

**(STRICTLY PRIVATE AND CONFIDENTIAL)**

**YAN LIN LOGISTICS TANZANIA LIMITED  
MSASANI - GUBA ROAD, HOUSE NUMBER 103**

**P.O.BOX 80502 DAR ES SALAAM**

**TEL: 0745 876 169**

**A START UP PLAN FOR A TRANSPORT AND LOGISTICS BUSINESS  
IN TANZANIA – TO SERVE THE WHOLE OF EAST AFRICA.**

**BUSINESS PLAN PERIOD: 2023 – 2028**

**Preparation date: January 2023**

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## 1.0 BRIEF INTRODUCTION OF THE BUSINESS

### YAN LIN LOGISTICS TANZANIA LIMITED, BOX 90180 DAR ES SALAAM

<b>1. INTRODUCTORY INFORMATION:</b>	
REGISTERED BUSINESS NAME	YAN LIN LOGISTICS TANZANIA LIMITED
PHYSICAL LOCATION	MSASANI - GUBA ROAD, HOUSE NUMBER 103
POSTAL ADDRESS	P.O. BOX 90180 , DAR ES SALAAM
MOBILE NUMBERS	0745-876169
E-MAIL ADDRESS	yanlinlogisticstanzania@gmail.com
COMPANY REG. NO.	163073900
TIN	163 - 073 - 900
NATURE OF BUSINESS	PRIVATE LIMITED COMPANY
YEAR OF ESTABLISHMENT	9-Feb-2023
STARTING BUSINESS OPERATIONS	1-Mar-2023
CONTACT PERSON	JIERU PAN 0745-876169
<b>2. BUSINESS OVERVIEW:</b>	
BUSINESS INDUSTRY	TRANSPORTATION AND LOGISTICS MANAGEMENT
BUSINESS PRODUCTS/SERVICES	TRANSPORTATION AND LOGISTICS SERVICES
OUR BUSINESS MARKETS	WE SERVE INDIVIDUALS, PARTNESHIPS, COMPANIES, PUBLIC SECTOR, PRIVATE SECTOR
BUSINESS TECHNICAL CAPACITY	WE HAVE PERMANENT AND PART TIME STAFF, WE HAVE SUFFICIENT TECHNICAL AND MANAGERIAL SKILLS, NINE YEARS EXPERIENCE IN THE MARKET - SUPPORTING BUSINESSES
BUSINESS PAST PERFORMANCE	WE HAVE SERVED INDIVIDUALS, PARTNESHIPS, COMPANIES, PUBLIC SECTOR, PRIVATE SECTOR IN AN INTERNATIONAL MARKET
BUSINESS MISSION	'TO RENDER THE BEST QUALITY SERVICES IN TRANSPORTATION AND LOGISTICS INDUSTRY IN EAST AFRICA'
BUSINESS VISION	TO BECOME THE LEADING SERVICE PROVIDER IN IN TRANSPORTATION AND LOGISTICS INDUSTRY IN EAST AFRICA'
BUSINESS CORE VALUES	QUALITY SERVICES, EXPERTISE, COMMITMENT, RELIABILITY, TRUST, TRANSPARENCY, HONESTY, ACCOUNTABILITY, CUSTOMER SATISFACTION

## 1.2 EXECUTIVE SUMMARY

Yan Lin Logistics Tanzania Limited is a limited Company that was incorporated in Tanzania in February 2023; it started her operations in March 2023.

The main and core business activity of the Company is transport and logistics services in East Africa.

The Company is operating under the competent and experienced management supported by a team of experienced and motivated employees; the business activities are also supported by experienced professional consultants who work on contract basis to support the business for any operational challenges.

The Company has embarked into a transport and logistics services in East Africa, The Company will offer the transport and logistics services into the whole of East Africa, it will connect East Africa to the world and the world will be connected to East Africa in terms of transport and logistics services.

Yan Lin Logistics Tanzania Limited has positioned herself to expertly manage the movement of goods on behalf of clients between specified sources and destinations, combining different transportation modes and types in East Africa at large.

Yan Lin Logistics Tanzania Limited will be operating efficiently in the transport and logistics services in East Africa with a growth in sales (from 6% in 2023 to 25% in 2028) and a growth in gross profit margin from 21% in 2023 to 25% in 2028.

The operational capacity of the Company will be strengthened by the long term experience of the management team that has been managing transport and logistics services in international market for 20 years now.

Yan Lin Logistics Tanzania Limited is currently implementing her six years (2023 to 2027) operational strategic plan which ought to see the company growth and expansion of her business operations.

The company is optimistic that her business operations will grow satisfactorily with solid future financial position as indicated in her projected financial forecasts as well as its future expansion plans; the business deserves to get consideration and proper start up boost from the government of Tanzania to enable it to have successful start up of business operations.

## **2.0 COMPANY DESCRIPTION**

This section gives out a brief overview of the business, the industry in which the business will be competing in and showing where the business fits in the market place.

### **2.1 BUSINESS OVERVIEW**

#### **Business start up plan:**

Yan Lin Logistics Tanzania Limited has embarked into a transport and logistics services in East Africa. The Company will offer the transport and logistics services into the whole of East Africa, it will connect East Africa to the world and the world will be connected to East Africa in terms of transport and logistics services.

#### **Business objectives:**

Yan Lin Logistics Tanzania Limited aims to provide the best quality transport and logistics services into the whole of East Africa.

#### **Company vision:**

'To become the leading service provider in transportation and logistics industry in East Africa'

#### **Company mission:**

'To render the best quality services in transportation and logistics industry in East Africa'.

### **Company core values:-**

- ❖ Quality Services.
- ❖ Expertise.
- ❖ Commitment.
- ❖ Reliability
- ❖ Trust.
- ❖ Transparency.
- ❖ Honesty.
- ❖ Accountability.
- ❖ Customer Satisfaction.

### **2.2 COMPANY TARGET CUSTOMERS**

Transport and logistics clientele in East Africa at large.

### **2.3 COMPANY GOALS:-**

- i. Expertly manage the movement of goods on behalf of clients between specified sources and destinations.
- ii. Skillfully navigate different transportation modes (road, river, rail, air and ocean) and utilize a range of transportation types.
- iii. Partner with our clients to integrate logistics functions into their end-to-end supply chain.
- iv. Offers logistics activities across Africa, including road freight, contract logistics
- v. Offers end-to-end solutions in key industries using technology as a differentiator
- vi. Offers logistics activities outside Africa, including road freight, contract logistics, air and ocean
- vii. Offers specialized express distribution capabilities.

## **2.4 COMPANY POSITIONING**

Yan Lin Logistics Tanzania Limited has positioned herself to expertly manage the movement of goods on behalf of clients between specified sources and destinations, combining different transportation modes and types in East Africa at large.

## **3.0 INDUSTRY ANALYSIS**

This section sets out product description, market analysis, marketing strategy, pricing strategy and competition analysis.

Yan Lin Logistics Tanzania Limited operates in a transport and logistics services industry in East Africa. The industry has a huge opportunity locally and internationally

### **3.1 LOCAL MARKET DEMAND**

The market of transport and logistics services in East Africa is very huge. Tanzania alone has a huge population of **62** million people consuming a huge transport and logistics services per annum.

### **3.2 EASTERN AND CENTRAL AFRICA MARKET DEMAND**

There is a huge demand of transport and logistics services in the Eastern and Central African countries such as Kenya, Uganda, DRC, Burundi, Rwanda, Mozambique, Malawi, Sudan, Zambia, Zimbabwe, Comorro, Angola, Botswana, Mauritius, Namibia, Swaziland and Ethiopia.

### **3.3. INTERNATIONAL MARKET DEMAND FOR TRANSPORT AND LOGISTICS**

High quality transport and logistics services are demanded internationally in the international market all over the World.

### **3.4 PRODUCT DESCRIPTION**

Yan Lin Logistics Tanzania Limited offers varieties of quality transport and logistics services such as:-

- i. Expertly manage the movement of goods on behalf of clients between specified sources and destinations.
- ii. Skillfully navigate different transportation modes (road, river, rail, air and ocean) and utilize a range of transportation types.
- iii. Partner with our clients to integrate logistics functions into their end-to-end supply chain.
- iv. Offers logistics activities across Africa, including road freight, contract logistics
- v. Offers end-to-end solutions in key industries using technology as a differentiator
- vi. Offers logistics activities outside Africa, including road freight, contract logistics, air and ocean
- vii. Offers specialized express distribution capabilities

### **3.5 MARKET ANALYSIS**

There is a high competition locally and internationally in the transport and logistics services industry. The only strategy to win competition is to provide high quality services; Yan Lin Logistics Tanzania Limited offers varieties of quality transport and logistics services to ensure reliability of clients in her basket of services.

### **3.6 MARKETING AND PRICING STRATEGY.**

The Yan Lin Logistics Tanzania Limited pricing strategy is mainly cost-plus with due care paid to market forces. Very narrow margins are added to the prices in order to remain competitive and attract more customers. This is the business strong marketing tool for growth.

### **3.7 Analysis of strength, weaknesses, Opportunities and threats of the Company**

The Business **SWOT** analysis is summarized below:-

### **COMPANY STRENGTHS**

1. The wide customer base of our company (The Company Management has been in business for 16 years experience in transport and logistics services industry).
2. The market acceptance of our services.
3. The competitive price of our services.
4. Experienced management of the Company.
5. Team work of our key staff.
6. Timely advisory services from different professionals to our Company performance.
7. Our best customer services.
8. Innovativeness of our Company.
9. Our market appealing brands.
10. Long lasting relationships with customers.
11. Favourable physical business location.
12. Trained staff.

### **WEAKNESSES OF OUR COMPANY.**

1. Inadequate finances to finance business growth.
2. Lack of trucks that suits the rough roads in East Africa road networks.

### **COMPANY OPPORTUNITIES.**

1. Increased demand of transport and logistics services to the whole of East Africa.
2. Availability of reliable market for logistics services to the whole of East Africa, Central and Southern Africa.
3. Increased large scale production of industrial goods in East Africa, Central and Southern Africa.
4. Interest of the Banking sector to finance the transport and logistics services industry.
5. The increase of mega construction projects in East Africa, Central and Southern Africa.
6. Population growth in East Africa, Central and Southern Africa.

- Growth of per capital income of people in East Africa, Central and Southern Africa.

### **COMPANY CHALLENGES/THREATS**

- Seasonal price fluctuation of the transport and logistics services.
- Sudden increase in production costs.
- A downturn in the economy – consumers have no income to spend.
- Government inter version in transport and logistics services industry from one country to another, it affects the prices of transport and logistics services products.
- Capital inadequacy hindering company growth.
- Unreliable power supply of electricity from TANESCO.
- Increased competition in the market.
- Excessive government regulations – the transport and logistics services industry is regulated by about many laws and other bylaws.

### **THE SWOT ANALYTICAL SOLUTIONS.**

#### **COMPANY STRENGTHS WILL BE USED TO TAP COMPANY OPPORTUNITIES.**

<b>OPPORTUNITIES</b>	<b>WAYS TO TAKE ADVANTAGE OF COMPANY STRENGTH</b>
1. Increased demand of transport and logistics services to the whole of East Africa	Using advisory services to secure finances to increase the delivery of transport and logistics services to the whole of East Africa
2. The increase of mega construction projects in East Africa, Central and Southern Africa.	To increase our delivery of transport and logistics services to the whole of East Africa, Central and Southern Africa.
3. Availability of reliable market for logistics services to the whole of East Africa, Central and Southern Africa.	To increase our delivery of transport and logistics services to the whole of East Africa, Central and Southern Africa.

### COMPANY STRENGTHS TO BE USED TO COUNTER THREATS

THREATS	WAYS TO TAKE ADVANTAGES OF STRENGTHS TO ADDRESS THREATS
1. Seasonal price fluctuation of the transport and logistics services.	Using the acquired finance to increase our delivery of transport and logistics services to the whole of East Africa, Central and Southern Africa.
2. Sudden increase in costs of production.	Our experienced management to cut down costs of production
3. Government inter version in transport and logistics services industry	Company management to make a proper negotiation with the government in order to cut down the effect

### USING COMPANY OPPORTUNITIES TO REVERSE COMPANY WEAKNESSES.

1. Lack of finances to finance expansion	Borrowing from the commercial banks to finance company growth and expansion
2. Lack of trucks that suits the rough roads in East Africa road networks.	To purchase our own trucks that suits the rough roads in East Africa road networks by the borrowed funds

## **4.0 MANAGEMENT/ORGANIZATION**

This section describes briefly the company management including the duties and responsibilities and expertise of each manager/employee working for the business.

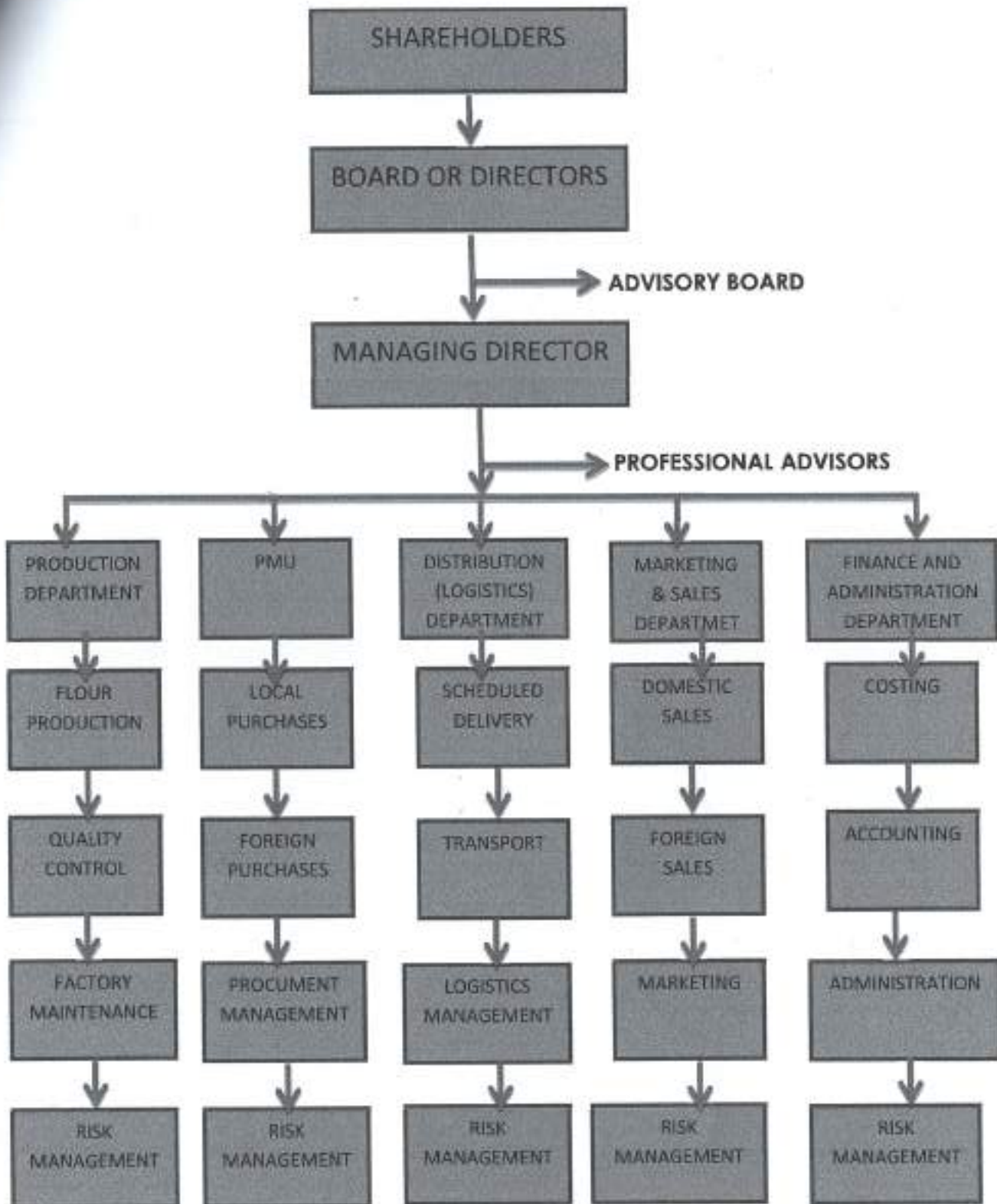
### **4.1 MANAGEMENT DESCRIPTION**

Yan Lin Logistics Tanzania Limited is managed by Board of directors and is assisted by an advisory board and various experienced professional consultants who work to advise the operations of the company from time to time depending on challenges facing the business.

### **4.2 ORGANIZATION CHART**

The Company organization and management is summarized in the organization chart below:-

**YAN LIN LOGISTICS TANZANIA LIMITED  
ORGANIZATION CHART**



**PMU = PROCUREMENT MANAGEMENT UNIT**

## 5.0 FINANCIAL PLAN

This section sets out the proposed financial growth and business expansion, for the five years between 2023 and 2028.

### 5.1 THE BUSINESS CAPITAL REQUIREMENTS FOR THE YEARS 2023 TO 2028

YAN LIN LOGISTICS TANZANIA LIMITED

ANNEX 1

PROJECT : A START UP PLAN FOR A TRANSPORT AND LOGISTICS BUSINESS IN TANZANIA

MSASANI - GUBA ROAD, HOUSE NUMBER 103

CAPITAL REQUIREMENT PLANNING - 2023 to 2028

	EXPLANATIONS	CAPITAL RQD IN USD	SOURCE OF FUNDS	REMARKS
1	Purchase of the land for a logistics yard	\$200,000	To be funded by Directors	Directors' fund
2	Construction of a logistics yard	\$300,000	To be funded by Directors	Directors' fund
3	Loading and offloading crane	\$700,000	To be funded by Directors	Directors' fund
4	Buying 2 - high capacity standby Generator	\$150,000	To be funded by Directors	Directors' fund
5	Construction of office building	\$500,000	To be funded by Directors	Directors' fund
6	Furniture and fittings	\$120,000	To be funded by Directors	Directors' fund
7	Office equipments	\$300,000	To be funded by Directors	Directors' fund
8	Office motor vehicle	\$800,000	To be funded by Directors	To be borrowed
9	200 high quality lorries	\$1,600,000	To be funded by Directors	To be borrowed
10	Employment of 200 staff	\$50,000	To be funded by Directors	Directors' fund
11	Business insurance	\$600,000	To be funded by Directors	Directors' fund
	<b>TOTAL REQUIRED FUNDS</b>	<b>\$5,320,000</b>		
	<b>LESS: OWNERS FUNDS IN THE PROJECT</b>	<b>\$2,920,000</b>	<b>55%</b>	
	<b>TOTAL FUNDS TO BE BORROWED FROM BANKS</b>	<b>\$2,400,000</b>	<b>45%</b>	

## **5.2 PROJECTED STATEMENT OF CASH FLOWS FOR THE YEARS 2023 TO 2028**

The business projections for statement of cash flows for the period 2023-2028 shows that the business is going to get a GP of 10% and the NP of 3%, the production and sales volume will grow by 5% monthly creating a huge increase in sales volume hence increase in sales value (more income).

Projected Statement of cash flows is shown below in **Annex 2**.

## **5.3 PROJECTED STATEMENT OF FINANCIAL POSITION FOR THE YEARS 2023 TO 2028**

Most of the balance sheet items will keep on increasing because of the directors investment in the business, however there is no plan to increase items like non-current assets by large amounts in the near future due to the nature of business.

Projected Statement of Financial Position is shown in **Annex 3**.

## YAN LIN LOGISTICS TANZANIA LIMITED

P.O. BOX 90180 , DAR ES SALAAM

## PROJECTED STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDING 2023, 2024, 2025, 2026, 2027, 2028

	2023	2024	2025	2026	2027	2028
	TZS	TZS	TZS	TZS	TZS	TZS
<b>NON CURRENT ASSET</b>	1,095,500,000	741,335,000	541,159,950	395,046,764	288,384,437	164,721,511
<b>CURRENT ASSET</b>						
Inventory	218,000,000	239,800,000	263,780,000	290,158,000	319,173,800	351,991,180
Trade receivable/prepayments	110,000,000	121,000,000	133,100,000	146,410,000	161,051,000	177,156,300
Cash and cash equivalent	115,000,000	126,500,000	139,150,000	153,065,000	168,371,500	185,208,650
<b>Total current assets</b>	<b>443,000,000</b>	<b>487,300,000</b>	<b>536,030,000</b>	<b>589,633,000</b>	<b>648,596,300</b>	<b>713,455,930</b>
<b>Total Assets</b>	<b>1,458,500,000</b>	<b>1,228,615,000</b>	<b>1,077,189,950</b>	<b>984,679,764</b>	<b>936,980,437</b>	<b>878,177,441</b>
<b>EQUITY &amp; LIABILITIES</b>						
<b>OWNER'S EQUITY</b>						
Capital	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Retained profit	938,200,000	832,285,000	773,476,950	750,032,964	753,697,082	732,936,844
<b>Total Equity</b>	<b>948,200,000</b>	<b>842,285,000</b>	<b>783,476,950</b>	<b>760,032,964</b>	<b>763,697,082</b>	<b>742,936,844</b>
<b>NON CURRENT LIABILITIES</b>						
Loan from China (7 YEARS LOAN)	500,000,000	375,000,000	281,250,000	210,937,500	158,209,125	118,652,344
<b>CURRENT LIABILITIES</b>						
Trade payables/Accruals	4,500,000	4,950,000	5,445,000	5,989,500	6,588,450	7,247,295
Accrued Tax	5,800,000	6,380,000	7,018,000	7,709,800	8,491,780	9,340,958
<b>Total current Liabilities</b>	<b>10,300,000</b>	<b>11,330,000</b>	<b>12,463,000</b>	<b>13,709,300</b>	<b>15,080,230</b>	<b>16,588,253</b>
<b>TOTAL LIABILITIES</b>	<b>510,300,000</b>	<b>386,330,000</b>	<b>293,713,000</b>	<b>224,646,800</b>	<b>173,289,355</b>	<b>135,240,597</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,458,500,000</b>	<b>1,228,615,000</b>	<b>1,077,189,950</b>	<b>984,679,764</b>	<b>936,980,437</b>	<b>878,177,441</b>

## 5.4 PROJECTED STATEMENT OF COMPREHENSIVE INCOME

### FOR THE YEARS 2023 TO 2028

The business projections for statement of comprehensive income for the period 2023-2028 shows that the business is going to be profitable as shown in **Annex 4**.

YAN LIN LOGISTICS TANZANIA LIMITED  
P.O. BOX 90180, DAR ES SALAAM

ANNEX 4

#### PROJECTED STATEMENT OF COMPREHENSIVE INCOME FOR YEARS 2023 TO 2028

	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>2026</u>	<u>2027</u>	<u>2028</u>
	TZS	TZS	TZS	TZS	TZS	TZS
Sales Revenue	5,252,651,752	11,148,100,218	24,640,475,446	68,099,275,760	114,235,244,211	240,828,361,792
Cost of Sales	4,727,386,577	10,033,290,196	22,176,427,901	61,289,348,184	102,811,719,790	216,745,525,613
Gross Profit	525,265,175	1,114,810,022	2,464,047,545	6,809,927,576	11,423,524,421	24,082,836,179
EXPENSES:						
Operating expenses	315,159,105	668,886,013	1,479,428,527	4,085,956,546	6,854,114,653	14,449,701,708
Audit fees	4,000,000	7,000,000	9,000,000	12,000,000	15,000,000	18,000,000
Depreciation	15,500,000	17,800,000	19,200,000	22,900,000	25,200,000	27,200,000
Total Expenses	334,659,105	693,686,013	1,506,628,527	4,120,856,546	6,894,314,653	14,494,901,708
Profit before tax	190,606,070	421,124,009	957,419,018	2,689,071,030	4,529,209,768	9,587,934,472
Income Tax	57,861,821	126,337,203	287,225,705	806,901,309	1,358,762,931	2,876,380,342
Profit after tax	133,424,249	294,786,806	670,193,312	1,882,769,721	3,170,446,838	6,711,554,130

## **5.5 FORESEEN RISKS**

Due to the fact that, the business operates under the competitive economy, the business is unavoidably subject to different financial and operational risks some of which are analyzed below:-

### **1. Competition.**

There is competition from other businesses dealing with the same line of business. Due to the growing economy, new entrants are a constant threat as well as competition from existing expanding competitors.

#### **Mitigation.**

The business is prepared to face the competition by offering high quality services so as to earn her customers trust and loyalty. The Company will make sure that the supplied services are of good quality and affordable to win the pricing war. The Company management experience put her in a good position to fight competition.

### **2. Occurrence of accidents during transportation of the product**

There is a possibility of suffering potential loss due to transportation challenges like accidents, vehicle catching fire or theft.

#### **Mitigation**

The business always uses the transportation companies that are reliable, have insurance covers for accidents fire and theft.

### **3. Loss of potential staff.**

The success of any business depends on the skills, trust and the confidence of employees who have technical skills and reputation

### **Mitigation**

The company has good employment policies that motivates her core staff and ensures retention. Constantly the company reviews the remuneration packages and benefits to be ahead of competition and retain core staff.

#### **4. Succession plan (business continuity)**

The business will be subject to the risk of collapse if death of the chief Executive officer occurs or he/she gets any health disability that can put him/her away from the operations of the business.

### **Mitigation**

The Company manages her business operations by having a proper succession plan where the directors and the administrative managers have a proper rotation of duties and responsibilities to ensure each one knows very well the activities handled by each one of them, the business operation is done in a systematic manner in such a way that any business issue can be handled efficiently even in the absence of the in charge.

#### **5.6 ECONOMIC JUSTIFICATION**

Yan Lin Logistics Tanzania Limited stands to be a strategic business that will be profitable and having even growth and expansion pattern.

#### **5.7 THE BENEFITS THAT WILL BE GAINED BY THE LOCAL COMMUNITY IN TANZANIA BY INVESTMENTS DONE BY YAN LIN LOGISTICS TANZANIA LIMITED**

Yan Lin Logistics Tanzania Limited is committed to support the local community in Tanzania through her core business of transport and logistics services, by providing:-

- i. Employment opportunities to the local community in Tanzania, it expected that Yan Lin Logistics Tanzania Limited will employ more than **200** local employees to support her business operations.

- ii. The company will provide income to the local employees which will have a multiplier effect in the economy of Tanzania.
- iii. Training and capacity building for the local employees in the transport and logistics services in an international quality.

## **6.0 CONCLUSION**

The foregoing explanations reveal that the business of Yan Lin Logistics Tanzania Limited stands to be a strategic business that will be profitable and having even growth and expansion pattern.

YAN LIN LOGISTICS TANZANIA LIMITED  
P.O. BOX 90180, DAR ES SALAAM  
2023 PROJECTED CASH FLOW (IN TSHS)

ANNEX 2

MONTHS	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
EXPECTED REVENUE	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET
Service to be rendered (Tonnes)	300,000	315,000	330,750	347,188	364,652	382,894	402,029	422,130	443,237	465,398	488,668	513,102
Selling price per Tonne (in Tshs)	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100
Expected Sales Revenues	330,000,000	346,500,000	363,825,000	382,016,290	401,117,663	421,172,916	442,231,561	464,343,139	487,560,296	511,998,311	537,535,277	564,411,908
Cost of Goods Sold	297,000,000	311,850,000	327,642,500	343,814,625	361,005,356	379,055,624	398,008,405	417,908,826	438,804,267	460,744,480	483,781,704	507,970,789
Gross Margin	33,000,000	34,650,000	36,182,500	38,201,665	40,111,706	42,117,292	44,223,156	46,434,314	48,756,030	51,193,831	53,753,573	56,441,199
General and administrative Costs	19,800,000	20,790,000	21,829,500	22,920,975	24,067,024	25,270,375	26,533,894	27,860,588	29,253,618	30,716,299	32,251,114	33,864,719
Net Profit Before Income Taxes an	13,200,000	13,860,000	14,553,000	15,280,690	16,044,639	16,846,917	17,689,262	18,573,726	19,502,472	20,477,532	21,501,469	22,576,480
Depreciation	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600	1,291,600
Income Taxes	3,160,000	4,158,000	4,365,900	4,594,195	4,813,405	5,054,075	5,306,779	5,572,118	5,850,724	6,143,260	6,450,423	6,772,944
Net Income After Income Taxes an	7,949,400	8,410,400	8,895,500	9,404,855	9,939,628	10,501,242	11,090,484	11,710,008	12,360,008	13,042,673	13,759,386	14,511,936
GNP	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
NP%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%

**YAN UNIL LOGISTICS TANZANIA LIMITED**  
**P.O. BOX 90180, DAR ES SALAAM**  
**2024 PROJECTED CASH FLOW (IN TShS)**

MONTHS	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24
<b>EXPECTED REVENUE</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>
Service to be rendered (Tones)	538,757	565,685	593,979	623,678	654,862	687,805	722,986	758,085	795,989	835,789	877,578	921,457
Selling price per Tonne (In TShS)	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300	1,300
Expected Sales Revenues	700,383,967	735,483,166	772,173,304	810,782,990	851,322,089	893,867,144	938,581,502	985,510,576	1,034,786,105	1,086,525,410	1,140,051,681	1,197,894,265
Cost of Goods Sold	630,345,570	661,862,809	694,955,991	729,783,791	765,188,961	804,498,430	844,713,351	885,939,519	931,307,495	977,872,889	1,026,766,513	1,078,104,838
Gross Margin	70,038,397	73,540,317	77,217,312	81,078,199	85,132,109	89,368,714	93,858,150	98,551,058	103,478,611	108,652,541	114,085,168	119,789,426
General and administrative Costs	47,023,038	44,124,190	45,330,399	48,546,919	51,079,265	53,683,229	56,314,890	59,130,635	62,087,166	65,191,525	68,451,101	71,873,656
Net Profit before Income Taxes and Depreciation	24,015,359	29,416,127	30,886,913	32,431,280	34,052,844	35,755,486	37,543,260	39,420,423	41,391,444	43,461,016	45,664,067	47,915,771
Income Taxes	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300	1,483,300
Net Income After Income Taxes and Depreciation	8,804,608	8,804,838	9,256,080	9,729,384	10,215,853	10,716,646	11,262,978	11,826,127	12,417,433	13,038,305	13,690,220	14,374,751
Net Income After Income Taxes and Depreciation	18,127,451	19,107,989	20,137,553	21,218,596	22,353,691	23,545,540	24,796,982	26,110,996	27,490,711	28,939,411	30,460,547	32,057,739
50%	9%	10%	10%	10%	11%	10%	10%	10%	10%	10%	10%	10%
10%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%

YAN LUN LOGISTICS TANZANIA LIMITED

P.O. BOX 90180, DAR ES SALAAM

2025 PROJECTED CASH FLOW (IN TSHS)

MONTHS	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
EXPECTED REVENUE	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET
Service to be rendered (Tones)	967,530	1,015,906	1,066,702	1,120,037	1,176,039	1,234,041	1,296,583	1,361,412	1,429,482	1,500,957	1,576,004	1,654,805
Selling price per Tonne (In TSHS)	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
Expected Sales Revenues	1,548,047,973	1,625,450,372	1,706,722,890	1,792,059,055	1,881,661,906	1,975,745,066	2,074,532,340	2,178,258,957	2,287,171,915	2,401,530,500	2,521,607,025	2,647,687,376
Cost of Goods Sold	1,393,243,176	1,462,905,334	1,536,050,601	1,612,853,131	1,693,465,708	1,778,170,577	1,867,079,106	1,960,433,061	2,058,454,714	2,161,377,450	2,269,446,323	2,382,918,639
Gross Margin	154,804,797	162,545,037	170,672,289	179,205,923	188,196,199	197,574,509	207,453,234	217,825,896	228,717,199	240,153,050	252,160,703	264,768,738
General and administrative Costs	92,882,878	97,527,022	102,403,373	107,523,542	112,899,719	118,544,705	124,471,940	130,695,537	137,280,314	144,091,830	151,295,422	158,861,243
Net Profit Before Income Taxes and Depreciation	61,921,919	65,018,015	68,268,916	71,682,381	75,296,479	79,029,803	82,981,294	87,130,358	91,496,876	96,061,220	100,864,281	105,907,495
Income Taxes	18,576,576	19,575,404	20,480,675	21,504,708	22,579,944	23,708,941	24,894,388	26,139,107	27,446,063	28,818,356	30,259,284	31,772,249
Net Income After Income Taxes and Depreciation	43,345,343	45,442,610	47,788,241	50,177,673	52,716,536	55,320,862	58,086,906	60,991,251	64,050,813	67,242,864	70,604,997	74,135,247
GNP	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
NP%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%

YAN LUN LOGISTICS TANZANIA LIMITED  
P.O. BOX 90180, DAR ES SALAAM  
2026 PROJECTED CASH FLOW (IN TSHS)

MONTHS	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Oct-26	Nov-26	Dec-26
<b>EXPECTED REVENUE</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>
Service to be rendered (Tones)	1,737,545	1,824,422	1,915,643	2,011,425	2,111,997	2,217,596	2,328,676	2,444,909	2,567,145	2,695,592	2,830,277	2,971,291
Selling price per Tone (in Tshs)	1,900	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500
Expected Sales Revenues	3,301,335,198	4,561,055,207	4,789,107,967	5,028,563,366	5,279,991,534	5,543,991,111	5,821,190,656	6,112,250,200	6,417,862,710	6,738,755,945	7,075,693,637	7,429,478,319
Cost of Goods Sold	2,971,201,678	4,104,949,686	4,310,197,171	4,525,207,029	4,751,992,301	4,989,592,000	5,239,071,680	5,501,025,180	5,776,076,439	6,064,880,261	6,368,124,274	6,686,530,487
Gross Margin	330,133,520	456,105,521	478,910,797	502,856,337	527,999,153	554,399,111	582,119,067	611,225,020	641,786,271	673,675,585	707,569,364	742,947,832
General and administrative Costs	198,080,112	273,663,312	287,346,678	301,713,802	316,799,492	332,639,467	349,271,440	366,755,012	385,071,763	404,325,351	424,541,618	445,708,699
Net Profit Before Income Taxes and Depreciation	132,053,408	182,442,208	191,564,319	201,142,535	211,199,661	221,759,644	232,847,627	244,499,008	256,714,508	269,590,284	283,027,745	297,179,133
Income Taxes	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300	1,858,300
Net Income After Income Taxes and Depreciation	90,195,108	125,851,246	127,236,713	128,941,474	145,981,463	153,373,451	161,135,029	169,284,706	177,841,856	186,826,864	196,261,122	206,167,093
GPA	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
MPA	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%

YAN LUN LOGISTICS TANZANIA LIMITED  
P.O. BOX 90280, DAR ES SALAAM  
2027PROJECTED CASH FLOW (IN TSHS)

MONTHS	Jan-27	Feb-27	Mar-27	Apr-27	May-27	Jun-27	Jul-27	Aug-27	Sep-27	Oct-27	Nov-27	Dec-27
EXPECTED REVENUE	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET	BUDGET
Service to be rendered (Tones)	3,120,381	3,276,400	3,440,220	3,612,231	3,792,442	3,982,485	4,181,609	4,390,689	4,610,224	4,840,335	5,082,772	5,336,310
Selling price per Tone (in Tsh)	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300
Expected Sales Revenues	7,176,876,056	7,535,719,859	7,912,505,852	8,308,131,145	8,723,537,702	9,159,714,587	9,617,700,316	10,098,585,332	10,603,514,599	11,133,690,329	11,690,374,845	12,274,893,388
Cost of Goods Sold	6,459,188,451	6,782,147,873	7,121,255,267	7,477,318,020	7,851,183,932	8,243,743,128	8,655,590,285	9,098,726,799	9,543,163,139	10,020,321,295	10,521,337,361	11,047,404,229
Gross Margin	717,687,606	753,571,986	791,250,585	830,813,114	872,353,770	915,971,459	961,770,032	1,009,858,533	1,060,351,460	1,113,369,033	1,169,037,485	1,227,489,359
General and administrative Costs	430,612,563	432,143,192	474,730,351	498,487,869	523,412,262	549,382,875	577,062,019	605,915,120	636,210,876	668,021,420	701,422,491	736,493,515
Net Profit Before Income Taxes an	287,075,042	301,428,794	316,500,234	332,325,246	348,941,508	366,388,583	384,708,013	403,943,413	424,140,584	445,347,613	467,614,994	490,995,744
Depreciation	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000
Income Taxes	86,122,513	90,428,638	94,950,070	99,697,574	104,682,432	109,916,575	115,412,404	121,183,024	127,242,175	133,604,284	140,284,498	147,298,723
Net Income After Income Taxes an	198,852,530	208,901,156	219,450,164	230,527,672	242,159,056	254,372,008	267,155,609	280,660,389	294,798,409	309,643,329	325,230,496	341,597,020
GN	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
NS	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%

**YAN LUN LOGISTICS TANZANIA LIMITED**  
**P.O. BOX 90289, DAR ES SALAAM**  
**2028 PROJECTED CASH FLOW (IN TSHS)**

MONTHS	Jan-28	Feb-28	Mar-28	Apr-28	May-28	Jun-28	Jul-28	Aug-28	Sep-28	Oct-28	Nov-28	Dec-28
<b>EXPECTED REVENUE</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>	<b>BUDGET</b>
Service to be rendered (Times)	5,893,756	5,893,944	6,178,141	6,487,948	6,811,400	7,151,970	7,599,589	7,885,047	8,279,299	8,693,264	9,127,928	9,584,324
Selling price per Tonne (in TSHs)	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700	2,700
Expected Sales Revenues	15,130,148,574	15,886,647,803	16,680,979,983	17,515,028,982	18,398,789,431	19,310,319,453	20,275,835,426	21,289,627,197	22,354,108,557	23,471,813,915	24,645,404,604	25,877,674,928
Cost of Goods Sold	13,617,126,517	14,297,982,843	15,012,881,985	15,783,526,084	16,551,702,388	17,379,287,508	18,248,251,883	19,160,664,477	20,118,697,701	21,114,632,516	22,148,864,215	23,289,907,426
Gross Margin	1,513,024,057	1,588,664,960	1,668,097,998	1,731,502,898	1,839,078,043	1,931,031,945	2,027,583,543	2,128,962,720	2,235,410,856	2,347,181,398	2,464,540,488	2,587,767,492
General and administrative Costs	907,808,434	953,194,855	1,000,858,799	1,050,901,739	1,103,446,826	1,158,619,167	1,216,550,126	1,277,377,632	1,341,246,513	1,408,308,839	1,478,724,261	1,552,660,495
Net Profit Before Income Taxes an	605,205,623	635,465,904	667,239,199	700,601,159	735,631,217	772,412,778	811,033,417	851,585,088	894,164,342	938,872,559	985,816,187	1,035,106,997
Depreciation	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000
Income Taxes	181,561,687	190,639,771	200,171,760	210,180,348	220,689,365	231,723,833	243,310,025	255,475,526	268,249,303	281,661,718	295,744,856	310,532,099
Net Income After Income Taxes an	423,543,936	442,726,133	464,967,440	488,320,812	512,941,852	538,688,945	565,623,392	594,089,562	623,815,040	655,110,792	687,971,331	722,474,898
GP%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
NP%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%