data that we were able to utilize to structure our business to attract the numbers of customers we want to attract

per time and also for our products to favorably compete with other leading ice cream brands in Dar es Salaam and the whole of Tanzania.

We hired experts who have good understanding of the ice cream production industry to help us develop marketing strategies that will help us achieve our business goal of winning a larger percentage of the available market Dar es Salaam and throughout Tanzania.

In order to continue to be in business and grow, we must continue to sell our products to the available market which is why we will go all out to empower our sales and marketing team to deliver our corporate sales goals. In summary, AICE ICE CREAM TANZANIA COMPANY LIMITED will adopt the following sales and marketing approach to sell our wide range of frozen yogurt flavors;

- Introduce our ice cream brand by sending introductory letters to residence, merchants and other stakeholders both in Dar es Salaam – Tanzania and in other cities in Tanzania
- Open our ice cream production company with a party so as to capture the attention of residence who are our first targets
- Engage in road show in targeted communities from time to time to sell our products
- Advertise our products in community based newspapers, local TV and radio stations

- List our business and products on yellow pages ads (local directories)
- Leverage on the internet to promote our ice cream brands
- Engage in direct marketing and sales
- Encourage the use of Word of mouth marketing (referrals)
- Give out loads of freebies so that new people can like our brand.

Publicity and Advertising Strategy

Despite the fact that our ice cream production plant is a standard one with a wide range of flavors and products that can favorably compete with other leading brands in the United States, we will still go ahead to intensify publicity for all our products and brand. We are going to explore all available means to promote AICE ICE CREAM TANZANIA COMPANY LIMITED.

AICE ICE CREAM TANZANIA COMPANY LIMITED has a long term plan of opening outlets in various locations all around Tanzania and also to sell our franchise which is why we will deliberately build our brand to be well accepted in Dar es Salaam before venturing out to other cities in Tanzania.

As a matter of fact, our publicity and advertising strategy is not solely for selling our products but to also effectively communicate our brand. Here are the platforms we intend leveraging on to promote and advertise AICE ICE CREAM TANZANIA COMPANY LIMITED ;

- Place adverts on both print (community based newspapers and magazines) and electronic media platforms
- Sponsor relevant community programs
- Leverage on the internet and social media platforms like; Instagram, Facebook , twitter, et al to promote our brand
- Install our Bill Boards on strategic locations all around major cities in Tanzania
- Engage in road show from time to time in targeted communities
- Distribute our fliers and handbills in target areas
- Position our Flexi Banners at strategic positions in the location where we intend getting customers to start patronizing our products.
- Ensure that all our staff members wear our customized clothes, and all our official cars and distribution vans are customized and well branded.
- Making sure that we sponsor themed parties for kids- since we know that kids love to have ice cream every now and then.

Our Pricing Strategy

When it comes to pricing for products such as ice creams and frozen yogurts, there are no hard and fast rules, the prices depend on the size and packaging. Generally, the prize for ice cream and frozen yogurts and similar products

like confectioneries and cupcakes et al are affordable hence there is no need to employ any detailed strategies when it comes to pricing.

In view of that, our prices will conform to what is obtainable in the industry but will ensure that within the first 6 to 12 months our products are sold a little bit below the average prices of various ice cream and frozen yogurt brands in Tanzania. We have put in place business strategies that will help us run on low profit margin for a period of 6 months; it is a way of encouraging people to buy into our brands. The estimated price is US\$6 per litre

9.0 Sustainability and Expansion Strategy

The future of a business lies in the number of loyal customers that they have the capacity and competence of the employees, their investment strategy, and the business structure. If any of these factors is missing from a business (company), then it won't be too long before the business closes the shop.

AICE ICE CREAM TANZANIA COMPANY LIMITED will ensure that all the factors listed above are reinforced regularly, we will continue to improvise with our products, come up with pleasant and acceptable flavors, and also we will engage in continuous capacity building of our workforce. A profit-sharing arrangement will be made available to all our management staff and it will be based on their performance for five years or more.

We will make sure that the right foundation, structures, and processes are put in place to ensure that staff welfare is well taken of. Our company's

corporate culture is designed to drive our business to greater heights and training and re – re-training of our workforce is at the top burner. We have the plans of

9.1 Environment Protection

The company intends to make environment friendly, the company will save the country's environment in particular and the global environment in general.

10.0 Project Investment Cost

The project is estimated at US Dollars **1,000,000** to cover for the acquisition modern machineries, equipment and motor vehicles. Breakdown of the total investment is as proved here below.

AICE ICE CREAM TANZANIA COMPANY LIMITED Cost structure

PARTICULAR	US\$
Land and Buildings	250,000.00
Machinery & Equipment	400,000.00
Motor Vehicles	100,000.00
Furniture & Fixtures	2,500.00
Pre exp	4,000.00
Others	3,500.00
Working Capital	240,000.00
TOTAL	1,000,000.00

10.1 Investment Pattern

It is estimated that a total of US\$ **1,00,000** will be required over a period of two years of the project to acquire the various assets particularly machines as provided above.

Source	Value (\$)
Equity	1,000,000
Loan	NIL
Total	1,000,000

10.2 Project Implementation

The project implementation is estimated to be carried out in a period of 3 years from 2023.

11.0 Economic Benefits:

The promoter’s mission is to contribute maximum benefits to the society and economy at large. They and will continue creating good livelihood for their employees and their families and have a strong tax generation capabilities.

12.0 Financial Analysis

12.1 Considerations and Assumptions:

The corporate tax charged is 30% of the profits. The capital investment allowance is 50%. The capital assets are exempted from customs duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied, it is assumed to be 5% annual depreciation.

5 years of financial projections have been worked out

12.2 Projected Profit and Loss Statement

The Income and Expenditure Statement shows the projected income for the 5 years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. US \$ **380,275** in first year to US \$ **2,108,342 in** the 5 year, refer appendix (I)

12.3 Projected Cash Flows

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from US \$ **399,525** in the first

year to US \$ **2,204,592** at the end of 5years of the project's operations, refer appendix (II)

12.4 Projected Balance Sheet

Project total assets increase from US \$ **1,517,000** at the end of first year to US \$ **4,205,530** at the end of 8th year which is significance increase as you can see, refer appendix (III)

12.5 Projected Risks

No major risks have been identified for this kind of project so far. Unless a change in the country's political and economic stability and global changes affect the ice cream business

12.6 Implementation Schedule

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction of serviced furnished apartment will be completed within two years: -

Project Implementation

S/N	ACTIVITY	PERIOD
1	Processing TIC Certificate of Incentive	December 2023
2	Processing Exemptions	December -2023
3	Mobilizing Fund	August-December 2023
3	Construction/renovation of building	Jan-May 2024

4	Ordering Machines and other equipment	September -June 2024
5	Testing business and in-house training	August –October 2024
6	Commercial operations	November 2024

13.0 CONCLUSION & RECOMMENDATION

13.1 CONCLUSION

- The project is profitable and contributes to government revenue by way of taxes.
- The project provides employment to **25** people.
- The project is an encouraging sign to prove that we have investors who have confidence with Tanzania and are ready to invest such large sums of investment.

13.2 RECOMMENDATION

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implement and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

AICE ICE CREAM TANZANIA COMPANY LIMITED
PROJECTED INCOME & EXPENDITURE STATEMENT
(US\$)

	1	2	3	4	5
Revenue	2,250,000	2,362,500	2,480,625	2,604,656	2,734,889
Operating Expenses:	1,687,500	1,771,875	1,860,469	1,953,492	2,051,167
Profit before Depreciation & Interest	562,500	590,625	620,156	651,164	683,722
Depreciation	19,250	19,250	19,250	19,250	19,250
Gross Profit	543,250	571,375	600,906	631,914	664,472
Tax (30%)	162,975	171,413	180,272	189,574	199,342
Profit After Tax	380,275	399,963	420,634	442,340	465,131
Accumulated Profit	380,275	780,238	1,200,872	1,643,212	2,108,342

AICE ICE CREAM TANZANIA COMPANY LIMITED PROJECTED CASH FLOW US\$

	-	1	2	3	4	5
SOURCES:						
Profit before interest and depreciation	-	562,500	590,625	620,156	651,164	683,722
Equity	1,000,000					
Total Sources	1,000,000	562,500	590,625	620,156	651,164	683,722
Applications:						
Capital expenditure	752,500	-	-	-	-	-
working Capital & Others	247,500					
Cash	-	399,525	419,213	439,884	461,590	484,381
Tax	-	162,975	171,413	180,272	189,574	199,342
Sub total	1,000,000	562,500	590,625	620,156	651,164	683,722
Total applications	1,000,000	562,500	590,625	620,156	651,164	683,722
Accumulated cash		399,525	818,738	1,258,622	1,720,212	2,204,592

AICE ICE CREAM TANZANIA COMPANY LIMITED PROJECTED BALANCE SHEET US\$

Fixed Assets	-					
Opening balance	-	752,500	733,250	714,000	694,750	675,500
Total Long-term Assets	-	752,500	733,250	714,000	694,750	675,500
Less depreciation	-	19,250	19,250	19,250	19,250	19,250
Closing balance	-	733,250	714,000	694,750	675,500	656,250
Working capital	247,500	247,500	247,500	247,500	247,500	247,500
Accumulated cash	-	399,525	818,738	1,258,622	1,720,212	2,204,592
Total assets	247,500	1,380,275	1,780,238	2,200,872	2,643,212	3,108,342
Financed by						
Equity	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Accumulated profit	-	380,275	780,238	1,200,872	1,643,212	2,108,342
Total equity	1,000,000	1,380,275	1,780,238	2,200,872	2,643,212	3,108,342
Total equity and debts	1,000,000	1,380,275	1,780,238	2,200,872	2,643,212	3,108,342

AICE ICE CREAM TANZANIA COMPANY LIMITED COST STRUCTURE

PARTICULAR	US\$
Land and Buildings	250,000.00
Machinery & Equipment	400,000.00
Motor Vehicles	100,000.00
Furniture & Fixtures	2,500.00
Pre exp	4,000.00
Others	3,500.00
Working Capital	240,000.00
TOTAL	1,000,000.00

AICE ICE CREAM TANZANIA COMPANY LIMITED FIXED ASSETS US\$

NAME OF ASSETS	1	2	3	4	5
Land And Buildings	250,000	245,000	240,000	235,000	230,000
Machinery, Tools & Equipment	400,000	396,000	392,000	388,000	384,000
Motor Vehicles	100,000	90,000	80,000	70,000	60,000
Furniture & Fixtures	2,500	2,250	2,000	1,750	1,500
Total	752,500	733,250	714,000	694,750	675,500
DEPRECIATION	1	2	3	4	5
Land and buildings	5,000	5,000	5,000	5,000	5,000
Machinery tools & Equipment	4,000	4,000	4,000	4,000	4,000
Motor Vehicles	10,000	10,000	10,000	10,000	10,000
Furniture & Fixtures	250	250	250	250	250
ANNUAL DEPRECIATION	19,250	19,250	19,250	19,250	19,250

AICE ICE CREAM TANZANIA COMPANY LIMITED PAYBACK PERIOD

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	380,275	19,250	399,525	158,760
2	399,963	19,250	419,213	577,973
3	420,634	19,250	439,884	1,017,857
4	442,340	19,250	461,590	1,479,447
5	465,131	19,250	484,381	1,963,827