

PROPOSED SEALS MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA



FEASIBILITY STUDY REPORT

April 2023

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EXECUTIVE SUMMARY

M/s Tese & Techo Engineering Limited (the promoter) is a private owned company with certificate of registration No. 30089 incorporated on 11th June, 1996. The company head office is located on Plot No. 76 Keko Mwanga Industrial area in Dar es Salaam, Tanzania. The objective of the company amongst others include import and/or export of spares, tools, equipment, items, components, gear parts, hardware and materials and consumables for all forms, trucks, cranes, marine and fishing vessels and crafts, airborne crafts, construction equipment, mining equipment, marine installations and off shore structures, industrial machinery and agricultural tractors and equipment. The company envisage diversifying its investment portfolio by installing seals manufacturing plant in Dares Salaam to take advantage of the existing and expanding local and foreign demand particularly for heavy equipment.

The proposed project is estimated to cost TZS 1,074,253,000.00 of which TZS 174,253,000.00 are for purchase of machinery and equipment. Factory building cost TZS 800,000,000, Furniture and fittings cost TZS 20,000,000.00 and working capital TZS 80,000,000.00. The financing of the project will be through equity funds from the project promoter (100%).

The proposed financing structure of the project will be as follows:

<input type="checkbox"/> Promoter's equity	TZS 1,074,253,000.00 (100%)
<input type="checkbox"/> Loan from Financial Institutions	<u>TZS 0.00 (0%)</u>
Total	TZS 1,074,253,000.00 (100%)

The Company targets on a monthly production capacity of 37,000 seals at full production per machine. Sales and marketing for the project product(s) will be mainly Tanzania. However, the company also plans to explore East Africa, Central and Southern markets.

The project financial analysis shows that the project is a viable undertaking. Financial indicators for the project are as follows; Average ROI is 20.0% Internal Rate of Return (IRR) is 75.4%, the payback period is 2.34 years while NPV at 18% is TZS 4,179,800,000. This implies that, the project is technically sound, financially viable and economically feasible thus worth financing.

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CHAPTER ONE

INTRODUCTION

1.1 Background of the Project

Tanzania is one of the world's poorest economies in terms of per capita income, however, it has achieved high growth based on gold production and tourism. The economy depends on agriculture, which accounts for more than one-quarter of GDP, provides 85% of exports, and employs about 80% of the work force. The World Bank, the IMF, and bilateral donors have provided funds to rehabilitate Tanzania's aging economic infrastructure, including rail and port infrastructure that are important trade links for inland countries. Recent banking reforms have helped increase private-sector growth and investment, and the government has increased spending on agriculture. GDP growth in 2021 grew to 4.9% from 4.8% recorded in 2020 showing a steady recovery from covid-19. Prior to covid GDP growth was 7% as recorded in 2019.

Tanzania therefore is an emerging economy with high growth potential. Whilst the economy is relatively diversified, a number of opportunities remain untapped in many sectors. In an attempt to make Tanzania the preferred destination for foreign direct investment, continuous improvements towards the creation of an enabling environment have been made. Investment opportunities existing in Tanzania have been categorized in terms of Lead Sectors and Priority sectors.

In 2021, the manufacturing sector contributed around 13.8% of GDP. The government has placed great emphasis on industrial diversification and encouraging establishment of import substitution industries. Tanzania manufacturing development reflects three periods of industrial development in post-independence Tanzania, namely: a period of adjustments, privatization and restructuring, 1991 – 2000s. The increase is evidence that the Tanzania manufacturing sector is recovering. In 2021, the industry and construction economic activities grew by 13.8% compared to 14.1% recorded in 2020. This growth was attributed to improved performance in amongst others construction industry. The existing growth potential in the manufacturing, mining, construction, agriculture and transportation sectors means more use of heavy-duty machines which require seals in most of their parts. It is on these grounds that M/s Tese and Techo envisages establishing seals manufacturing Plant in Dar es Salaam to grab the reigning local and foreign demand potential. The promoter plans to purchase and install Seal Master Machine CS500 for seals manufacturing.

1.2 Project Promoter

1.2.1 Background

The promoter of the proposed project is M/s Tese & Techo Engineering Limited (Tese & Techo). The promoter is a private owned company with certificate of registration No. 30089 incorporated on 11th June, 1996 under the Companies Ordinance (Cap 212, of the Laws of Tanzania). The company head office is located on Plot No. 76 Keko Mwanga Industrial Area in Dar es Salaam. Authorised share capital of the company at the time of registration was TZS 100,000,000 (One Hundred Million) divided into 100,000 shares of TZS 1,000 each (One Thousand). The company is owned by the Tanzania citizens namely Irene Materu, Stephen Nzalawahe, Richard Mafwili, Mtesigwa Maingu and Robert Mhidze (**Table 1.2 - 1 & Annex 1.2 - 1**).

Table 1.2 - 1: Shareholding Structure

S/N	Name of Shareholder	Number of Shares
1	Irene Arumasi Materu PO Box 31133 Dar es Salaam	50,000
2	Stephen Saulo Nzalawahe PO Box 2 Lupembe–Njombe	15,000
3	Richard Yona Mafwili PO Box 164 Dar es Salaam	10,000
4	Mtesigwa Ibrahim Maingu PO Box 63370 Dar es Salaam	10,000
5	Robert Mhidze PO Box 10692 Dar es Salaam	15,000

Following change of the company name, the company directors were also revised from five shareholders to two as herein (**Table 1.2 – 2 & Annex 1.2 - 2**).

Table 1.2 - 2: Revised Shareholding Structure

S/N	Name of Shareholder	Number of Shares
1	Irene Arumasi Materu PO Box 31133 Dar es Salaam– Tanzania	50,000
2	Abiud Mhidze PO Box 222 Dar es Salaam – Tanzania	50,000

M/s Tese & Techo started operations in 1996 focusing in the supply of industrial spares for local industries. The company is comprised of technical personnel with wide experience in various industries amongst others Port, Processing, Marine, Agriculture, Railway and Mining. The current focus in company activities is to serve the construction, port, mining, manufacturing, transport and marine industries. The company specialises in the supply of six main products namely:

- i) Construction Equipment and Parts;
- ii) RS Components;
- iii) Filtration Products;
- iv) Hydraulic Equipment and Parts;
- v) Pneumatic Equipment and Parts; and
- vi) Industrial Equipment and Parts.

1.2.2 Credit Relationship

Currently, M/s Tese & Techo is free from any financial encumbrances. Similarly, the company directors for Tese & Techo have good understanding of credit management thus assure promising loan servicing should need be.

1.3 Aim and Objectives of the Project

The aim of the project promoter is to establish seals manufacturing plant in Dar es Salaam to take advantage of the unfulfilled demand in local and foreign markets. Specifically, the objectives of the company are to:

- i) Install a BETA seal machine in Dar es Salaam to serve clientele in Dar es Salaam, neighboring regions and countries; and
- ii) Operate the machine as per the Business Plan.

CHAPTER TWO

PROJECT DESCRIPTION AND TECHNICAL ANALYSIS

2.1 Project Concept

M/s Tese & Techo Engineering Limited amongst others distributes imported industrial products in Tanzania including seals. It could be noted that, about five (5) years back in Africa, seal manufacturing plants were only available in five (5) countries namely South Africa, Nigeria, Equatorial Guinea, Libya and Morocco. In 2023, several countries have seal manufacturing machines including Kenya in EAC. To this end, East and Central Africa mostly imports seals from either these countries or from Europe which is relatively expensive but no option. Having over 27 years' experience in the supply of industrial seals amongst others, shareholders of Tese & Techo decided to setup seals manufacturing plant in Dar es Salaam to grab the ever-increasing demand and benefit from economies of scale. It is on these grounds that, M/s Tese & Techo is contemplating establishing seals manufacturing plant in Dar es Salaam in Tanzania.

2.2 Project Plot Description

2.2.1 Location and Size

M/s Tese & Techo plans to install one BETA machine in Dar es Salaam. The machine shall be installed on Plot No. KUND/MTN/1523 in Kunduchi Mtongani area. The property on this plot has a total area measuring 2,465 sq.m and it is owned by Mr. Abiud Mhidze (company director). The company has allocated a total of 200 sq.m for the proposed plant.

2.2.2 Ownership and Tenancy

The property where the plant is to be installed is owned by Mr. Abiud Mhidze who is one of the Company Directors for M/s Tese & Techo Engineering Limited following. The plot has no Title deed but process is in progress (**Annex 2.2 - 1**).

2.2.3 Supportive Economic Infrastructure

Infrastructural Network around the plot in comprise of an all-weather tar road to the site, three phase electricity, clean water from DAWASCO and good communication. Drainage is by public main sewer.

2.2.4 Existing Development

The existing development on site is a purposely built house. Generally, the building is in good condition. Part of the building will be used as factory building where the Seal Plant is proposed to be installed for M/s Tese &Techo as well as an outlet shop. Other part of the building will be used as office.

2.3 Technical Analysis

2.3.1 Production and Operational Processes

The proposed BETA machine to be installed produces seals of various profiles and sizes based on the semi-finished products (raw materials). The process is automated using special software which comes with the machine to configure various tools with respect to intended seal profiles and size. The average time needed to produce a seal with this technology ranges between 30 – 75 seconds depending on seal profile and size. The raw materials are from M/s Mastor of Portugal and the machine is from M/s BETA Co. Ltd (BETA) of China. M/s BETA is a global company with its' headquarter located in Shandong, China. BETA manufactures CNC lathe machines for turning seals, semi-finished materials as well as machined seals (**Fig. 2.3 – 1& 2 & Annex 2.3 – 1**).



Fig. 2.3 – 1: Semi Finished Products



Fig. 2.3 – 2: Finished Product (Seal)

M/s Tese &Techo therefore will adopt standard industrial process and procedures with defined technical tolerances in the production process. The raw materials to be used will be semi-finished products from M/s Major of Portugal.

2.3.2 Proposed Plant Capacity

The proposed BETA seal machine for this project is Fastseal CS500. Based on the production time of 1 minute per seal, the plant capacity is 520 seals per shift per machine. However, the plant can efficiently work up to three shifts of eight hours in a day. To this end, the total plant capacity for three shifts is 1,560 seals a day. This could be translated into 39,000 seals per month which is equivalent to 468,000 seals per annum. However, the proposed capacity utilisation will be 80% in year 1, 90% in year 2, and 95% from year 3 onwards. To this end, the target production will be 11,440; 22,815; and 37,050 seals per month for year 1, year 2 and year 3 onwards respectively.

2.3.3 Total Project Costs

The proposed project is estimated to cost TZS 1,074,253,000.00 of which TZS 174,253,000.00 are for purchase of machinery and equipment. Factory building costs TZS 800,000,000, Furniture and fittings costs TZS 20,000,000.00 and working capital TZS 80,000,000.00 (**Table 2.3 - 1 and Annex 2.3 – 2&3**).

Table 2.3 - 1: Estimated Total Cost of the Project

Item	Total Amount (Fig. in Euros)	Total Amount (Fig. in TZS)
Land and Building	313,000.00	800,000,000.00
Seal Master Machinery & Equipment	68,000.00	174,253,000.00
Furniture and Fittings	8,000.00	20,000,000.00
Working Capital	31,000.00	80,000,000.00
Total Project Cost	420,000.00	1,074,253,000.00

Exchange rate Euros/TZS = 2,670

2.3.4 Project Finance and Financing Plan

Total estimated capital investment of the project is TZS 1,074,253,000.00. The financing of the project costs will be through equity funds from the project promoter M/s Tese & Techo Engineering Limited (100%) (**Table 2.3 - 2**).

Table 2.3 - 2: Proposed Project Financing Plan

Item	Value in TZS	Percentage
Equity from M/s Tese & Techo Engineering Limited	1,074,253,000.00	100%
Term Loan from Financial Institution(s)	0.00	0%
Total	1,074,253,000.00	100%

2.3.5 Project Management

2.3.5.1 Board of Directors

Management of M/s Tese & Techo Engineering Limited is vested in the Board of Directors who is the policy making and controlling authority. The Board is also responsible for approving annual budgets of the company. In this respect, the Board is the overseer of all company projects.

2.3.5.2 Day to Day Management

The Day-to-day management of the company is vested to the General Manager who is directly responsible to the Board of Directors. For the project under review, the General Manager will be assisted by the Plant Operators accountable to him.

2.3.5.3 Key Project Personnel

The project key personnel in the first year of operation therefore will be as follows:

Table 2.3 - 4: Project Key Personnel

S/N	Staff/Year	Year 1
1	General Manager	1
2	Legal and HR Personnel	1
3	Factory Accountants	1
4	Sales Executives	1
5	Machine Operators	1
6	Store Keeper - Raw Materials	1
7	Store Keeper - Finished Goods	1
8	Packing Personnel	1
9	Office Assistants	1
	Total Man Power	9

2.3.5.4 Human Resource and Management Strategy

Constant on job training and refresher programmes will be the key success factors amongst others to ensure that the rated capacity of income generation and project reputation is enhanced and maintained. The company shall employ a simple organisation structure as presented herein.

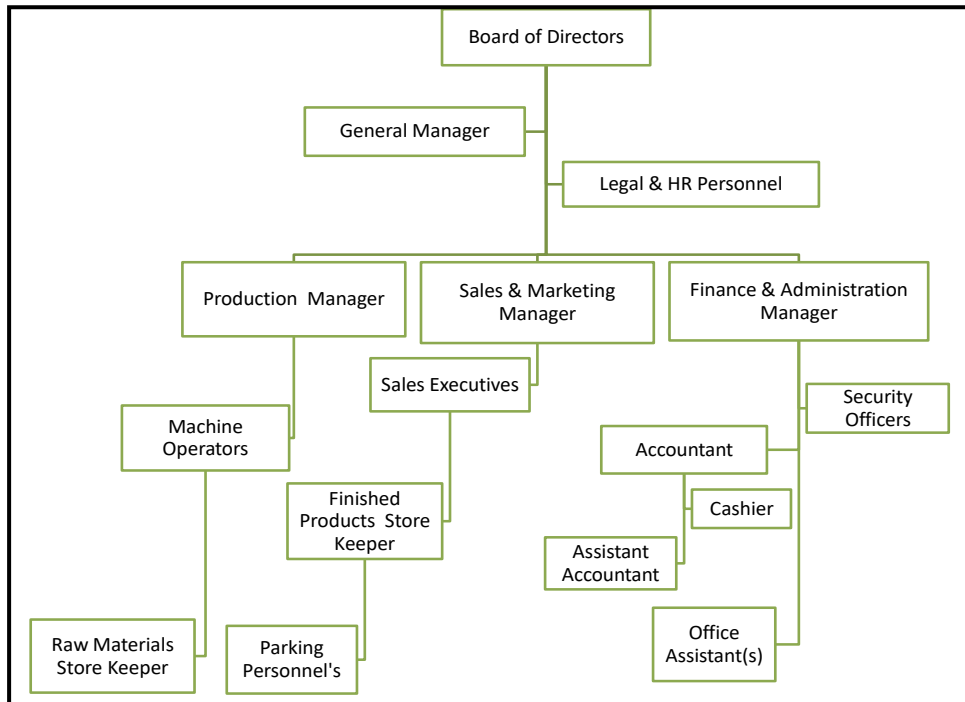


Fig. 2.3 - 3: Proposed Organogram for the Seals Factory

CHAPTER THREE

MARKETABILITY ANALYSIS

3.1 The Proposed Product and Pricing

The proposed BETA CS500 can produce numerous seals of various profiles and size. The CS500 for instance can manufacture seals to the diameter of 500mm. The minimum diameter of seals to be manufactured for the machine is 2.5mm. However, based on industry experience in Africa, M/s Tese &Techo Engineering Limited focuses on manufacturing seals mainly with diameters between 3 – 5 inches using HPU, NBR and POM semi-finished products/materials. A survey of seals pricing strategy based on existing manufacturers including M/s Mastor where the raw materials are to be purchased indicate that manufacturing cost to sales revenue are in the ration of 1:3. This means if the manufacturing costs is 10 Euros then the Ex-factory sales price will be 30 Euros. The reining pricing strategy reveals acute supply of seals against demand. The imported seals of similar size for instance sales at TZS 4,800 - TZS 15,000 per piece.

However, M/s Tese &Techo products price will range between 1 – 4 Euros (TZS 3,600 – TZS 10,600) VAT inclusive. With this price the company targets a profit margin of between 15% – 20%. The price structure has been set so as to increase sales and thus enjoy economies of scale. This price therefore will attract more retail sellers and thus final consumers (customers) for it is below the prices for imported seals from other manufacturers (**Table 3.1 – 1**).

Table 3.1 – 1: Average Product Pricing Disaggregated by Material Type

Material Type	Product Description (Seals)	Unit Price (Fig. in Euros)	Unit Price (Fig. in TZS)
HP	HP 6 x 11 x 16 mm	1.6	1,000.00
	HP 11 x 11 x 16 mm	2.32	1,000.00
	HP 16 x 13 x 16 mm	3.3	1,000.00
BR	BR 6 x 11 x 16 mm	2.1	1,000.00
	BR 6 x 11 x 16 mm	2.0	1,200.00
	BR 11 x 13 x 16 mm	3.0	1,200.00
POM	POM 6 x 11 x 16 mm	1.3	3,000.00
	POM 11 x 11 x 16 mm	2.21	1,600.00
	POM 12 x 11 x 16 mm	2.3	1,200.00

3.2 Target Market

Oil seals are widely used in agriculture, transport, mining/drilling, industrial machinery, marine, material handling equipment, construction and power generating equipment. However, so far there is no seal manufacturing plant in Tanzania and/or East African region. The target market for Tese & Techo seals therefore is Tanzania and nearby countries such as Uganda, Burundi, Rwanda, Zambia, Malawi, Mozambique and DRC. The intended customers for the business therefore are the wholesalers, distributors and direct users in industrial plants, marine, mining, construction and transport. The key target use of the seals is heavy duty equipment as described in the target sectors bellow (Table 3.2 – 1).

Table 3.2 – 1: Description of Market Analysis

S/N	Target Sector	Typical Equipment with High Usage of Seals
1	Agriculture	Tractors Combined Harvesters Pumps
2	Transport	Heavy Duty Trucks Public Buses >25 passengers Trailers/Semi Trailers
3	Mining/Drilling and Industrial	Construction Equipment Drilling machines/Boring machines Winches/Loaders Moulding machines

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S/N	Target Sector	Typical Equipment with High Usage of Seals
4	Construction	Bulldozers/Graders/Rollers Rock cutters Quarrying machines
5	Power	Heavy Duty Generators and construction projects

3.3 Description of Market Size and Trends

Tanzania similar to most of the African countries is an emerging economy with high growth potential especially in sectors such as construction, manufacturing, mining, oil and gas, agriculture and transport. Due to the fast growth in these sectors, importations of heavy-duty equipment have been significantly increasing. Statistics from the Tanzania Revenue Authority (TRA) show that construction sector is growing at a very high rate resulting in growth of manufacturing sector especially in Iron and Steel Industries. With the booming oil and gas in Tanzania, more heavy-duty equipment are going to be imported thus creating pressure in the seal market demand.

Despite such growth potential, there is no seal manufacturing plant in Tanzania and most of East African region. To this end, users of various equipment import seals from equipment manufacturers which is not only time consuming but also expensive. The cost of seals in this case could be extended to the down time for the equipment at site which have huge impact to the contracts especially in the construction industry.

Table 3.3 – 1: Value of Imported Heavy Duty Equipment and Major Components

Products	2017	2018	2019	2020	2021	Percentage Change
Value of imported heavy duty equipments & major components which uses seals (Fig. in USD Millions)	1,412.50	1,411.80	1,617.40	1,501.20	1,713.00	14.1

Source: National Economic Survey, 2021

3.4 Market Strategies and SWOC Analysis

3.4.1 Market Strategies

M/s Tese & Techo seals will be sold and marketed through the market-value chain whereby a producer (Tese & Techo) uses a distributor/wholesaler for the initial purchase of goods, then the distributor sells to other wholesalers and sub-wholesalers who in turn sale to retailers and finally to consumers. However, direct sales strategy will also be employed especially on special orders.

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Specifically, Tese & Techo marketing strategy will place a great deal of emphasis on generating increased levels of effective product demand by conducting effective promotional and educational campaigns that are supported by improved availability of product through more efficient and effective distribution networks. The planned strategy will include the following:

- i) Undertake aggressive marketing all over Tanzania to potential seal user such as port industry, construction industry, mining industry and etc.
- ii) Identify and appoint territorial distributors who will enter into incentive-based distributorship agreement with Tese & Techo. This will run concurrently with Tese & Techo conducting “concentrating marketing” to regions with strong historical sales performance;
- iii) Enter into agreements with large users of seals in industrial plants, marine, mining, transport and construction;
- iv) Enter into agreement with equipment dealers in Tanzania and nearby foreign countries; and
- v) Secure links with large regional and international contractors operating in the local and foreign market to ensure production orders are well received in advance.

3.5 Competition Analysis

Basically, competition to the proposed project is expected particularly from the existing manufacturers in Kenya, South Africa, Nigeria, Morocco, Libya and Equatorial Guinea. However, it could be noted that the pricing strategy for all these manufacturers is relatively expensive as opposed to the pricing strategy for Tese & Techo for similar quality. Similarly, importation costs from these manufacturers will further escalate the seals price thus making it cheaper ordering from Tese & Techo. Therefore, the existing seals manufacturers will not pose serious competition to the proposed project.

3.6 Project Implementation Schedule

Project implementation schedule is shown on the next page, the project will take about three months to be completed.

CHAPTER FOUR

FINANCIAL AND ECONOMIC VIABILITY

4.1 Assumptions

The financial assessment and projections are based on the following assumptions (**Appendix 4.1 - 1**):

- i) The average time to manufacture one seal is 1 minute, and one shift is equivalent to 8 hours;
- ii) Estimated cost of the project is TZS 1,074,253,000 (**Appendix 4.1 - 2**);
- iii) Project costs and revenue are assumed to increase at 5% per annum;
- iv) Discount rate is 18% on the projected cash flows;
- v) Cost estimates for legal and consultancy fees is 0.5% of turnover, insurance at 1.5% of the capital investment, corporate tax 30% of gross profit, VAT is 18% of income from operations, and factory building lease growth rate is 2% p.a;
- vi) House lease rate is USD 4/sq.m, average electricity bills is TZS 800,000/month, average water bills is TZS 150,000/month, security charges is TZS 600,000/month, communication costs is TZS 400,000/month and other office expenses is TZS 500,000/month;
- vii) Depreciation cost is calculated at 12.5% for furniture and fittings/equipment on a straight-line basis;
- viii) Plant capacity utilization is assumed to be 80% in year 1, 90% in year 2, and 95% from year 3 onwards (**Appendix 4.1 - 3**);
- ix) Average sales price for one seal ranges between TZS 3,200 – TZS 9,000 (VAT inclusive) depending on size and materials used;
- x) Average cost of sales are as detailed in **Appendix 4.1 - 1, 4.1 - 2 & 4.1 - 9**;
- xi) Project life span is assumed to be 10 years. However, the project will go beyond this period; and
- xii) Exchange rate is Euros/TZS is 2,554 and USD/TZS is 2,386.

4.2 Projected Cash Flow Statement

The details of sources and application of funds are presented in **Appendix 4.1 - 4**. The cumulative cash balance is positive throughout the life of the project. As such, the project does not require intermediate funds besides the initial investment. The cumulative net cash at the end of year 10 is TZS 8.82 billion. If the scrap value is included the amount rises to TZS 8.95 billion.

4.3 Projected Discounted Cash Flow

The discounted Cash flow is presented in **Appendix 4.5**. The key financial results are as follows:

- Net Present Value (NPV) at 18% TZS 4,179,800,000
- Internal Rate of Return (IRR) 75.4%
- Average Return on Investments (ARoI) 19.3%
- Payback Period (PBP) - Normal 1.91 Years
- Payback Period (PBP) – Dynamic 2.34 Years

The above profitability indicators suggest that the project is financially viable since the projected cash flows sufficiently cover the initial capital outlay. The results therefore indicate that the proposed project is financially and economically viable hence worth to be implemented.

4.4 Project Sensitivity Analysis

Sensitivity analysis was carried out to tests viability of the project due to changes in revenue and operating costs. The following profitability indicators are derived (**Appendix 4.1 - 6(a, b & c)**):

Table 4.4 - 1: Sensitivity Analysis

Financial Viability Indicators	Base Case	-20% Revenue	+20% Operating Costs	+20% Operating Costs & -20% Sales Revenue	Switching values for Capacity Utilisation - 60.76-21%
Net Present Value (NPV)	TZS 4,179,800,000	TZS 2,331,000,000	TZS 3,062,100,000	TZS 1,014,100,000	TZS 0.00
Internal Rate of Return (IRR)	75.4%	66.8%	66.8%	63.3%	10.0%
Average Return on Investments (ARoI)	19.3%	10.0%	10.0%	13.0%	6.3%
Payback Period (Normal) (PBP)	2.00 Years	2.32 Years	2.06 Years	2.60 Years	0.00 Years
Payback Period (Dynamic) (PBP)	3.02 Years	3.00 Years	2.62 Years	3.00 Years	0.00 Years

Based on sensitivity results in the table above the following inferences could be made:

- An increase of 20% in the operating costs reduces the project IRR from 75.4% to 66.8%. The project remains viable with capital cost increase of 20%;

- A decrease in sales revenue by 20% reduces the project IRR from 75.4% to 55.0%. The project remains viable with a 20% reduction in sales revenue;
- A simultaneous reduction in revenue by 20% and cost increase by 20% reduces the project IRR to 45.3%; and
- The switching values for the project operational capacity is 30.24%. This implies that if the capacity utilization is lowered by 69.76%, the project will be at break even.

The above profitability indicators show that the project is more sensitive to changes in sales revenue than to the operating cost. However, under all sensitivity scenarios the project still yields positive Net Present Value (NPV) and Internal Rate of Return (IRR) greater than the assumed cost of capital (18%) which implies that project has a room to absorb any hit of decrease in revenue by 20%.

4.5 Projected Balance Sheet

This statement is presented in **Appendix 4.1 - 7**. The analysis show that the project's net worth will increase from TZS 1,293.94 million in year 1 to TZS 9,656.71 million in year 10.

4.6 Revenue Vs Cost Analysis

A typical Revenue-Cost Analysis (RC-A) was done to test the ability of the project to meet the projected costs/liabilities given the projected revenue. The costs stream constitutes of the principal loan amount and interest as well as other costs associated with running the project. The RC-A indicate that, under base scenario the project revenues can sufficiently cover the project liabilities by 219% and 218% with and without plant residual value respectively. This implies that, under base case the project can generate 118% excess revenue over and above the project costs (**Table 4.6 – 1& 2**).

Table 4.6 - 1: Revenue Vs Cost Analysis - Plant Residual Value Inclusive

S/N	Item	Total Revenue Revenue	Plant Residual Value	Total Revenue & Plant Residual Value	Costs				Revenue /Cost Analysis
					Loan	Operating Costs	Equity Funds	Total Costs	
1	Annual Average Revenue/Costs	TZS 2,060,032,000.00	TZS 12,660,000.00	TZS 2,072,692,000.00	TZS 0.00	TZS 1,200,000,000.00	TZS 0.00	TZS 1,360,000,000.00	2.10
2	Semi-Annual Average Revenue/Costs	TZS 1,030,016,000.00	TZS 6,330,000.00	TZS 1,036,346,000.00	TZS 0.00	TZS 600,000,000.00	TZS 0.00	TZS 600,000,000.00	2.10
3	Monthly Average Revenue/Costs	TZS 200,003,000.00	TZS 1,000,000.00	TZS 201,003,000.00	TZS 0.00	TZS 100,000,000.00	TZS 0.00	TZS 110,000,000.00	2.10

Table 4.6 - 2: Revenue Vs Cost Analysis - Plant Residual Value Exclusive

S/N	Item	Total Revenue	Plant Residual Value	Total Revenue & Plant Residual Value	Costs				Revenue /Cost Analysis
					Loan	Operating Costs	Equity Funds	Total Costs	
1	Annual Average Revenue:Costs	T.S 2,60,032,000.00	T.S 0.00	T.S 2,60,032,000.00	T.S 0.00	T.S 1,200,000,000.00	T.S 00,021,006.00	T.S 1,360,360,006.00	2.10
2	Semi-Annual Average Revenue:Costs	T.S 1,00,016,000.00	T.S 0.00	T.S 1,00,016,000.00	T.S 0.00	T.S 630,020,000.00	T.S 00,060,023.00	T.S 600,100,023.00	2.10
3	Monthly Average Revenue:Costs	T.S 20,003,000.00	T.S 0.00	T.S 20,003,000.00	T.S 0.00	T.S 100,000,000.00	T.S 0,060,0002.00	T.S 110,360,0002.00	2.10

4.7 Projected Project Benefits

The proposed project has a number of developmental values to the country, some of the project benefits include:

- i) Contribution of revenue to the Government through various taxes amounting to TZS 8.21 billion for the plan period;
- ii) Creation of employment to at least 10 people on permanent basis and at least 50 casual labours; and
- iii) The project will contribute to increase GDP of the country and general per capital income.

CHAPTER FIVE

CONCLUSION AND RECOMMENDATIONS

5.1 Conclusion and Recommendations

The project evaluation carried out in this study has demonstrated that the venture is profitable and offers attractive return of the funds to be invested. The return on equity over the project duration evaluated is quite high. Similarly, this project is in line with the National Development Policy thus worth financing.

The assessment of the viability of the proposed development demonstrates a high-income earning capacity. On the basis of the analysis, the investment will yield an IRR of 75.4% p.a which is greater than the cost of capital, 18% p.a. This financial assessment is based on a pessimistic ground with sales price of TZS 3,200 – TZS 9,000 (VAT Inclusive) for seals size between 3 – 5 inches of different materials. On the other hand, to-date, there is no similar seal manufacturing plant in Tanzania and/or East Africa. Similarly, the scope of the project is relatively small compared to the potential demand. In this regard, it is recommended to finance implementation of the project at hand.

APPENDICES

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

ASSUMPTIONS

Building Plan and Salaries (Excluding Statutory Deductions)	Rate in TZS
General Manager	7,500,000.00
Legal and HR Personnel	5,000,000.00
Factory Accountants	4,000,000.00
Sales Executives	1,000,000.00
Machine Operators	700,000.00
Store Keeper - Raw Materials	600,000.00
Store Keeper - Finished Goods	600,000.00
Packing Personnel	300,000.00
Office Assistants	400,000.00

Utilities, Lease and Security	Rate in TZS
Average electricity bills per month	800,000.00
Average water bills per month	150,000.00
Average Machine Maintenance & Repair cost/month	600,500.00
Security charges per month	600,000.00
Average fuel costs for standby generator Per month	400,000.00
Factory Building Capacity in Square meters - DM	78

Item	Unit	Unit Description
Monthly number of days	30 days	
Monthly number of days for production	25 days	
Annual number of months	12 Months	
Exchange rate USD/TZS	2,386	
Exchange rate Euro/TZS	2,554	
Factory Building Lease Growth Rate/year	2%	
Value Added Tax (VAT) Rate	18%	
Corporate Tax Rate	30%	
Factory Insurance	1.5%	of CAPEX
Depreciation: Machinery, Fixtures & Fittings	4.00%	of property Value
Depreciation: Furniture and Fittings	12.50%	of property Value
Depreciation: Building	5.00%	of property Value
Annual fuel consumption volume growth rate	5%	
Annual production output & inputs growth rate	10%	
Annual Sales Price Growth Rate	5%	
Annual Costs Growth Rate	5%	
Sale Invoice (i.e. NSDR)	10%	
Statutory Deductions (i.e. PAYE)	5%	
Operating Profit Margin for seal	50%	
Discount Factor for Cashflows	18.00%	
Interest Rate on Loans	18%	Cost of capital

Source Type	Product Description (Shade)	Unit Price (TZS per Kilowatt Hour)	Unit Price (TZS per Kilowatt Hour)
HTU	HTU 84 x 84 x 150 mm	1.88	4,800.00
HTU	HTU 74 x 74 x 150 mm	2.32	5,900.00
HTU	HTU 128 x 128 x 150 mm	3.77	9,500.00
HTU	HTU 56 x 56 x 150 mm	2.19	5,500.00
HTU	HTU 74 x 74 x 150 mm	2.82	7,200.00
HTU	HTU 128 x 128 x 150 mm	3.88	9,700.00
HTU	HTU 84 x 84 x 150 mm	4.03	10,200.00
HTU	HTU 86 x 118 x 150 mm	2.74	6,900.00
HTU	HTU 128 x 128 x 150 mm	2.69	6,800.00

Lease Rate	Rate in USD	Description
Factory Building Lease Rate - Per sq Square Meter	4.00	Per Square Meter

Other Costs	Rate in TZS	Description
Average Communication Costs	400,000.00	per month
Other Office Expenses	500,000.00	per month
Legal and Consultancy Fees	0.50%	of Sales Revenue

Sidings value = book value at the end of the projected project period

VAT Factor	Rate
Inventory days	30 days
Debtors days	30 days
1.18	

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

DAILY PRODUCTION VS MATERIAL REQUIREMENTS - YEAR 1: 1 Shift

Material Type	Materials Description (Tubes)	Qty In Pcs	Proportion	Unit Price in Euros	Unit Price in TZS	Amount in Euros	Amount in TZS	Description		Daily Production Qty's (Seals)
								Length	Unit	
HPU	HPU 64 x 84 x 165 mm	2	20%	18.18	46,433.00	36.36	92,865.99	7 mm	6 mm	234
	HPU 74 x 110 x 165 mm	3	30%	33.22	84,847.71	99.66	254,543.13	1 minute	1 day	121
	HPU 106 x 134 x 165 mm	5	50%	32.40	82,739.38	161.98	413,696.92	8 hrs	1	121
	NBR 56 x 84 x 150 mm	1	20%	22.02	56,227.59	22.02	56,227.59	165 mm	150 mm	
	NBR 76 x 104 x 150 mm	2	30%	20.44	52,193.54	40.87	104,387.09	150 mm	150 mm	
NBR	NBR 105 x 135 x 150 mm	3	50%	28.91	73,824.65	86.72	221,473.94	POM length		
	POM 60 x 80 x 150 mm	1	20%	7.77	19,854.80	7.77	19,854.80			
	POM 80 x 110 x 150 mm	2	30%	10.89	27,806.68	21.78	55,613.35			
POM	POM 120 x 140 x 150 mm	3	50%	10.99	28,072.29	32.97	84,216.87			
						510.13	1,302,879.68			

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

DAILY PRODUCTION VS MATERIAL REQUIREMENTS - YEAR 2: 2 Shifts

Material Type	Materials Description (Tubes)	Qty in Pcs	Proportion	Unit Price in Euros	Unit Price in TZS	Amount in Euros	Amount in TZS	Daily Production Qty's (Seals)
HPU	HPU 64 x 84 x165 mm	4	20%	18.15	46,355.10	72.60	185,420.40	481
	HPU74 x 110 x165 mm	6	30%	22.65	57,848.10	135.90	347,088.60	
	HPU 106 x 134 x165 mm	9	50%	36.38	92,901.75	327.38	836,115.75	
NBR	NBR 56 x 84 x 150 mm	2	20%	18.56	47,408.63	37.13	94,817.25	242
	NBR 76 x 104 x 150 mm	3	30%	24.19	61,774.88	72.56	185,324.63	
	NBR 105 x 135 x 150 mm	5	50%	34.31	87,634.13	171.56	438,170.63	
POM	POM 60 x 80 x 150 mm	2	20%	8.85	22,602.90	17.70	45,205.80	242
	POM 80 x 110 x 150 mm	3	30%	19.05	48,653.70	57.15	145,961.10	
	POM 120 x 140 x 150 mm	5	50%	17.48	44,631.15	87.38	223,155.75	
						979.35	2,501,259.90	

Description	Length	Unit	Production Length	Av. No. of Seals per Pc	Materials Consumption /day (pcs)	Proportion	Daily Production Qty's (Seals)
Clamping length	7 mm	mm					
Av. Seal Thickness	6 mm	mm					
Average Seal Production Time	1 minute	minute					
Number of Shift per day	2 day	day	960	minutes/day			
Number of Hours per Shift	8 hrs	hrs					
Number of Seal Matches	1						
HPU length	165 mm	mm	158	26	37	50.0%	481
NBR length	150 mm	mm	143	23	42	25.0%	242
POM length	150 mm	mm	143	23	42	25.0%	242

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

DAILY PRODUCTION VS MATERIAL REQUIREMENTS - YEAR 3 ONWARDS: 3 SHIFTS

Description		Length	Unit	Production Length	Av. No. of Seals per Pc	Materials Consumption (day (pcs))	Proportion	Daily Production Qty's (Seals)
Clamping length		7 mm						
Av. Seal Thickness		6 mm						
Average Seal Production Time		1 minute						
Number of Shift per day		3 day						
Number of Hours per Shift		8 hrs		1440 minutes/day				
Number of Seal Machines		1						
HPU length		165 mm		158	26	55	50.0%	715
NBR length		150 mm		143	23	63	25.0%	362
POM length		150 mm		143	23	63	25.0%	362
Material Type	Materials Description (Tubes)	Qty in Pcs	Proportion	Unit Price in Euros	Unit Price in TZS	Amount in Euros	Amount in TZS	
HPU	HPU 64 x 84 x165 mm	6	20%	18.15	46,355.10	108.90	278,130.60	
	HPU74 x 110 x165 mm	8	30%	22.65	57,848.10	181.20	462,784.80	
	HPU 106 x 134 x165 mm	14	50%	36.38	92,901.75	509.25	1,300,624.50	
NBR	NBR 56 x 84 x 150 mm	3	20%	18.56	47,408.63	55.69	142,225.88	
	NBR 76 x 104 x 150 mm	5	30%	24.19	61,774.88	120.94	308,874.38	
	NBR 105 x 135 x 150 mm	8	50%	34.31	87,634.13	274.50	701,073.00	
POM	POM 60 x 80 x 150 mm	3	20%	8.85	22,602.90	26.55	67,808.70	
	POM 80 x 110 x 150 mm	5	30%	19.05	48,653.70	95.25	243,268.50	
	POM 120 x 140 x 150 mm	8	50%	17.48	44,631.15	139.80	357,049.20	
						1,512.08	3,861,839.55	

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

PRODUCTION FORECAST

Material Requirements Forecast Disaggregated by Type and Size

Fig. in Pcs

Material Type	Materials Description (Tubes)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	Capacity Utilisation	80%	90%	95%	95%	95%	95%	95%	95%	95%	95%
HPU	HPU 64 x 84 x 165 mm	480	1,080	1,710	1,710	1,710	1,710	1,710	1,710	1,710	1,710
	HPU 74 x 110 x 165 mm	720	1,620	2,280	2,280	2,280	2,280	2,280	2,280	2,280	2,280
	HPU 106 x 134 x 165 mm	1,200	2,430	3,990	3,990	3,990	3,990	3,990	3,990	3,990	3,990
NBR	NBR 56 x 84 x 150 mm	240	540	855	855	855	855	855	855	855	855
	NBR 76 x 104 x 150 mm	480	810	1,425	1,425	1,425	1,425	1,425	1,425	1,425	1,425
	NBR 105 x 135 x 150 mm	720	1,350	2,280	2,280	2,280	2,280	2,280	2,280	2,280	2,280
POM	POM 60 x 80 x 150 mm	240	540	855	855	855	855	855	855	855	855
	POM 80 x 110 x 150 mm	480	810	1,425	1,425	1,425	1,425	1,425	1,425	1,425	1,425
	POM 120 x 140 x 150 mm	720	1,350	2,280	2,280	2,280	2,280	2,280	2,280	2,280	2,280

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

Material Product Output Forecasts: Number of Seals Disaggregated by Material Type and Size

Fig. In Pcs

Material Type	Product Description (Seals)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	Capacity Utilisation	80%	90%	95%	95%	95%	95%	95%	95%	95%	95%
HPU	HPU 64 x 84 x165 mm	12,480	28,080	44,460	44,460	44,460	44,460	44,460	44,460	44,460	44,460
	HPU 74 x 110 x165 mm	18,720	42,120	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
	HPU 106 x 134 x165 mm	31,200	63,180	103,740	103,740	103,740	103,740	103,740	103,740	103,740	103,740
NBR	NBR 56 x 84 x 150 mm	6,240	14,040	22,230	22,230	22,230	22,230	22,230	22,230	22,230	22,230
	NBR 76 x 104 x 150 mm	12,480	21,060	37,050	37,050	37,050	37,050	37,050	37,050	37,050	37,050
	NBR 105 x 135 x 150 mm	18,720	35,100	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
POM	POM 60 x 80 x 150 mm	6,240	14,040	22,230	22,230	22,230	22,230	22,230	22,230	22,230	22,230
	POM 80 x 110 x 150 mm	12,480	21,060	37,050	37,050	37,050	37,050	37,050	37,050	37,050	37,050
	POM 120 x 140 x 150 mm	18,720	35,100	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
No. of Seals Produced/Annum		137,280	273,780	444,600	444,600	444,600	444,600	444,600	444,600	444,600	444,600

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

Material Product Output Forecasts: Number of Seals Disaggregated by Material Type and Size

Fig. in Pcs

Material Type	Product Description (Seals)	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	Capacity Utilisation	80%	90%	95%	95%	95%	95%	95%	95%	95%	95%
HPU	HPU 64 x 84 x 165 mm	12,480	28,080	44,460	44,460	44,460	44,460	44,460	44,460	44,460	44,460
	HPU 74 x 110 x 165 mm	18,720	42,120	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
	HPU 106 x 134 x 165 mm	31,200	63,180	103,740	103,740	103,740	103,740	103,740	103,740	103,740	103,740
NBR	NBR 56 x 84 x 150 mm	6,240	14,040	22,230	22,230	22,230	22,230	22,230	22,230	22,230	22,230
	NBR 76 x 104 x 150 mm	12,480	21,060	37,050	37,050	37,050	37,050	37,050	37,050	37,050	37,050
	NBR 105 x 135 x 150 mm	18,720	35,100	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
POM	POM 60 x 80 x 150 mm	6,240	14,040	22,230	22,230	22,230	22,230	22,230	22,230	22,230	22,230
	POM 80 x 110 x 150 mm	12,480	21,060	37,050	37,050	37,050	37,050	37,050	37,050	37,050	37,050
	POM 120 x 140 x 150 mm	18,720	35,100	59,280	59,280	59,280	59,280	59,280	59,280	59,280	59,280
No. of Seals Produced/Annum		137,280	273,780	444,600	444,600	444,600	444,600	444,600	444,600	444,600	444,600

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

437.50

CAPITAL INVESTMENT						
Item	Qty	Unit Cost in Euros	Unit Cost in TZS	Amount in Euros	Amount in TZS	Remarks
Plant and Machinery						
Price for Basic Machine & Equipments SME500 - CIF Dar	1	55,469.36	141,666,750.00	55,469.36	141,666,750.00	Annex 2.3 - 1
Import duty, Customs, and Clearing Charges	1	12,757.95	32,583,812.50	12,757.95	32,583,812.50	
Land and Building						
Land and building Value - Dar es Salaam Plant	1	313,234.14	800,000,000.00	313,234.14	800,000,000.00	Est. Property Value
Fixtures and Furniture						
Fixtures and Furnitures - Dar es Salaam	1	7,830.85	20,000,000.00	7,830.85	20,000,000.00	
Working Capital						
Working Capital - 6month opes	1	31,323.41	80,000,000.00	31,323.41	80,000,000.00	
TOTAL ESTIMATED PROJECT COSTS				420,615.73	1,074,252,562.50	
Financing Structure Schedule						
Equity from M/s Tese & Techo Engineering Limited	100.0%			Fig. in Euros	Fig. in TZS	
Term Loan from Financial Institution(s)	0.0%			420,615.73	1,074,252,562.50	
Total Investment Costs				420,615.73	1,074,252,562.50	

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

SALES REVENUE PROJECTION

Material Type	Description	Capacity Utilization	Fig. 4.1.22												
			Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
HPU	HPU 70 x 78 x 8 mm	80%	41,152,000.00	137,592,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00	217,604,000.00
	HPU 90 x 102 x 8 mm	80%	170,448,000.00	348,508,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00	348,752,000.00
	HPU 120 x 127 x 8 mm	80%	296,470,000.00	600,210,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00	600,520,000.00
Subtotal Sales Revenue for HPU Make Seals			408,070,000.00	986,310,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	1,165,126,000.00	
NBR	HPN 70 x 78 x 8 mm	80%	34,320,000.00	77,220,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	122,268,000.00	
	HPN 90 x 102 x 8 mm	80%	80,608,000.00	151,632,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	206,790,000.00	
	HPN 120 x 127 x 8 mm	80%	160,944,000.00	328,020,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	604,656,000.00	
Subtotal Sales Revenue for NBR Make Seals			275,872,000.00	556,872,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	933,614,000.00	
PCW	PCW 75 x 78 x 8 mm	80%	21,640,000.00	49,140,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00	77,800,000.00		
	PCW 90 x 102 x 8 mm	80%	69,688,000.00	117,936,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00	207,480,000.00		
	PCW 120 x 127 x 8 mm	80%	97,344,000.00	192,520,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00	308,256,000.00		
Subtotal Sales Revenue for PCW Make Seals			188,672,000.00	348,596,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00	593,541,000.00		
Annual Sales Revenue for HPU, NBR & PCW Make Seals			872,192,000.00	1,892,778,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00		
Total Sales Revenue			872,192,000.00	1,892,778,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00	2,148,281,000.00		
TOTAL REVENUE, INCOME			872,192,000.00	2,018,916,000.00	2,300,276,796.00	2,313,479,234.75	2,327,179,846.49	2,331,214,238.81	2,335,258,630.75	2,339,303,022.69	2,343,347,414.63	2,347,391,806.57	2,351,436,198.51		
Average Annual Sales Revenue			725,296,532,000.00												
Average Semi Annual Sales Revenue			725,146,416,000.00												
Average Monthly Sales Revenue			723,247,403,000.00												

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

PROJECTED CASHFLOW STATEMENT

Item/Year	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9
INFLOWS										
Owner's Equity	1,074,202,562.00									
Loan from Financial Institutions	0.00									
Net Income Before Taxation	0.00	312,800,000.42	675,142,528.42	1,274,800,656.76	1,384,096,422.67	1,203,558,888.88	1,450,204,314.25	1,413,228,043.17	1,423,509,058.27	1,434,102,887.87
Depreciation & Amortization	0.00	66,470,000.00	62,870,000.00	60,438,000.00	58,137,000.00	55,966,000.00	57,917,000.00	56,982,000.00	56,153,000.00	55,424,000.00
Changes in Acc Payables	0.00	28,500,945.27	28,379,387.84	47,127,482.08	0.00	0.00	0.00	0.00	0.00	0.00
Total Inflows	1,074,202,562.00	407,870,945.69	771,492,996.27	1,482,416,158.83	1,442,233,422.67	1,449,524,888.88	1,448,181,314.25	1,448,227,043.17	1,487,662,058.27	1,488,578,887.87
OUTFLOWS										
Investment and re-investment costs	904,202,562.00									
Changes in Inventory	0.00	25,170,633.14	26,253,241.50	31,418,301.27	0.00	0.00	0.00	0.00	0.00	0.00
Changes in Acc receivables	0.00	82,002,113.91	63,309,202.23	100,724,100.36	677,342,897.00	711,420,114.00	746,881,115.00	784,340,271.00	823,567,714.00	864,759,430.00
Loan repayment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pre-paying Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Outflows	1,074,202,562.00	251,182,847.05	253,752,283.63	412,456,182.03	415,328,648.00	419,587,668.00	420,378,814.27	423,871,212.85	427,892,667.85	430,201,778.30
Net Cash Inflow	0.00	156,688,098.64	518,740,712.64	1,070,060,076.80	1,026,904,774.67	1,030,147,220.88	1,027,802,500.00	1,024,355,830.32	1,059,769,390.42	1,058,377,109.57
Opening cash balance	0.00	216,004,033.28	484,688,728.02	932,818,509.47	1,208,327,292.86	1,230,145,805.85	1,079,455,488.82	1,024,684,388.85	1,020,786,142.01	1,008,421,078.24
Closing Cash Balance	0.00	216,004,033.28	685,677,278.37	1,653,487,287.84	2,629,819,280.71	3,859,965,101.72	4,899,230,810.18	5,924,488,649.10	6,944,271,171.85	7,972,602,281.34

Fig. in TSh

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

ITEM/DESCRIPTION	PER YEAR										
	0	1	2	3	4	5	6	7	8	9	10
NET LOWS/OUTLAYS											
Initial Investment	511,607,315.00										
Changes in working capital	(84,151,070.13)	1,020,902,000.00	1,823,475,795.00	1,831,879,238.75	1,840,289,846.49	1,849,333,208.81	1,859,428,052.75	1,869,428,052.75	1,869,798,003.28	1,879,286,523.45	1,889,257,591.13
Changes in inventory	189,151,797.98	(232,543,267.63)	(412,456,197.53)	(412,228,966.80)	(416,091,666.06)	(420,579,474.27)	(423,871,712.50)	(427,002,808.64)	(427,002,808.64)	(430,230,775.20)	(433,513,026.03)
Changes in A/C receivables		(73,809,741.76)	(90,574,590.27)	(91,419,201.27)	(91,420,141)	(91,420,141)	(91,420,141)	(91,420,141)	(923,567,742)	(924,778,821)	(927,872,411)
Changes in A/C payables		42,002,113.07	(41,938,282.33)	(40,774,150.88)	(47,542,561)	0.00	0.00	0.00	0.00	0.00	0.00
Fixed capital investment		28,550,845.21	38,379,267.56	47,127,482.25	0.00	711,420.54	0.00	794,542.71	423,557.74	0.00	467,872.41
Net Cash	(1,074,232,502.20)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Relevant value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Free cash flow to equity	17,674,232,462.50	244,244,506.83	778,648,168.88	1,421,008,647.89	1,515,771,704.98	1,627,570,790.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28
Net Cashflow	(1,074,232,502.20)	244,244,506.83	778,648,168.88	1,421,008,647.89	1,515,771,704.98	1,627,570,790.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28	1,627,608,773.28
Discounted cashflow	(1,074,232,502.20)	204,173,310.96	543,427,139.16	864,867,267.44	791,818,182.69	665,096,375.52	565,873,778.33	481,383,602.64	409,543,249.49	349,044,650.38	297,265,158.25
Discounted Outflows	(1,074,232,502.20)	(779,079,291.54)	(226,672,112.27)	(629,195,795.07)	(1,411,673,877.76)	(2,078,000,203.87)	(2,641,954,082.00)	(3,123,037,694.64)	(3,523,481,634.12)	(3,882,526,294.49)	(4,179,791,442.74)
Cumulative Discounted Cashflow	(1,074,232,502.20)	(779,079,291.54)	(226,672,112.27)	(629,195,795.07)	(1,411,673,877.76)	(2,078,000,203.87)	(2,641,954,082.00)	(3,123,037,694.64)	(3,523,481,634.12)	(3,882,526,294.49)	(4,179,791,442.74)
Profitability Indicators											
Net Present Value		1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81	1.81
Internal Rate of Return		18.07%	18.07%	18.07%	18.07%	18.07%	18.07%	18.07%	18.07%	18.07%	18.07%
Payback Period		2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years	2.24 Years
Normal Payback Period		1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years	1.81 Years
NPV #	18.07%	4,179,800,000.00	725								

Fig. In TDS

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

PROFITABILITY AND SENSITIVITY ANALYSIS

Description	Profitability Analysis (Fig. in USD)
Net Curr. Income- net of CAPEX	6,562,452,280.78
Adj. Plant Residual Value	126,698,979.42
	8,709,141,280.20
Less: CAPEX	1,074,292,962.50
Project Profit	7,634,888,097.78

For the 10years Analysis

S/N	Item	Total Revenue Revenue	Plant Residual Value	Total Revenue & Plant Residual Value	Costs				Revenue /Cost Analysis
					Loan	Operating Costs	Equity Funds	Total Costs	
1	Annual Average Revenue/Costs	TZS 2,966,832,000.00	TZS 12,668,897.94	TZS 2,981,500,897.94	TZS 0.00	TZS 1,270,848,000.00	TZS 89,521,046.88	TZS 1,360,369,046.88	2.19
2	Semi-Annual Revenue/Costs Average	TZS 1,484,416,000.00	TZS 6,334,400.00	TZS 1,490,750,400.00	TZS 0.00	TZS 635,424,000.00	TZS 44,760,523.44	TZS 680,184,523.44	2.19
3	Monthly Average Revenue/Costs	TZS 247,403,000.00	TZS 1,055,741.50	TZS 248,458,740.00	TZS 0.00	TZS 105,904,000.00	TZS 7,460,087.24	TZS 113,364,087.24	2.19

Sensitivity Analysis

Financial Viability Indicators	Base Case	-20% Revenue	+20% Operating Costs	+20% Operating Costs & -20% Sales Revenue	Switching Values for Capacity Utilisation - 89.76.31%
Net Present Value (NPV)	TZS 4,179,800,000.00	TZS 2,434,100,000.00	TZS 3,462,100,000.00	TZS 1,718,100,000.00	TZS 0.00
Internal Rate of Return (IRR)	75.4%	56.0%	66.6%	45.3%	18.0%
Average Return on Investments (ARR)	19.3%	15.8%	17.8%	13.0%	6.3%
Payback Period - Normal (PBP - N)	2.57 Years	2.32 Years	2.08 Years	2.67 Years	4.95 Years
Payback Period - Dynamic (PBP - D)	3.52 Years	3.09 Years	2.62 Years	3.70 Years	7.70 Years

TESE & TECNO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

BALANCE SHEET PROJECTION

Item/Year	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
CURRENT ASSETS											
Cash in Bank	0.00	216,004,032.26	690,672,358.37	1,612,482,287.84	2,629,819,390.71	3,679,565,161.37	4,690,020,610.19	5,714,469,599.59	6,744,271,711.60	7,779,702,197.34	8,821,114,200.00
Debtors (A/C receivable)	0.00	62,002,113.01	168,936,375.34	271,692,478.20	272,240,919.29	273,091,439.44	273,796,430.99	274,562,771.29	275,408,329.04	276,217,564.67	277,179,037.28
Inventory	0.00	20,700,626.14	51,653,671.23	83,371,972.60	83,371,972.00	83,371,972.60	83,371,972.60	83,371,972.60	83,371,972.60	83,371,972.60	83,371,972.60
Other Asset	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	0.00	322,196,778.50	898,565,804.94	1,968,526,778.74	2,996,631,232.81	4,026,968,673.61	5,047,191,013.28	6,072,440,343.49	7,103,698,013.24	8,139,349,824.61	9,181,446,239.69
CURRENT LIABILITIES											
Trade Creditors (A/C payable)	0.00	36,526,845.21	77,320,508.69	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90
Bank Overdraft	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Creditors & Accounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Building Provisional Value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	0.00	36,526,845.21	77,320,508.69	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90	125,067,969.90
NET CURRENT ASSETS	0.00	285,159,830.29	820,635,296.03	1,843,458,797.84	2,870,473,263.71	3,901,636,614.51	4,922,151,894.48	5,947,382,384.59	6,977,392,644.35	8,014,287,855.71	9,056,687,269.79
FIXED ASSETS (NET)	994,262,562.50	944,732,562.50	897,603,562.50	853,465,562.50	811,326,562.50	771,362,562.50	733,445,562.50	697,463,562.50	663,319,562.50	630,896,562.50	600,997,562.50
Net P/A-Operation Cost (Net)	80,390,000.00	64,000,000.00	48,000,000.00	32,000,000.00	16,000,000.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	1,074,262,562.50	1,293,638,466.00	1,796,518,660.99	2,728,324,360.89	3,687,862,000.49	4,673,293,200.99	5,625,678,600.89	6,644,845,900.00	7,641,202,688.00	8,645,174,409.00	9,656,704,850.99
FINANCED BY:											
Partners's Funds	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50	1,074,262,562.50
Loan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reserve/Provision Account	0.00	219,888,830.20	692,298,298.09	1,654,061,797.84	2,623,549,390.71	3,599,049,614.51	4,581,328,054.48	5,570,593,364.59	6,567,030,054.33	7,570,971,999.71	8,582,452,289.79
TOTAL	1,074,262,562.50	1,293,638,466.00	1,796,518,660.99	2,728,324,360.89	3,687,862,000.49	4,673,293,200.99	5,625,678,600.89	6,644,845,947.09	7,641,202,618.83	8,645,174,409.21	9,656,704,850.29

Fig. in TZS

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

PROJECTED OPERATING COST

Year/Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cost of Sales (Direct Costs)	312,081,000.00	632,553,000.00	1,314,208,000.00	1,354,538,000.00	1,314,379,000.00	1,274,203,000.00	1,271,438,000.00	1,274,538,000.00	1,274,538,000.00	1,274,538,000.00
WPU 64 x 84 x 100 mm	22,287,320.00	10,161,208.00	79,400,424.87	79,400,424.87	79,400,424.87	79,400,424.87	79,400,424.87	79,400,424.87	79,400,424.87	79,400,424.87
WPU 74 x 110 x 100 mm	81,000,351.00	137,453,291.82	192,452,791.29	192,452,791.29	192,452,791.29	192,452,791.29	192,452,791.29	192,452,791.29	192,452,791.29	192,452,791.29
WPU 108 x 154 x 100 mm	99,287,280.00	201,098,773.32	326,130,142.00	326,130,142.00	326,130,142.00	326,130,142.00	326,130,142.00	326,130,142.00	326,130,142.00	326,130,142.00
WPU 96 x 84 x 100 mm	13,454,620.00	20,300,896.00	48,074,588.80	48,074,588.80	48,074,588.80	48,074,588.80	48,074,588.80	48,074,588.80	48,074,588.80	48,074,588.80
WPU 74 x 104 x 100 mm	25,042,901.12	42,278,770.64	74,378,800.20	74,378,800.20	74,378,800.20	74,378,800.20	74,378,800.20	74,378,800.20	74,378,800.20	74,378,800.20
WPU 108 x 138 x 100 mm	63,153,148.84	99,800,273.48	168,320,198.16	168,320,198.16	168,320,198.16	168,320,198.16	168,320,198.16	168,320,198.16	168,320,198.16	168,320,198.16
WPU 80 x 80 x 100 mm	4,794,131.00	10,271,589.84	18,870,800.58	18,870,800.58	18,870,800.58	18,870,800.58	18,870,800.58	18,870,800.58	18,870,800.58	18,870,800.58
WPU 80 x 110 x 100 mm	13,347,208.00	22,452,408.00	39,424,511.88	39,424,511.88	39,424,511.88	39,424,511.88	39,424,511.88	39,424,511.88	39,424,511.88	39,424,511.88
WPU 125 x 162 x 100 mm	25,212,048.00	37,881,582.00	64,004,823.48	64,004,823.48	64,004,823.48	64,004,823.48	64,004,823.48	64,004,823.48	64,004,823.48	64,004,823.48
Overhead/Operating Cost	171,394,000.00	298,821,000.00	387,282,000.00	387,433,000.00	387,437,000.00	387,432,000.00	387,437,000.00	387,432,000.00	387,437,000.00	387,432,000.00
Electricity bill	4,800,000.00	8,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00	9,800,000.00
Water bill	900,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00
Factory Insurance	8,087,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00	16,174,000.00
Rental cost for factory building - Dar es Salaam	4,455,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00	8,910,000.00
Machine Maintenance & Repair Costs	3,831,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00
Other office expenses	3,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00
Communication costs	2,400,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Specialty Operations Fuel Costs	2,400,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Salaries and Wages	128,890,000.00	287,540,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Legal and Consultancy Fees	4,881,000.00	10,050,000.00	18,528,000.00	18,527,000.00	18,511,000.00	18,506,000.00	18,511,000.00	18,506,000.00	18,511,000.00	18,502,000.00
Sub-Total Operating Costs	488,085,000.00	988,324,000.00	1,381,791,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00
Add: Operating Costs (Open Blast)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Operating Costs	488,085,000.00	988,324,000.00	1,381,791,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00	1,381,792,000.00
TOTAL OPERATING COST	886,886,000.00	1,624,881,000.00	2,706,023,000.00	2,742,231,000.00	2,703,591,000.00	2,661,935,000.00	2,658,935,000.00	2,661,935,000.00	2,661,935,000.00	2,661,935,000.00
Average Annual Operating Costs	729,137,048,000.00									
Average Semi Annual Operating Costs	729,629,424,000.00									
Average Monthly Operating Costs	729,162,912,000.00									

Fig. 10.173

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

PROJECTED INCOME STATEMENT

Item/Year	Fig. in TSh									
	1	2	3	4	5	6	7	8	9	10
Total Sales Revenue	997,692,375.00	2,018,919,900.00	3,305,326,795.00	3,213,470,234.75	3,322,125,646.49	3,331,214,238.81	3,340,297,050.75	3,350,777,000.29	3,361,267,953.45	3,372,344,926.13
Sales Revenue from Seal	972,182,000.00	2,018,919,900.00	3,305,326,795.00	3,213,470,234.75	3,322,125,646.49	3,331,214,238.81	3,340,297,050.75	3,350,777,000.29	3,361,267,953.45	3,372,344,926.13
Add: VAT on Imports (Machinery)	25,510,375.00									
Cost of Sales or Direct Costs	312,691,000.00	632,162,666.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00
Cost of Sales (See Project Cost Sheet)	312,691,000.00	632,162,666.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00	1,014,359,000.00
Gross Margins (Net Revenue)	685,001,375.00	1,386,757,234.00	2,290,967,795.00	2,299,111,234.75	2,307,766,646.49	2,316,855,239.81	2,325,940,050.75	2,336,418,000.29	2,346,928,953.45	2,357,985,926.13
Operating Costs	173,284,000.00	359,821,000.00	367,282,000.00	367,433,000.00	367,477,000.00	367,522,000.00	367,578,000.00	367,630,000.00	367,672,000.00	367,728,000.00
Electricity bills	4,800,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00	9,600,000.00
Water bills	900,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00	1,800,000.00
Factory Insurance	6,057,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00	16,114,000.00
Rent/rent for factory building - Dar es Salaam	4,455,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00	9,910,000.00
Machine Maintenance & Repair Costs	3,831,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00	7,662,000.00
Other office expenses	3,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00	6,000,000.00
Communication costs	2,400,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Standby Generators Fuel Costs	2,400,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Salaries and Wages	126,696,000.00	267,040,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Legal and Consultancy Fees	4,981,000.00	10,096,000.00	16,526,000.00	16,567,000.00	16,611,000.00	16,655,000.00	16,700,000.00	16,754,000.00	16,800,000.00	16,852,000.00
Income from Operations (EBITDA)	511,667,375.00	1,028,992,900.00	1,923,475,795.00	1,931,678,234.75	1,940,289,646.49	1,949,333,239.81	1,958,828,050.75	1,968,798,000.29	1,978,266,953.45	1,988,287,926.13
Non-Operating Costs	197,279,474.58	354,648,314.58	548,625,138.22	547,287,632.09	546,739,899.63	546,668,324.56	545,999,007.74	545,298,475.08	545,544,368.75	545,764,368.75
VAT	148,320,474.58	307,670,314.58	504,167,138.22	506,444,612.09	508,754,959.63	509,151,324.56	509,607,007.74	511,136,475.08	512,740,368.75	514,425,507.02
Royalties	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Depreciation	48,679,000.00	48,679,000.00	44,828,000.00	42,137,000.00	38,960,000.00	37,917,000.00	36,982,000.00	36,153,000.00	35,424,000.00	34,799,000.00
Gross Profit	313,638,900.42	675,143,525.42	1,374,850,656.78	1,384,096,602.87	1,393,546,746.85	1,403,264,914.25	1,413,239,043.01	1,423,509,528.21	1,434,162,587.67	1,445,043,408.11
Corporate Tax	94,154,878.13	202,343,007.43	412,655,197.03	415,228,596.89	418,067,666.08	420,979,674.27	423,971,712.90	427,032,808.48	430,220,779.30	433,513,026.03
Taxation	94,154,878.13	202,343,007.43	412,655,197.03	415,228,596.89	418,067,666.08	420,979,674.27	423,971,712.90	427,032,808.48	430,220,779.30	433,513,026.03
Net Profit for the Year	219,655,832.30	472,699,487.85	962,295,459.75	968,868,005.97	975,479,080.76	982,285,239.97	989,267,330.11	996,456,689.75	1,003,871,811.37	1,011,530,382.08
Cumulative Profit	219,655,832.30	692,296,296.09	1,654,691,757.84	2,623,560,263.71	3,599,040,614.51	4,581,326,054.48	5,570,593,394.59	6,567,050,054.33	7,570,921,865.71	8,582,452,287.79
Number of Staff	9	10	11	11	11	11	11	11	11	11

TESE & TECO ENGINEERING LIMITED

PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

STAFFING PLAN AND FORECAST

Fig. in Nos.

Shift/Year	Forecast									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
General Manager	1	1	1	1	1	1	1	1	1	1
Legal and HR Personnel	1	1	1	1	1	1	1	1	1	1
Factory Accountants	1	1	1	1	1	1	1	1	1	1
Sales Executive	1	1	1	1	1	1	1	1	1	1
Machine Operators	1	2	2	2	2	2	2	2	2	2
Store Keeper - Raw Materials	1	1	1	1	1	1	1	1	1	1
Store Keeper - Finished Goods	1	1	1	1	1	1	1	1	1	1
Packing Personnel	1	1	2	2	2	2	2	2	2	2
Office Assistants	1	1	1	1	1	1	1	1	1	1
Total Man Power	9	10	11	11	11	11	11	11	11	11

SALARIES AND WAJES FORECAST

Fig. in TZS

Post/Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
General Manager	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00	90,000,000.00
Legal and HR Personnel	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00	60,000,000.00
Factory Accountants	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00	48,000,000.00
Sales Executive	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00	12,000,000.00
Machine Operators	8,400,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00	16,800,000.00
Store Keeper - Raw Materials	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00
Store Keeper - Finished Goods	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00
Packing Personnel	3,600,000.00	3,600,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00	7,200,000.00
Office Assistants	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00	4,800,000.00
Add: Other Staff Benefits (i.e. NISSF & PAYE)	241,200,000.00	248,800,000.00	253,200,000.00	253,200,000.00	253,200,000.00	253,200,000.00	253,200,000.00	253,200,000.00	253,200,000.00	253,200,000.00
Social Security Contributions (i.e. NISSF)	24,120,000.00	24,960,000.00	25,320,000.00	25,320,000.00	25,320,000.00	25,320,000.00	25,320,000.00	25,320,000.00	25,320,000.00	25,320,000.00
Other Deductions (i.e. PAYE)	12,660,000.00	12,480,000.00	12,660,000.00	12,660,000.00	12,660,000.00	12,660,000.00	12,660,000.00	12,660,000.00	12,660,000.00	12,660,000.00
Total Salaries and Wages	277,380,000.00	287,040,000.00	291,180,000.00	291,180,000.00	291,180,000.00	291,180,000.00	291,180,000.00	291,180,000.00	291,180,000.00	291,180,000.00

TESE & TECO ENGINEERING LIMITED
PROPOSED SEAL MANUFACTURING PLANT IN DAR ES SALAAM - TANZANIA

DEPRECIATION SCHEDULE

Asset/Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Machinery and Equipments	174,202,562.50	107,282,480.00	100,281,181.60	704,187,575.14	148,000,814.53	142,080,191.26	178,387,500.67	170,387,500.67	170,387,500.67	170,387,500.67
Depreciation of Machinery and Equipments 2% of CAPX	6,570,102.50	6,891,288.00	6,423,646.86	6,188,700.61	6,520,022.58	6,850,272.29	6,426,802.03	6,277,665.86	6,208,108.71	4,827,002.84
Net Machinery and Equipments	167,632,460.00	100,391,191.60	134,187,575.14	148,000,814.53	142,080,191.26	178,387,500.67	170,387,500.67	170,387,500.67	170,387,500.67	115,560,497.83
Building	800,000,000.00	780,000,000.00	772,000,000.00	880,000,000.00	881,000,000.00	819,024,750.00	888,073,812.50	888,000,000.00	830,790,346.03	804,198,027.79
Depreciation of property 2% of CAPX	40,000,000.00	38,000,000.00	38,100,000.00	34,200,000.00	32,580,000.00	30,981,250.00	29,403,875.83	27,923,481.84	26,538,817.20	23,208,878.38
Net Building	760,000,000.00	742,000,000.00	733,900,000.00	845,800,000.00	848,420,000.00	818,043,500.00	858,670,936.67	860,076,518.16	804,251,528.83	780,989,149.41
Furniture and Fixings	20,000,000.00	17,500,000.00	15,312,500.00	13,288,437.50	11,172,832.81	10,208,178.71	8,979,808.37	7,803,879.88	6,872,178.32	6,073,168.83
Depreciation of Furniture and Fixings	2,000,000.00	2,187,500.00	1,814,382.50	1,674,804.89	1,480,484.78	1,282,272.24	1,121,988.20	987,278.78	868,022.29	751,684.20
Net Furniture and Fixings	18,000,000.00	15,312,500.00	13,500,117.50	11,613,632.61	9,692,348.03	8,925,906.47	7,887,820.18	6,816,601.10	6,004,156.03	5,291,484.63
TOTAL DEPRECIATION	48,679,665.00	48,179,968.00	44,638,686.00	43,137,868.00	39,995,695.00	37,817,096.00	39,882,695.00	34,150,686.00	32,624,686.00	30,798,686.00
Net Total Assets	124,202,562.50	124,170,480.00	171,003,887.80	187,480,382.64	188,774,487.34	152,238,882.98	143,073,487.84	138,794,088.27	132,078,187.87	128,688,078.42
Fixed Asset of Cash	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50	884,202,562.50
Accumulated Depreciation	48,679,665.00	96,859,648.00	141,493,334.80	184,631,202.80	224,626,927.80	262,443,923.80	299,170,028.80	335,418,704.80	372,043,391.80	408,882,016.80
Net Asset	844,783,897.50	887,342,914.50	813,489,247.70	817,528,882.84	817,528,882.84	771,782,958.78	774,032,458.04	774,032,458.04	774,032,458.04	480,882,045.62
Pre-Operating Cost Accumulation	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00	16,000,000.00
Accumulated Amortisation Costs	16,000,000.00	32,000,000.00	48,000,000.00	64,000,000.00	80,000,000.00	96,000,000.00	112,000,000.00	128,000,000.00	144,000,000.00	160,000,000.00
Net Operating Costs	16,000,000.00	48,000,000.00	64,000,000.00	80,000,000.00	96,000,000.00	112,000,000.00	128,000,000.00	144,000,000.00	160,000,000.00	176,000,000.00

Fig. 16.123

Proposed Semi Finished Products/Materials & Prices



MASTOR, FABRICO E REPARAÇÃO DE PEÇAS METÁLICAS, LDA

E.N. 2-6, Belmonte de Cima, Caixa Postal 220-A, Oihão
8700-174 OLHÃO
Tel: 289705185
office@mastor-lda.com | http://mastor-lda.com
Nº Contribuinte: 506246892
Reg. Comercial: 02121/20021024 - Oihão
Cap. Social: 5.000,00 EUR

Exmo.(s) Sr.(s)

TESE & TECHO ENGINEERING LTD

Keko Mwangi Industrial Area, Bohari Street Plot 76
P.O. Box 11769

Dar es Salaam
11769 Dar es Salaam
Tanzânia

Original

Fatura N.º FA 2021/834

Data 2021-08-03	Cód. Cliente 000284	Cond. Pag.: Pronto Pagamento
Vencimento 2021-08-03	V/ NIF: Consumidor final	V/ Referência:

Artigo	Descrição	Quant.	UN	Preço Unit.	Desc.	IVA	Total Líquido
	Origem: Pró-forma N.º FP 2020/286; Data: 22-12-2020;						
HPU_RED	H-Pur FDA 0x25x164	10,00	UN	4,82	35,00		31,33
HPU_RED	H-Pur FDA 0x38x164	10,00	UN	12,36	35,00		80,34
HPU_RED	H-Pur FDA 0x46x164	10,00	UN	16,39	35,00		106,54
HPU_RED	H-Pur FDA 13x46x155	10,00	UN	14,47	35,00		94,06
HPU_RED	H-Pur FDA 22x46x155	5,00	UN	12,54	35,00		40,76
HPU_RED	H-Pur FDA 22x55x155	5,00	UN	19,29	35,00		62,69
HPU_RED	H-Pur FDA 25x46x155	5,00	UN	11,57	35,00		37,60
HPU_RED	H-Pur FDA 25x55x155	5,00	UN	18,32	35,00		59,54
HPU_RED	H-Pur FDA 25x65x155	5,00	UN	21,22	35,00		68,97
HPU_RED	H-Pur FDA 25x74x155	5,00	UN	27,00	35,00		87,75
HPU_RED	H-Pur FDA 37x55x155	5,00	UN	35,68	35,00		115,96
HPU_RED	H-Pur FDA 37x62x155	5,00	UN	12,54	35,00		40,76
HPU_RED	H-Pur FDA 37x76x155	5,00	UN	19,29	35,00		62,69
HPU_RED	H-Pur FDA 37x80x155	5,00	UN	32,79	35,00		106,57
HPU_RED	H-Pur FDA 44x65x155	5,00	UN	37,61	35,00		122,23
HPU_RED	H-Pur FDA 47x79x155	5,00	UN	17,36	35,00		56,42
HPU_RED	H-Pur FDA 47x87x155	5,00	UN	30,86	35,00		100,30
HPU_RED	H-Pur FDA 51x84x155	5,00	UN	40,50	35,00		131,63
HPU_RED	H-Pur FDA 56x76x155	5,00	UN	33,75	35,00		109,69
HPU_RED	H-Pur FDA 56x94x155	2,00	UN	20,25	35,00		26,33
		2,00	UN	43,40	35,00		56,42

TESE & TECHO ENGINEERING LTD
506246892
AS MERCADORIAS/SERVIÇOS FORAM COLOCADOS À DISPOSIÇÃO DO ADQUIRENTE NA DATA DE EMISSÃO DESTES DOCUMENTOS. (ART.º 36 CIVA, N.º 5 ALÍNEA F)
LEI 144/2015 - MECANISMOS DE RESOLUÇÃO EXTRAJUDICIAL DE LITÍGIOS DE CONSUMO: CENTRO DE INFORMAÇÃO, MEDIAÇÃO E ARBITRAGEM DE CONSUMO DO ALGARVE - RUA
MONSENHOR HENRIQUE FERREIRA DA SILVA, Nº 9 - 3º - EDIF. NINHO DE EMPRESAS - SALA 26 EM FARO- E-MAIL: CIMAAL@MAIL.TELEPAC.PT - WWW.CIMAAL.PT - TEL: 289
823135 - FAX 289 812213

Quadro Resumo do IVA (Valores em EUR)

Taxa	Incidência	Valor	Motivo Isenção
0,00	4.531,90	0,00	[M02] BENTO ARTIGO 14.º DO CIVA (OU SIMILAR)

Resumo do Documento

Mercadoria/Serviços	6.659,85
Desc. Financ./Comerciais	2.127,95
Portes/Outros Serviços	0,00
Ecovvalor	0,00
IVA	0,00
Acerto	0,00
TOTAL (EUR)	4.531,90

Dados para Transferência Bancária

IBAN	BIC/SWIFT
PT50 0007 0214 0027 2560009 17	BESCPTPL
PT50 0033 0000 45452823377 05	BCOMPTPL

MASTOR, FABRICO E REPARAÇÃO DE PEÇAS METÁLICAS, LDA

E.N. 2-6, Belmonte de Cima, Caixa Postal 220-A, Oihão
 8700-174 OLHÃO
 Tel.: 289705185
 office@mastor-lda.com | http://mastor-lda.com
 Nº Contribuinte: 506246892
 Reg. Comercial: 02121/20021024 - Oihão
 Cap. Social: 5.000,00 EUR

Exmo.(s) Sr.(s)

TESE & TECHO ENGINEERING LTD

Keko Mwanga Industrial Area, Bohari Street Plot 76
 P.O. Box 11769

Dar es Salaam
 11769 Dar es Salaam
 Tanzânia

Original

Fatura N.º FA 2021/834

Data	Cód. Cliente:	Cond. Pag.:
2021-08-03	000284	Pronto Pagamento
Vencimento	V/ NIF:	V/ Referência:
2021-08-03	Consumidor final	

Artigo	Descrição	Quant.	UN	Preço Unit.	Desc.	IVA	Total Líquido
HPU_RED	H-Pur FDA 63x87x155	2,00	UN	27,97	35,00		36,36
HPU_RED	H-Pur FDA 66x103x155	4,00	UN	48,22	35,00		125,37
HPU_RED	H-Pur FDA 74x94x155	2,00	UN	27,00	35,00		35,10
HPU_RED	H-Pur FDA 74x110x155	2,00	UN	51,11	35,00		66,44
HPU_RED	H-Pur FDA 74x118x155	1,00	UN	64,61	35,00		42,00
HPU_RED	H-Pur FDA 82x110x155	1,00	UN	39,16	35,00		25,45
HPU_RED	H-Pur FDA 86x126x155	1,00	UN	60,52	35,00		39,34
HPU_RED	H-Pur FDA 90x126x155	1,00	UN	56,07	35,00		36,45
HPU_RED	H-Pur FDA 90x134x155	1,00	UN	70,31	35,00		45,70
HPU_RED	H-Pur FDA 96x134x155	1,00	UN	63,19	35,00		41,07
HPU_RED	H-Pur FDA 106x134x155	1,00	UN	49,84	35,00		32,40
HPU_RED	H-Pur FDA 106x150x155	1,00	UN	81,88	35,00		53,22
HPU_RED	H-Pur FDA 106x166x155	1,00	UN	114,45	35,00		74,39
HPU_RED	H-Pur FDA 114x150x155	1,00	UN	70,31	35,00		45,70
HPU_RED	H-Pur FDA 114x158x155	1,00	UN	87,22	35,00		56,69
HPU_RED	H-Pur FDA 128x158x155	1,00	UN	64,97	35,00		42,23
HPU_RED	H-Pur FDA 128x168x155	2,00	UN	88,11	35,00		114,54
HPU_RED	H-Pur FDA 136x190x155	1,00	UN	129,94	35,00		84,46
HPU_RED	H-Pur FDA 153x190x155	1,00	UN	97,01	35,00		63,06
HPU_RED	H-Pur FDA 162x206x155	1,00	UN	123,71	35,00		80,41
NBR_BK	NBR 0x20x160	5,00	UN	2,78	35,00		9,04
NBR_BK	NBR 0x35x160	5,00	UN	7,47	35,00		24,28
NBR_BK	NBR 0x45x160	5,00	UN	12,16	35,00		39,52

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 MERCADORIAS/SERVIÇOS FORAM COLOCADOS À DISPOSIÇÃO DO ADQUIRENTE NA DATA DE EMISSÃO DESTES DOCUMENTOS. (ART.º 36 CIVA, N.º 5 ALÍNEA F)
 144/2015 - MECANISMOS DE RESOLUÇÃO EXTRAJUDICIAL DE LITÍGIOS DE CONSUMO: CENTRO DE INFORMAÇÃO, MEDIAÇÃO E ARBITRAGEM DE CONSUMO DO ALGARVE - RUA
 DOMENHOR HENRIQUE FERREIRA DA SILVA, Nº 9 - 3º - EDIF. NINHO DE EMPRESAS - SALA 26 EM FARO - E-MAIL: CIMAAL@MAIL.TELEPAC.PT - WWW.CIMAAL.PT - TEL: 289
 1135 - FAX 289 812213

Quadro Resumo do IVA (Valores em EUR)

Incidência	Valor	Motivo Isenção
0	4.531,90	0,00 (MOS) GENTO ARTIGO 14.º DO CIVA (OU SIMILAR)
de Carga	Carga	Modo de Expedição
de Instalações	2021-08-03	Transportadora
de Descarga	Descarga	Matrícula
de Instalações		

Resumo do Documento

Mercadoria/Serviços	6.659,85
Desc. Financ./Comerciais	2.127,95
Portes/Outros Serviços	0,00
Ecovalor	0,00
IVA	0,00
Acerto	0,00
TOTAL (EUR)	4.531,90

Dados para Transferência Bancária

0007 0214 0027 2560009 17	BIC/SWIFT
	BESCPYPL
0033 0000 45452823377 05	BCOMPTPL

MASTOR, FABRICO E REPARAÇÃO DE PEÇAS METÁLICAS, LDA

E.N. 2-6, Belmonte de Cima, Caixa Postal 220-A, Oihão
 8700-174 OIHÃO
 Tel.: 289705185
 office@mastor-lda.com | http://mastor-lda.com
 Nº Contribuinte: 506246892
 Reg. Comercial: 02121/20021024 - Oihão
 Cap. Social: 5.000,00 EUR

Exmo.(s) Sr.(s)

TESE & TECHO ENGINEERING LTD

Keko Mwangi Industrial Area, Bohari Street Plot 76
 P.O. Box 11769
 Dar es Salaam
 11769 Dar es Salaam
 Tanzânia

Original

Fatura N.º FA 2021/834

Data	Cód. Cliente:	Cond. Pag.:
2021-08-03	000284	Pronto Pagamento
Vencimento	V/ NIF:	V/ Referência:
2021-08-03	Consumidor final	

Artigo	Descrição	Quant.	UN	Preço Unit.	Desc.	IVA	Total Líquido
NBR_BK	NBR 154x185x160	1,00	UN	64,62	35,00		42,00
NBR_BK	NBR 167x205x160	1,00	UN	81,12	35,00		52,73
POM_C	Pom FDA 0x45x150	2,00	UN	6,62	35,00		8,61
POM_C	Pom FDA 0x50x150	2,00	UN	11,56	35,00		15,03
POM_C	Pom FDA 18x37x145	2,00	UN	3,03	35,00		3,94
POM_C	Pom FDA 25x46x145	2,00	UN	4,31	35,00		5,60
POM_C	Pom FDA 29x46x145	2,00	UN	4,31	35,00		4,98
POM_C	Pom FDA 29x58x145	2,00	UN	3,83	35,00		9,13
POM_C	Pom FDA 29x61x145	2,00	UN	7,02	35,00		10,37
POM_C	Pom FDA 29x71x145	2,00	UN	7,98	35,00		7,46
POM_C	Pom FDA 39x61x145	1,00	UN	11,48	35,00		4,15
POM_C	Pom FDA 46x65x145	1,00	UN	6,38	35,00		4,04
POM_C	Pom FDA 55x81x145	1,00	UN	6,22	35,00		6,64
POM_C	Pom FDA 70x95x145	1,00	UN	10,21	35,00		7,77
POM_C	Pom FDA 78x109x145	1,00	UN	11,96	35,00		10,89
POM_C	Pom FDA 109x142x145	1,00	UN	16,75	35,00		15,76
POM_C	Pom FDA 121x142x145	1,00	UN	24,24	35,00		10,99
POM_C	Pom FDA 121x150x145	1,00	UN	16,91	35,00		15,24
POM_C	Pom FDA 121x157x145	1,00	UN	23,45	35,00		19,18
POM_C	Pom FDA 129x163x145	1,00	UN	29,51	35,00		19,18
POM_C	Pom FDA 153x197x145	1,00	UN	29,51	35,00		29,76
POM_C	Pom FDA 161x181x145	1,00	UN	45,78	35,00		29,76
POM_C	Pom FDA 161x197x145	1,00	UN	21,69	35,00		25,40
POM_C	Pom FDA 161x197x145	1,00	UN	39,08	35,00		

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 MERCADORIAS/SERVIÇOS FORAM COLOCADOS À DISPOSIÇÃO DO ADQUIRENTE NA DATA DE EMISSÃO DESTES DOCUMENTOS. (ART.º 36 CIVA, N.º 5 ALÍNEA F)
 14/2015 - MECANISMOS DE RESOLUÇÃO EXTRAJUDICIAL DE LITÍGIOS DE CONSUMO: CENTRO DE INFORMAÇÃO, MEDIAÇÃO E ARBITRAGEM DE CONSUMO DO ALGARVE - RUA
 SENHOR HENRIQUE FERREIRA DA SILVA, Nº 9 - 3º - EDIF. NINHO DE EMPRESAS - SALA 26 EM FARO - E-MAIL: CIMAAL@MAIL.TELEFAC.PT - WWW.CIMAAL.PT - TEL: 289
 33 - FAX 289 812213

Resumo do IVA (Valores em EUR)

Incidência	Valor	Motivo Isenção	
	4.531,90	0,00 (NOS) SENHO ARTIGO 14.º DO CIVA (OU SIMILAR)	
Carga	Valor	Modo de Expedição	
Instalações	2021-08-03	16:56:30	Transportadora
Descarga	Valor	Matrícula	
Instalações			

para Transferência Bancária

07 0214 0027 2560009 17	IBC/SWIFT
33 0000 45452823377 05	BESCTPL
	BCOMPTPL

Resumo do Documento

Mercadoria/Serviços	6.659,85
Desc. Financ./Comerciais	2.127,95
Portes/Outros Serviços	0,00
Ecovalor	0,00
IVA	0,00
Acerto	0,00
TOTAL (EUR)	4.531,90

MASTOR, FABRICO E REPARAÇÃO DE PEÇAS METÁLICAS, LDA

E.N. 2-6, Belmonte de Cima, Caixa Postal 220-A, Oihão
 8700-174 OIHÃO
 Tel.: 289705185
 office@mastor-lda.com | http://mastor-lda.com
 N.º Contribuinte: 506246892
 Reg. Comercial: 02121/20021024 - Oihão
 Cap. Social: 5.000,00 EUR

Exmo.(s) Sr.(s)
TESE & TECHO ENGINEERING LTD
 Keko Mwangi Industrial Area, Bohari Street Plot 76
 P.O. Box 11769
 Dar es Salaam
 11769 Dar es Salaam
 Tanzânia

Original

Fatura N.º FA 2021/834

Data	Cód. Cliente:	Cond. Pag.:
2021-08-03	000284	Pronto Pagamento
Vencimento	V/ NIF:	V/ Referência:
2021-08-03	Consumidor final	

Artigo	Descrição	Quant.	UN	Preço Unit.	Desc.	IVA	Total Líquido
PORTESWORLD	Transport (outside EU) Hs Code for HPU: 3909 50 90 Hs Code for NBR: 4002 59 00 Hs Code for POM: 3907 10 00 20 Incoterms: CIF	1,00	UN	580,00			580,00

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AS MERCADORIAS/SERVIÇOS FORAM COLOCADOS À DISPOSIÇÃO DO ADQUIRENTE NA DATA DE EMISSÃO DESTES DOCUMENTOS. (ART.º 26 CIVA, N.º 5 ALÍNEA F)
 Lei 144/2015 - MECANISMOS DE RESOLUÇÃO EXTRAJUDICIAL DE LITÍGIOS DE CONSUMO: CENTRO DE INFORMAÇÃO, MEDIAÇÃO E ARBITRAGEM DE CONSUMO DO ALGARVE - RUA
 MONSENHOR HENRIQUE FERREIRA DA SILVA, N.º 9 - 3.º - EDIF. NINHO DE EMPRESAS - SALA 26 EM FARO - E-MAIL: CIMAAL@MAIL.TELEPAC.PT - WWW.CIMAAL.PT - TEL: 289
 823135 - FAX 289 812213

Quadro Resumo do IVA (Valores em EUR)

Taxa	Incidência	Valor	Motivo Isenção
0,00	4.531,90	0,00	(MIS) (ISENTO ARTIGO 14.º DO CIVA (DU SIMILAR))
Local de Carga	Carga	Modo de Expedição	
Mossas Instalações	2021-08-03 16:56:30	Transportadora	
Local de Descarga	Descarga	Matrícula	
Mossas Instalações			

Resumo do Documento

Mercadoria/Serviços	6.659,85
Desc. Financ./Comerciais	2.127,95
Portes/Outros Serviços	0,00
Ecovalor	0,00
IVA	0,00
Acerto	0,00
TOTAL (EUR)	4.531,90

Dados para Transferência Bancária

IBAN	BIC/SWIFT
PT50 0007 0214 0027 2560009 17	BESCTPL
PT50 0033 0000 45452823377 05	BCOMPTPL

April 5, 2023

Proforma Invoice for Machinery & Equipment



TENGZHOU BETA CO.,LTD

PROFORMA INVOICE

30% - 28/2/2

Invoice No.: BETA20230223D	Date: FEB.23.2023
Consignee:	Seller:
TESE & TECO ENGINEERING LTD Keko Mwanga Industrial Area, Bohari Street Plot 76 P.O. Box 11769, Dar es Salaam, Tanzania Phone: 255 22 2861050. Cell: +255 739 280 810 Fax: 255 22 2861049. Eng. Abiud. Mhidze E-Mail: teseandtecho@gmail.com / info@teseandtecho.co.tz	TENGZHOU BETA CO.,LTD No.71 Jinghe West Road, Tengzhou, Shandong, China Cathy Guo E-mail: tzbetasales@163.com , cathy@tzbetamc.com, info@tzbetamc.com Ph: +8618266249928 www.tzbetamc.com
Warranty time: 12 Months since shipping date bill of lading.	Payment terms: 30% T/T prepayment, 70% T/T balance payment before shipment.
From: Shanghai, China	To: Dar es Salaam, Tanzania
Delivery time: about 2.5-3 months	FOB Shanghai port, China

No.	Product Description	Qty (set)	Unit Price (USD)	Total (USD)
1	CNC SEALS TURNING LATHE CS500 With: Siemens 828D CNC controller 7.5kw CTB main motor Suction machine 5.5kw suction machine power X/Z axis motor Siemens X/Z axis SKF ball leadscrew Horizontal 8 station VDI turret IEEPO Schneider electrical components Germany FAG leadscrew bearing NSK spindle bearing 6 inch Taiwan hydraulic chuck Turning tools 20 sets (20VDI cutter holder, tool holder) Nailing clamping 1 set size 120/160/200/300/400/500mm Electric portable drill 1 set, nail 100 pcs Tool cabinet 1 set Round diameter ruler 1 set Cutting device 1 set (motor 0.25kw , installed on the machine) Computer with software 1 piece	1	59375	59375
Voltage: 380V/50HZ/3PH English Language				
Machine color: White + Red				
			Total Amount:	US\$59,375.00

