

SURMOUNT INVESTMENT CO. LIMITED

BUSINESS PLAN FOR YEARS 2023 - 2027

Prepared by
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Executive Summary:

Surmount Investment Co. Limited is a start-up business that aims to produce high-quality plastic products, such as water tanks, buckets, and pipes, in Tanzania. The company is geared to venture into food processing in the later stages.

The business will be located in Dar es Salaam, the country's largest commercial city, and will target customers in the construction, agriculture, and retail sectors. The business will use modern and efficient manufacturing processes to ensure product quality and timely delivery.

Introduction:

Surmount Investment Co. Limited was registered under Tanzanian Company Act 2000, number 165176863 and longs to explore the market of plastics and foods in Tanzania.

The company would managed by the following gentlemen:

- a) Mr. He Ercai
- b) Mr. Chen Fa

Who are the shareholders of Surmount Investment Co. Limited

Market Analysis:

Tanzania has a rapidly growing construction and agriculture sector, which creates a demand for plastic products. The construction sector uses plastic products such as water tanks, pipes, and buckets for various purposes, such as water storage, drainage, and transportation of construction materials. The agriculture sector also uses plastic products for irrigation and storage purposes. Retailers in Tanzania also have a high demand for plastic products, such as containers, bags, and packaging materials.

Product Line:

Surmount Investment Co. Limited will produce a wide range of plastic products, including:

- Water tanks
- Buckets
- Pipes
- Storage containers
- Irrigation equipment
- Packaging materials

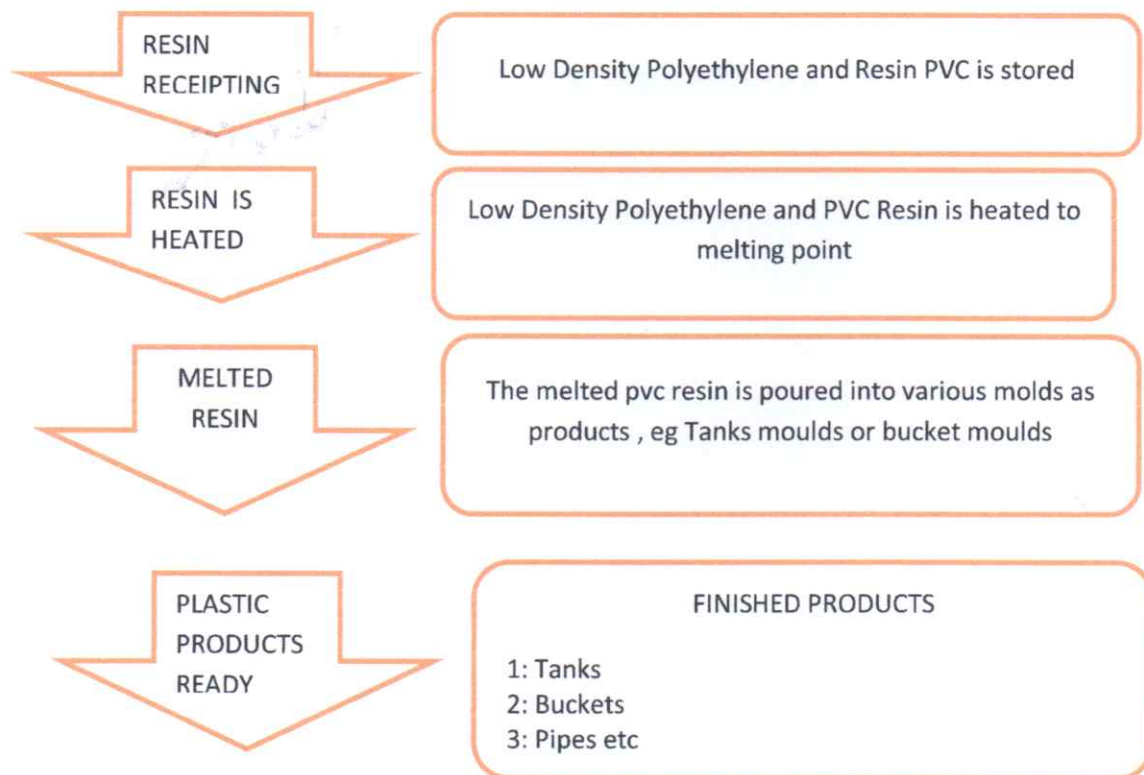
Marketing and Sales Strategy:

The business will use various marketing strategies to reach its target customers. These will include advertising through print and electronic media, participating in trade fairs, and using social media platforms to reach potential customers. The sales team will also actively approach potential customers, such as construction companies, agriculture cooperatives, and retailers, to showcase the company's products.

Operations and Manufacturing Process:

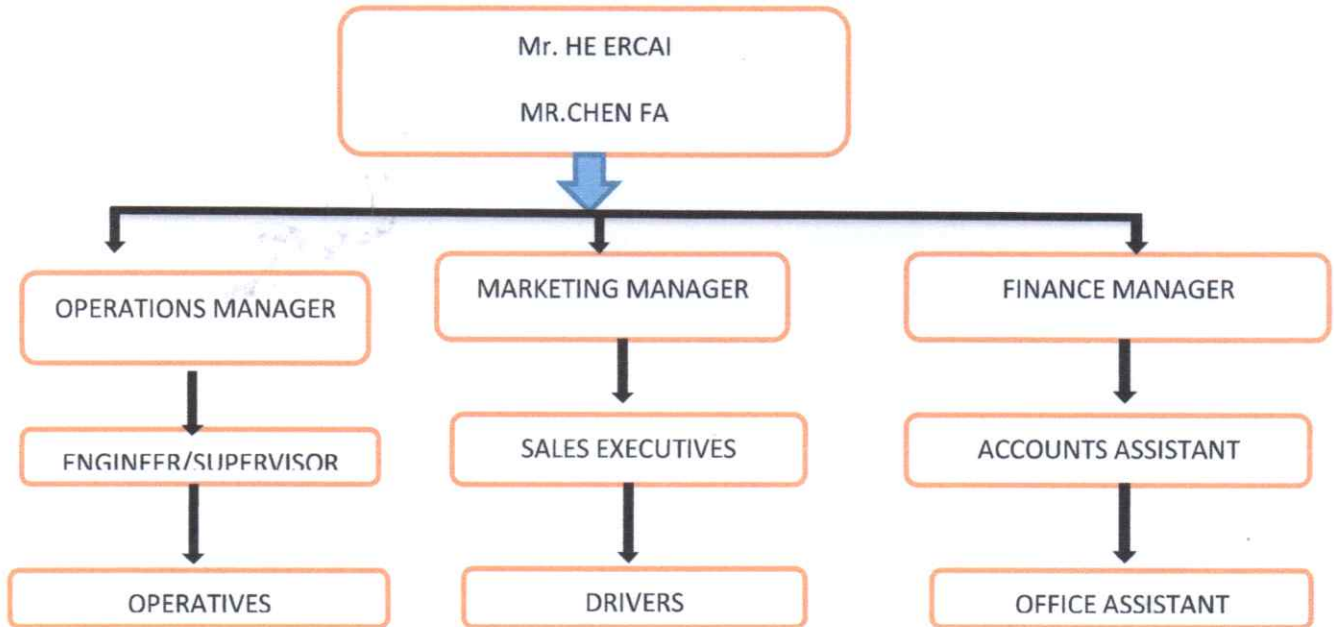
The manufacturing process will be highly automated and efficient to ensure consistent product quality and timely delivery. The business will use modern machinery and equipment, sourced from reputable suppliers, to manufacture its products. Raw materials, such as plastic granules, will be sourced from local and international suppliers to ensure a steady supply chain.

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Management and Staffing:

The business will be managed by experienced professionals with a background in plastic manufacturing and business management. The team will include a general manager, production manager, sales and marketing manager, and administrative staff. The production team will consist of experienced machine operators and quality control staff.



Financial Plan:

The start-up capital required for the business is estimated at TZS 2 Billion. This will be used to purchase machinery and equipment, raw materials, and cover initial operating costs. The business will generate revenue through the sale of its products, with an estimated annual revenue of TZS 450 million in the first year of operation. The net profit margin is estimated at 20% after the first year of operation. The business will seek financing from local banks and investors to support its operations.

Please find attached cash flow forecast for the coming five years.

SURMOUNT INVESTMENT CO. LIMITED

BUDGET AND CASH FORECAST – 2023 TO 2027

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PARTICULARS	TOTAL	2023	2024	2025	2026	2027
A: INCOME - INFLOW						
Sales of Buckets, pipes 1,000,000 units @ 4500 per unit Averaged Prices	4,500,000	450,000	675,000	900,000	1,125,000	1,350,000
Sales of Water Tanks 3,000 units @ 750,000 per unit Averaged Prices	2,250,000	225,000	300,000	450,000	600,000	675,000
Directors Investment	2,000,000	1,500,000	500,000	-	-	-
Bank Loan/ Grant						
TOTAL INCOME	8,750,000	2,175,000	1,475,000	1,350,000	1,725,000	2,025,000
B: EXPENDITURE - OUTFLOW						
1) Capital						
Land- Lease	15,000	3,000	3,000	3,000	3,000	3,000
Building Development	159,000	150,000	9,000			
Low Density Polyethylene	1,125,000	112,500	150,000	225,000	300,000	337,500
Pvc Resins	1,800,000	180,000	270,000	360,000	450,000	540,000
Lubricants/Colours	540,000	54,000	78,000	108,000	138,000	162,000
Tanks Manufacturing Machinery	79,000	79,000				
Pvc Manufacturing Machinery	96,000	96,000				
Lorries Two, each @ 124,000	248,000			124,000	124,000	
Directors Cars Two each @ 149,000	298,000			149,000	149,000	
Furniture & Office Equipment	6,000	3,000	3,000			
Workshop Equipment/Tools	30,000	10,000	5,000	5,000	5,000	5,000
TOTAL CAPITAL	4,396,000	687,500	518,000	974,000	1,169,000	1,047,500
2) Production Costs						
Utilities- Water	30,000	6,000	6,000	6,000	6,000	6,000
Utilities – Electricity	480,000	96,000	96,000	96,000	96,000	96,000
TOTAL PRODUCTION COSTS	510,000	102,000	102,000	102,000	102,000	102,000
3) Operating Costs						
Salaries	83,520	12,000	24,000	15,840	15,840	15,840
Transportation	27,600	4,800	5,400	6,600	5,400	5,400
Communication / Telephone	15,000	1,800	2,400	3,600	3,600	3,600
Insurance	14,400	1,200	2,400	3,600	3,600	3,600
Audit Fees	15,000	3,000	3,000	3,000	3,000	3,000
Machinery Maintenance	120,000	10,000	15,000	30,000	30,000	35,000
TOTAL OPERATING COSTS	275,520	32,800	52,200	62,640	61,440	66,440
4) PROFIT AND LOSS	3,568,480	1,352,700	802,800	211,360	392,560	809060

Conclusion:

Surmount Investment Co. Limited has identified a gap in the market for high-quality plastic products in Tanzania. With a well-planned business strategy and a focus on product quality and customer satisfaction, the business is well-positioned to become a leading player in the plastic manufacturing industry in Tanzania