

# **AFRICAN OIL LOGISTICS LIMITED**

**Business Plan**

**For**

**Cargo Transportation by Road and Logistics Management**

## **1.0 INTRODUCTION**

AFRICAN OIL LOGISTICS LIMITED is a company incorporated in Tanzania with certificate No. 159312887 dated 16<sup>th</sup> day of December Two Thousand And Twenty-Two as a private limited company under the Tanzanian Companies Act, 2002. AFRICAN OIL LOGISTICS LIMITED is engaged in the business of Transportation and Logistics,

Across Tanzania, AFRICAN OIL LOGISTICS LIMITED is currently planning to provide cargo transportation by road, and logistics supply management within and neighbouring countries in East Africa, and the East and Central Africa region.

### **1.1 AFRICAN OIL LOGISTICS LIMITED MISSION**

To become a leading cargo transportation and logistics management company providing business business-enabling exceeding customer expectations.

### **1.2 AFRICAN OIL LOGISTICS LIMITED VISION**

To deliver customized and unique logistics solutions ensuring time and cost savings for customers.

### **1.3 AFRICAN OIL LOGISTICS LIMITED VALUES**

At AFRICAN OIL LOGISTICS LIMITED, we believe the customer comes first; the company management is focused to ensure customer delight, superior quality of delivery and increased customer profitability.

At AFRICAN OIL LOGISTICS LIMITED, our operations all over the country, we practice an enduring value system based on an open culture, honest and fair

business, and personal conduct, earning the confidence and trust of our Associates and Customers.

At AFRICAN OIL LOGISTICS LIMITED, we practice transparency with all agencies that we are involved with.

At AFRICAN OIL LOGISTICS LIMITED, we value the importance of our colleagues, evolving a sense of togetherness and passion to deliver.

1.4 **COMPANY OWNERSHIP AND BOARD OF DIRECTORS**

AFRICAN OIL LOGISTICS LIMITED is promoted by three shareholders who are very experienced in the transport and logistics business, The share capital of the company is Tanzania shillings 1,600,000,000/ Ordinary

| <b>Name</b>   | <b>% of shares taken by each<br/>Subscriber</b> | <b>Nationality</b> |
|---|---|--------------------|
| Makabuza Ngoga Rutabana<br>Modeste<br>Avenue du Lac n 1407<br>Himbi, Goma, Congo  | 34  | Congolese          |
| Gakuru Jean De La Croix<br>High Command Avenue No.<br>320, Gombe, Kinsasha, Congo | 33  | Congolese          |
| Gato Jean De Dieu<br>High Command Avenue No. 320,<br>Gombe, Kinsasha, Congo       | 33  | Congolese          |

## 1.6 PROJECT LOCATION

The registered office of the AFRICAN OIL LOGISTICS LIMITED is located at Plot, **No. 1 & 50 Block No. 45A Makumbusho, Kinondoni Dar es Salaam**

## 1.7 FLEET SIZE

AFRICAN OIL LOGISTICS LIMITED is planning to purchase the following capital equipment:

- 90 trucks @ \$70,000
- 90 trailers @ \$35,000
- 4 Wheel Loaders @ \$245,000.
- Crane 1 40 tons @ \$200,000 and others

**90** trucks and trailers. With a capacity of carrying **15** tons a truck and trailer, one truck conducting **2** trips per month operating for ten months per year, carrying **27,000** tons per year

AFRICAN OIL LOGISTICS LIMITED management intends to continue building its fleet to a level of 90 trucks by 2025

The required number of trailers will also be added to the existing fleet in order to cater to additional requirements in line with truck additions.

## 1.8 PROJECT ESTIMATED REVENUE

The company has estimated that the projected revenue to be as follows:

- US\$ 5000 per trip and one truck will conduct 2 trips per month and 20 trips per year

## 1.9 PROJECT OPERATING COST

The company has estimated that the project operating cost and another cost to be 80% of the total annual revenue

**1.10 PROJECT FINANCING**

The company has estimated that the project will be financed by a long-term loan amounting to US\$5,000,000 with an interest rate of 6% repaid within 6 years and the remaining US\$5, 997,000 will be shareholders’ contributions and cash flows generated from business

**1.11 PROJECT COST**

The project has budgeted to cost the followings:

| <b>PARTICULAR</b>     |                      |
|-----------------------|----------------------|
| Land and Buildings    | 100,000.00           |
| Machinery & Equipment | 1,307,000.00         |
| Motor Vehicles        | 9,250,000.00         |
| Furniture & Fixtures  | 5,000.00             |
| Pre expenses          | 20,000.00            |
| Others                | 15,000.00            |
| Working Capital       | 300,000.00           |
| <b>TOTAL</b>          | <b>10,997,000.00</b> |

**2.0 ORGANISATION FLOW CHART**

AFRICAN OIL LOGISTICS LIMITED management is headed by Makabuza Ngoga Rutabana working as Managing Director, the three will form a Core management team to be assisted with, 1 HR and Aby Manager, 1 Logistics Manager, 1 Chief Accountant, and 2 Junior accounting clerks. Operational team

the operational managers include drivers and cleaners. Total of 10 people to be employed

#### **4.0 Tanzania Economic Outlook**

##### **4.1 Recent macroeconomic and financial developments**

GDP grew at 4.90% in 2021, up from 4.8% in 2020, supported by the global economic recovery. Growth was driven by agriculture and services on the supply side and final consumption and investment on the demand side. Monetary policy remained tight, which stabilized inflation at 3.3% in 2020 and 3.7% in 2021. The Tanzanian shilling remained stable in 2020–21, depreciating by only 0.2% against the US dollar. The ratio of NPLs to gross loans fell to 9.4% in March 2021 from 11.0% in March 2020 but was still above the statutory requirement of 5%. The fiscal deficit increased to 3.4% of GDP in 2021 from 0.8% in 2020 due to weak revenue performance and growing financing needs to address the impacts of COVID-19; it was financed by external and domestic borrowing. The current account deficit widened from 1.5% of GDP in 2020 to 3.1% in 2021, partly due to subdued tourism receipts, and was mainly financed by external commercial debt because other financial inflows, including FDI and grants, declined. International reserves increased to 6.6 months of import cover in 2021 from 5.6 months in 2020 due to increased external official inflows and the SDR allocation of \$543 million (0.8% of GDP). Tanzania had previously reduced poverty, but about 1 million people are estimated to have fallen back into poverty in 2020 due to COVID-19.

##### **4.2 Outlook and risks**

GDP growth is projected at 5.0% and 5.6% in 2022 and 2023, due to improved performance in tourism, the reopening of trade corridors, and the

accelerated rollout of vaccines. Inflation is projected to increase to 4.4% in 2022 and to 3.8% in 2023 due to higher energy prices because Russia–Ukraine conflict. The fiscal deficit is expected to narrow to 2.7% and 2.8% of GDP in the same period due to better revenue performance and will be financed by domestic and external borrowing. The current account deficit is expected to widen to 4.0% of GDP in 2022 due to higher oil prices before narrowing to 2.6% in 2023 as merchandise exports and tourism receipts stabilize and will be financed mainly by external borrowing. The major downside risks relate to new COVID-19 variants and associated disruptions to economic activity but should be mitigated by increased public awareness and uptake of vaccines.

#### **4.3 Climate change issues and policy options**

Agriculture, manufacturing, and energy are among the key sectors most vulnerable to climate change, with drought affecting agriculture and reliable power supply. Tanzania is 67 on the 2021 GCRI. Its latest review of the 2015 NDC estimated the economic costs from climate shocks at about 1% of GDP. The government has developed policies to support climate resilience, including the National Climate Change Strategy 2021–2026, the Zanzibar Climate Change Strategy (2014) and the Environmental Management Act Cap. 191. Tanzania’s NDC has a target of reducing GHG emissions by 10–20% by 2030 through actions including promotion of clean technologies and RE sources. However, rapid population growth and a significant RE financing gap present substantial challenges to achieving the NDC targets. Tanzania estimates that about \$60 billion is needed by 2030 for mitigation investments, requiring a scaling-up of mobilized climate finance. The country is on track to achieve SDG 13 on climate action.

## **5.0 TANZANIAN BUSINESS ENVIRONMENT**

In the African continent, TANZANIA is among the top ten investment destinations in Africa, thanks to reforms and a conducive investment environment set by the government.

The Rand Merchant Bank (RMB) ranked the country tenth in investment attractiveness, in the Where to Invest in Africa 2021 report released recently.

### **5.1 THE TANZANIA DEVELOPMENT CORRIDORS**

Development of transport corridors has been one of the main strategies adopted by the Government of Tanzania to facilitate trade. Tanzania serves as a transit country for the import and export of Malawi, Zambia, DR Congo, Burundi, Rwanda and Uganda, using the port of Dar es Salaam. The main rail and road connections in Tanzania are, therefore, in an east-west direction, linking the ports with the hinterlands of those neighbouring countries. Tanzania is devoting much attention to the corridor concept in its development policy by concentrating efforts in the

Mtwara Corridor, Dar-es-Salaam Corridor, Central Corridor and the Tanga Corridor. The major challenge is to link import, export and transit traffic from and to neighbouring countries with transport development efforts, making Tanzania a natural regional hub.

The geography of Tanzania, including its size, diversity and dispersion, give roads a special position in the integration of the national economy. In particular, roads serve rural areas, where the majority of the people live, more effectively than any other mode of transport. The current Tanzania Road Network length is about 85,000 km, which includes trunk and regional

roads (35,000 km) managed by the Tanzania National Roads Agency (TANROADS), and the urban, district and feeder roads with a total of 50,000 km, managed by Local Government Authorities (LGA). There are also some unclassified roads, such as those managed by the Tanzania Parks Authority (TANAPA), and by the Mining Companies and village authorities.

## **6.0 SWOT ANALYSIS**

### **6.1 STRENGTHS**

Strengths of the business are –

- Promoters have sound experience in this business and have talented Management.
- Rapid growth in the sector due to effective management
- Influence & Networking of Directors in the Business Sector.
- Business location is at a prominent place.
- Good roads and highways in Tanzania.
- Confirmed business via agreement entered with a few companies.

### **6.2 WEAKNESSES**

Weakness of the business are –

- New entry in the logistics market
- Stiff competition from the local market
- Limited market share growth

### **6.3 OPPORTUNITIES**

Opportunities for the business are –

- Potential market encourages foreign investors
- Increasing market share due to rail transport limitations
- Augmented demand for world-class logistics and warehousing services
- Increased use of logistics services in sectors such as technology, consumer retail, automotive and industrial

### **6.4 THREATS**

Threats to the business are –

- Complex Tax Structure
- Unorganised sector and competition
- Different laws in different countries
- Increasing fuel rates, therefore, increasing transportation costs

### **7.0 SERVICES OFFERED BYAFRICAN OIL LOGISTICS LIMITED**

AFRICAN OIL LOGISTICS LIMITED Management understands that your supply chain needs are unique and that's exactly why the company has engaged the best minds in the Transport industry to create specific transport solutions customized to suit your ever-changing cargo movement environment. AFRICAN OIL LOGISTICS LIMITED transport vans, trucks, and trailers (closed body trailers, flatbed trailers, and low loaders) from precision transport are designed for seamless execution,AFRICAN OIL LOGISTICS LIMITED dedicated cargo transportation professionals are engaged at every step of the way to provide the services with the most accurate transport and economical transportation arrangement that the industry has to offer.

AFRICAN OIL LOGISTICS LIMITED Transportation and the company Customs Brokerage Service allow the company to complete the supply chain, and cargo transit and offer truly door-to-door

Transportation service in the freight industry. The company-optimized transportation translates to fast transit service and the door-to-door delivery of your freight on time, safely transported and damage free.

Transport integration with Customs Brokerage Service

- Allows AFRICAN OIL LOGISTICS LIMITED Transport Logistics to complete the supply chain and offer truly door-to-door transportation service in the market
- Eliminates unnecessary customs delays, transparent port dispatch, and improves communication between the shipping line, Customs, Client, and our transport department.
- Provides greater control, handling, and security of your freight transportation
- Full range of freight forwarding services are offered, including customs clearance, warehousing, in-bond storage, transportation, etc.
- Customer receives a single itemized invoice for door-to-door transportation eliminating additional administrative requirements

AFRICAN OIL LOGISTICS LIMITED Transport Logistics plans to customize and design transportation solutions to transport clients' freight at speed and ease. AFRICAN OIL LOGISTICS LIMITED Management has been in the transport logistics and our transport segment delivers freight to numerous

customers spread across east Africa namely Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan, and DR Congo.

AFRICAN OIL LOGISTICS LIMITED plan to combine the economy of rail transport with road transport handling for seamless door-to-door service and savings. The company's work throughout Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan, and DR Congo, and large transport trucks, closed body trailers, flatbed trailers, and low loaders fleets are aligned to offer transport applications suitable for all transportation needs. Whether the client's freight requires rail transport or road transportation service, door-to-door transport, coast-to-coast

Transport, or cross-border transportation, AFRICAN OIL LOGISTICS LIMITED Transport Logistics is the solution.

Benefits of the optimized door-to-door delivery and transportation

- AFRICAN OIL LOGISTICS LIMITED Transportation is dedicated to creating win-win solutions by investing talent, capital, and transport resources.
- Dynamic transport route optimization systems at clients' des clients create a supply-chain door for door-to-door transport costs.
- The largest transportation truckload fleet and terminal network in the transport industry.
- Satellite tracking on our transport
- Modern fleet of transport trucks
- One of the Safest operating fleets in the transport industry
- Heavy and fragile equipment transported using air hydraulic low loaders.
- Door-to-door control of transport equipment = less handling, better security, and increased efficiency

- Fully multilingual experienced transport staff to cater all our transportation on routes
- Strict requirements for transport department staff and constant integrity checks for transport and delivery.

### **Container Transport Mode (Container on Flat Bed)**

AFRICAN OIL LOGISTICS LIMITED Capital offers a complete door-to-door service for all of your container transport requirements. Our road transport fleet is comprised of 400 trucks and transportation trailers. The company plans to have the most modern container transport fleet in the transport industry and our container transport trucks are all equipped with satellite tracking, permitting real time tracking of your loads.

AFRICAN OIL LOGISTICS LIMITED Transport Logistics also supplement road transport fleet with our access to our East Africa railway transport line. AFRICAN OIL LOGISTICS LIMITED Transport Logistics is capable of transporting heavy and bulk cargo on Low Loader, rail and can also transport transit cargo on rail and low-loaders.

### **Heavy Haulage – Low-Loader Transportation**

AFRICAN OIL LOGISTICS LIMITED transportation Low Loaders comprise of a variety of unique low loader trailer configurations, AFRICAN OIL LOGISTICS LIMITED Capital is still constantly engineering new low loader transport solutions for our customers' Low Loader Transportation requirements. AFRICAN OIL LOGISTICS LIMITED Transportation Logistics is rapidly becoming the preeminent low-loader transport provider for importers and exporters of many commodities, including earth-transporting equipment and engineering

structures that have to be transported on low loaders. Low loader as the industry's most dynamic carrier, AFRICAN OIL LOGISTICS LIMITED Transportation plans to expand our diverse portfolio of service-sensitive, specialty operations to meet our clients' low loaders needs.

### **Heavy Equipment Transport**

Whether it is around town or interstate AFRICAN OIL LOGISTICS LIMITED Transportation has low loaders and heavy transport equipment to transport any sized machines. We have low loader expertise required to transport, arrange all the permits, liaise with police, and load and unload cranes.

### **Mining Equipment Transport**

AFRICAN OIL LOGISTICS LIMITED Low loader transport offers transportation services for heavy equipment utilizing their low loader trailers and has experience transporting a range of Mining equipment including Hitachi Excavators, Zoom Lion Cranes, Caterpillars, and Komatsu Dump Trucks, concrete mixers, graders and bulldozers on low loaders.

### **Local cargo**

AFRICAN OIL LOGISTICS LIMITED offers the fastest Local cargo service in Tanzania. This airport-to-airport service puts your cargo, envelopes, and other packages on the first scheduled flight and delivers them to the recipient at the airport of arrival within one hour after the landing time. No advance reservations are required for this service . Tanzanian Cargo provides around-the-clock Local cargo service with same-day delivery across Tanzania.

### **Transit Cargo**

AFRICAN OIL LOGISTICS LIMITED strives to extend standard services across vast distances and rough terrain all across East Africa. Our motivated staff and our expertise in the industry always keep us on schedule by rail and road. AFRICAN OIL LOGISTICS LIMITED provides relocation and movement of both bulk and containerized goods. AFRICAN OIL LOGISTICS LIMITED offers a variety of transport solutions, be it grouping or other transport services such as part and full-load shipments by road, railways, or a combination of two

## 7.0 **COMPETITION**

According to data available, there are more than 15,000 trucks registered in Tanzania, and AFRICAN OIL LOGISTICS LIMITED plans to compete favorably with local and foreign companies

## 8.0 **FINANCIAL ASPECTS OF THE PROJECT**

### **(i) Projected Profit and Loss Statement**

The attached Appendix I shows the projected income for the 8years period. The position depicted is that the project earns profit throughout its life. Accumulated after-tax profits grow from. **US\$ 1,281,651** in the 1<sup>st</sup> year to **US\$ 19,104,968** in the 10<sup>th</sup> year.

### **(ii) Projected Cash Flows**

The project's cash flows are shown in Appendix II. They depict a good liquid position right from the first year. Cash accumulation builds up from **US\$ 2,390,721** in the first year to **US\$ 28,969,035** at the end of the 10<sup>th</sup> year of the project's operations based on the 90 trucks, trailers, and Construction equipment obtained.

**(iii) Projected Balance Sheet**

The project's assets' cash flows are shown in Appendix III. Owners' equity grows from US\$ 5,997,000 in the first year to US\$ 25,101,968 at the end of 10<sup>th</sup> years of the project's operations based

**(iv) Payback Period**

Total investment is US\$US\$10,997,000.00 cash accumulation in the 6<sup>th</sup> year is US\$ 11,333,272, which is more than the initial investment by US\$336,272, The project payback Period is exactly 6 years. The project has a relatively short payback period.

**(v) Loan repayment**

The total investment loan is US\$US\$ 3,000,000 to be repaid within 6 years.

**9.0 ECONOMIC ASPECTS OF THE PROJECTS**

Besides the financial/monetary returns to the owners, there are other benefits to be derived for the whole country viz.

**(i) Employment Opportunities**

Employment and poverty reduction are among the major concern of the Central and Local Government authorities. It is gratifying to note that the company, is going to provide additional employment to 110 people. This is a significant contribution coming from local investors.

**(ii) Revenue to the Government**

The Project is expected to pay a substantial annual amount in the form of corporation tax and other taxes

**(iii) Foreign Exchange Earning**

Since the project's clientele is mostly towards neighboring countries the project will thus earn foreign currency for the

The United Republic of Tanzania. Out of all project expected cargo overhauling transactions will be settled in foreign currencies. In this study we have assumed that the project will be paid in foreign currency

**10.0 CONCLUSION**

- (i) The project is profitable and contributes to government revenue by way of taxes.
- (ii) The project provides employment to 110 people.
- (iii) The project is an encouraging sign to prove that we have good business environments and we have investors who have confidence in their country. Tanzania so much so that they are ready to invest such large sums of investment despite the odds of the sector in question.

**11.0 RECOMMENDATION**

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, including Tanzania

Revenue Authority, TRA, and, the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability,

since it is technically, economically viable, and, socially acceptable.

## APPENDIX I

## AFRICAN OIL LOGISTICS LIMITED PROJECTED PROFIT AND LOSS STATEMENT US\$

| -  | 1             | 2             | 3             | 4             | 5             | 6             | 7          | 8          | 9          | 10         |
|--|---------------|---------------|---------------|---------------|---------------|---------------|------------|------------|------------|------------|
| Revenue (  | 10,836,000.00 | 11,377,800.00 | 11,946,690.00 | 12,544,024.50 | 13,171,225.73 | 13,829,787.01 | 14,521,276 | 15,247,340 | 16,009,707 | 16,810,193 |
| <b>Operating Expenses:</b>                           | 8,127,000     | 8,533,350     | 8,960,018     | 9,408,018     | 9,878,419     | 10,372,340    | 10,890,957 | 11,435,505 | 12,007,280 | 12,607,644 |
| <b>Gross Profit Before Interest and Depreciation</b> | 2,709,000     | 2,844,450     | 2,986,673     | 3,136,006     | 3,292,806     | 3,457,447     | 3,630,319  | 3,811,835  | 4,002,427  | 4,202,548  |
| <b>Interest</b>                                      | 400,000       | 400,000       | 400,000       | 400,000       | 400,000       | -             | -          |            |            |            |
| <b>Depreciation</b>                                  | 478,070       | 478,070       | 478,070       | 478,070       | 478,070       | 478,070       | 478,070    | 478,070    | 478,070    | 478,070    |
| <b>Gross Profit</b>                                  | 1,830,930     | 1,966,380     | 2,108,603     | 2,257,936     | 2,414,736     | 2,979,377     | 3,152,249  | 3,333,765  | 3,524,357  | 3,724,478  |
| Tax (30%)  | 549,279       | 589,914       | 632,581       | 677,381       | 724,421       | 893,813       | 945,675    | 1,000,130  | 1,057,307  | 1,117,343  |
| <b>Profit After Tax</b>                              | 1,281,651     | 1,376,466     | 1,476,022     | 1,580,555     | 1,690,316     | 2,085,564     | 2,206,574  | 2,333,636  | 2,467,050  | 2,607,135  |
| Accumulated Profit                                   | 1,281,651     | 2,658,117     | 4,134,139     | 5,714,694     | 7,405,010     | 9,490,573     | 11,697,148 | 14,030,783 | 16,497,833 | 19,104,968 |

## APPENDIX II

## AFRICAN OIL LOGISTICS LIMITED PROJECTED CASH FLOWS US\$

| <b>SOURCES:</b>                         |                   | 1                | 2                | 3                | 4                | 5                | 6                | 7                | 8                | 9                | 10               |
|---|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Profit before interest and depreciation | -                 | 2,709,000        | 2,844,450        | 2,986,672.50     | 3,136,006        | 3,292,806        | 3,457,447        | 3,630,319        | 3,811,835        | 4,002,427        | 4,202,548        |
| Equity                                  | 5,997,000         |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Loan                                    | 5,000,000         |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Total Sources</b>                    | <b>10,997,000</b> | <b>2,709,000</b> | <b>2,844,450</b> | <b>2,986,673</b> | <b>3,136,006</b> | <b>3,292,806</b> | <b>3,457,447</b> | <b>3,630,319</b> | <b>3,811,835</b> | <b>4,002,427</b> | <b>4,202,548</b> |
| <b>Applications:</b>                    |                   |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Capital expenditure                     | 10,662,000        |                  | -                | -                | -                | -                |                  |                  |                  |                  |                  |
| working Capital & others                | 335,000           |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Cash                                    | -                 | 2,390,721        | 2,500,536        | 2,615,842        | 2,736,913        | 2,864,037        | 2,877,518        | 3,017,673        | 3,164,836        | 3,319,356        | 3,481,603        |
| Tax                                     | -                 | 318,279          | 343,914          | 370,831          | 399,093          | 428,769          | 579,929          | 612,646          | 646,999          | 683,070          | 720,945          |
| <b>Sub total</b>                        | <b>10,997,000</b> | <b>2,709,000</b> | <b>2,844,450</b> | <b>2,986,673</b> | <b>3,136,006</b> | <b>3,292,806</b> | <b>3,457,447</b> | <b>3,630,319</b> | <b>3,811,835</b> | <b>4,002,427</b> | <b>4,202,548</b> |
| <b>Total applications</b>               | <b>10,997,000</b> | <b>2,709,000</b> | <b>2,844,450</b> | <b>2,986,673</b> | <b>3,136,006</b> | <b>3,292,806</b> | <b>3,457,447</b> | <b>3,630,319</b> | <b>3,811,835</b> | <b>4,002,427</b> | <b>4,202,548</b> |
| Accumulated cash                        |                   | 2,390,721        | 4,891,257        | 7,507,099        | 10,244,012       | 13,108,049       | 15,985,567       | 19,003,240       | 22,168,076       | 25,487,432       | 28,969,035       |

**APPENDIX III**

**AFRICAN OIL LOGISTICS LIMITED PROJECTED BALANCE SHEET US\$**

| <b>Fixed Assets</b> | <b>1</b> | 1          | 2          | 3         | 4         | 5         | 6         | 7         | 8         | 9         | 10        |
|---------------------|----------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Opening balance     | -        | 10,662,000 | 10,183,930 | 9,705,860 | 9,227,790 | 8,749,720 | 8,271,650 | 7,793,580 | 7,315,510 | 6,837,440 | 6,359,370 |

|                               |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|-------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Total Long-term Assets</b> | -                 | <b>10,662,000</b> | <b>10,183,930</b> | <b>9,705,860</b>  | <b>9,227,790</b>  | <b>8,749,720</b>  | <b>8,271,650</b>  | <b>7,793,580</b>  | <b>7,315,510</b>  | <b>6,837,440</b>  | <b>6,359,370</b>  |
| <b>Less depreciation</b>      | -                 | <b>478,070</b>    | <b>478,070</b>    | <b>478,070</b>    | <b>478,070</b>    | <b>478,070</b>    | 478,070           | 478,070           | 478,070           | 478,070           | 478,070           |
| <b>Closing balance</b>        | -                 | <b>10,183,930</b> | <b>9,705,860</b>  | <b>9,227,790</b>  | <b>8,749,720</b>  | <b>8,271,650</b>  | <b>7,793,580</b>  | <b>7,315,510</b>  | <b>6,837,440</b>  | <b>6,359,370</b>  | <b>5,881,300</b>  |
| Working capital               | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           | 335,000           |
| Accumulated cash              | -                 | 2,390,721         | 4,891,257         | 7,507,099         | 10,244,012        | 13,108,049        | 15,985,567        | 19,003,240        | 22,168,076        | 25,487,432        | 28,969,035.38     |
| <b>Total assets</b>           | <b>335,000</b>    | <b>12,909,651</b> | <b>14,932,117</b> | <b>17,069,889</b> | <b>19,328,732</b> | <b>21,714,699</b> | <b>24,114,147</b> | <b>26,653,750</b> | <b>29,340,516</b> | <b>32,181,802</b> | <b>35,185,335</b> |
| Financed by                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Equity                        | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         | 5,997,000         |
| Accumulated profit            | -                 | 1,281,651         | 2,658,117         | 4,134,139         | 5,714,694         | 7,405,010         | 9,490,573         | 11,697,148        | 14,030,783        | 16,497,833        | 19,104,967.62     |
| <b>Total equity</b>           | <b>5,997,000</b>  | <b>7,278,651</b>  | <b>8,655,117</b>  | <b>10,131,139</b> | <b>11,711,694</b> | <b>13,402,010</b> | <b>15,487,573</b> | <b>17,694,148</b> | <b>20,027,783</b> | <b>22,494,833</b> | <b>25,101,968</b> |
| Bank Loan                     | 5,000,000         | 4,000,000         | 3,000,000         | 2,000,000         | 1,000,000         | -                 | -                 | -                 | -                 | -                 | 0                 |
| <b>Total debts</b>            | <b>5,000,000</b>  | <b>3,000,000</b>  | <b>3,000,000</b>  | <b>2,000,000</b>  | <b>1,000,000</b>  | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          |
| <b>Total equity and debts</b> | <b>10,997,000</b> | <b>10,278,651</b> | <b>11,655,117</b> | <b>12,131,139</b> | <b>12,711,694</b> | <b>13,402,010</b> | <b>15,487,573</b> | <b>17,694,148</b> | <b>20,027,783</b> | <b>22,494,833</b> | <b>25,101,968</b> |

**AFRICAN OIL LOGISTICS LIMITED PAYBACK PERIOD**

| <b>Year</b> | <b>Profit After Tax</b> | <b>Depreciation</b> | <b>Total Cash Flow</b> | <b>Accumulated Cash Flow</b> |
|-------------|-------------------------|---------------------|------------------------|------------------------------|
| 1           | 1,281,651               | <b>478,070</b>      | <b>1,759,721</b>       | 734,000                      |
| 2           | 1,376,466               | <b>478,070</b>      | <b>1,854,536</b>       | 2,588,536                    |
| 3           | 1,476,022               | <b>478,070</b>      | <b>1,954,092</b>       | 4,542,628                    |
| 4           | 1,580,555               | <b>478,070</b>      | <b>2,058,625</b>       | 6,601,253                    |
| 5           | 1,690,316               | <b>478,070</b>      | <b>2,168,386</b>       | 8,769,639                    |
| 6           | 2,085,564               | 478,070             | <b>2,563,634</b>       | 11,333,272                   |
| 7           | 2,333,636               | 478,070             | <b>2,811,706</b>       | 14,144,978                   |
| 8           | 2,467,050               | 478,070             | <b>2,945,120</b>       | 17,090,098                   |
| 9           | 2,607,135               | 478,070             | <b>3,085,205</b>       | 20,175,302                   |

**AFRICAN OIL LOGISTICS LIMITED PROPOSED A FINANCING PATTERN US\$**

| <b>FOREIGN LOAN</b> | <b>FOREIGN EQUITY</b> |
|---------------------|-----------------------|
| 5,000,000           | 5,997,000             |



**AFRICAN OIL LOGISTICS LIMITED PROJECTED DEPRECIATION SCHEDULE**

US\$

| NAME OF ASSETS               | 1                 | 2                 | 3              | 4.00              | 5.00              | 6                 | 7                 | 8                 | 9                 | 10                |
|------------------------------|-------------------|-------------------|----------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                              | 1                 | 2                 |                |                   |                   |                   |                   |                   |                   |                   |
| Land And Buildings           | 100,000           | 98,000            | 96,000         | 94,000            | 92,000            | 90,000            | 88,000            | 86,000            | 84,000            | 82,000            |
| Machinery, Tools & Equipment | 3,307,000         | 1,293,930         | 1,280,860      | 1,267,790         | 1,254,720         | 1,241,650         | 1,228,580         | 1,215,510         | 1,202,440         | 1,189,370         |
| Motor Vehicles               | 4,250,000         | 8,787,500         | 8,325,000      | 7,862,500         | 7,400,000         | 6,937,500         | 6,475,000         | 6,012,500         | 5,550,000         | 5,087,500         |
| Furniture & Fixtures         | 5,000             | 4,500             | 4,000          | 3,500             | 3,000             | 2,500             | 2,000             | 1,500             | 1,000             | 500               |
| <b>Total</b>                 | <b>10,662,000</b> | <b>10,183,930</b> | 9,705,860      | 9,227,790         | 8,749,720         | 8,271,650         | 7,793,580         | 7,315,510         | 6,837,440         | 6,359,370         |
| <b>DEPRECIATION</b>          | <b>1</b>          | <b>2</b>          | <b>3</b>       |                   |                   |                   |                   |                   |                   |                   |
| Land and buildings           | 2,000             | 2,000             | 2,000          | 2,000.00          | 2,000.00          | 2000              | 2000              | 2000              | 2000              | 2000              |
| Machinery tools & Equipment  | 13,070            | 33,070            | 33,070         | 33,070.00         | 33,070.00         | 33070             | 33070             | 33070             | 33070             | 33070             |
| Motor Vehicles               | 462,500           | 212,500           | 212,500        | 212,500.00        | 212,500.00        | 212500            | 212500            | 212500            | 212500            | 212500            |
| Furniture & Fixtures         | 500               | 500               | 500            | 500.00            | 500.00            | 500               | 500               | 500               | 500               | 500               |
| <b>ANNUAL DEPRECIATION</b>   | <b>478,070</b>    | <b>478,070</b>    | <b>478,070</b> | <b>478,070.00</b> | <b>478,070.00</b> | <b>478,070.00</b> | <b>478,070.00</b> | <b>478,070.00</b> | <b>478,070.00</b> | <b>478,070.00</b> |

**AFRICAN OIL LOGISTICS LIMITED PROJECT IMPLEMENTATION SCHEDULE**

|    | <b>ACTIVITY</b>                         | <b>PERIOD</b>        |
|----|---|----------------------|
| 1. | Processing TIC Certificate of Incentive | February 2023        |
| 2. | Funds Mobilization                      | May – Dec 2023       |
| 3. | Ordering of Vehicles                    | May 2023 – Dec 2025  |
| 5. | Arrival of Vehicles                     | July 2023– Jan 20225 |
| 6. | Trial Operations                        | August 2023          |
| 7. | Commercial Operations                   | September20223       |

**AFRICAN OIL LOGISTICS LIMITED PROJECT LONG-TERM LOAN REPAYMENT**

| <b>Year</b> | <b>Principle</b> | <b>Loan Interest (8%)</b> | <b>Total Amount Paid</b> | <b>Loan Balance</b> |
|-------------|------------------|---------------------------|--------------------------|---------------------|
| 1           | 1,000,000        | 400,000                   | 1,400,000                | 5,000,000           |
| 2           | 1,000,000        | 400,000                   | 1,400,000                | 4,000,000           |
| 3           | 1,000,000        | 400,000                   | 1,400,000                | 3,000,000           |
| 4           | 1,000,000        | 400,000                   | 1,400,000                | 2,000,000           |
| 5           | 1,000,000        | 400,000                   | 1,400,000                | 1,000,000           |