

SINOMA EAST AFRICA CO LTD

BUSINESS PLAN

ELABORATES STRATEGIC TARGET

AND

INVESTMENT PROGRAM

FOR SETTING TRUCK TRAILER ASSEMBLING FACILITY

IN KIBAHA - TANZANIA



IMPLEMENTATION PERIOD: 2024-2029

SINOMA EAST AFRICA CO LTD

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SINOMA EAST AFRICA CO LTD

1 CHAPTER I: INTRODUCTION

This pamphlet constitutes the business Plan objectively reflects our understanding toward investment environment of Tanzania objectively analyzes various advantages of our enterprise and development momentum of the market as well as situations of the competitors.

Variety of our products in Tanzania will satisfy demands of different level in other fields of Tanzania because we have very strong capacity and following investment in fund, equipment and human resources.

All these factors will ensure us to keep a high speed and sustainable development trend. Such high speed and sustainable development trend is a natural trend of development of our company.

We conclude that it is completely correct to invest in Tanzania. We firmly believe the investment will be a success and at the same time, we believe our investment will play an active role to social development of Tanzania and its people.

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2 CHAPTER II: BRIEF INTRODUCTION TO THE COMPANY

SINOMA EAST AFRICA CO. LTD is a professional Civil/Construction company established in Tanzania on Feb 2018 that founded by **Sinoma (Nanjing) international Engineering Co. Ltd.**

Primarily focus on providing our customers with all types of building material, civil consultancy and other services with office located in Dae es salaam.

CULTURE

The Mission

- *Build a Good Life for Customers,*
- *Build a Ideal Development for Staff*
- *Build Satisfactory Value for Shareholder,*
- *Build Model of Responsibility for Africa and World*

The Spirit

- *With Professional and Dedicated Spirit,*
- *Create Value for Customers and*
- *Grow Together with Customers.*

Core Values

- *Integrity Responsibility,*
- *Development Innovation,*
- *Win-win Cooperation,*
- *Customer first*

Nature of the Company: Foreign

Industrial Category: Construction work

Capacity: 20000 unit per year

Implementation start: January, 2024 – December, 2029

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SINOMA EAST AFRICA CO LTD TRUCK TRAILER ASSMBLY PROJECT

The project has embarked on the journey to advance the transportation sector in Tanzania. Our research and development team is geared towards finding mobility solutions that will be engineered and produced for Tanzanians, by Tanzanians at our assembling plant.

A study of the Tanzanian market has given us a lot of insights, and we are considering various types of new products and service.

We will be the leading modern age Truck Trailer assembly plant located in Kibaha town, 45 kilometers West of Dar es Salaam port, Tanzania.

The plant is designed to assemble various makes and models of light and heavy commercial trailers trucks with a current capacity of **20,000 trailers per annum.**

GUIDING PRINCIPLES

i. Quality

We will produce outstanding products and deliver unsurpassed service that deliver premium value to our customers. The company is capable enough to face any quality control system and obtain any certificate on quality control. Quality will be the first agenda in all meetings.

ii. Keep it simple

Simplicity eliminates bureaucracy. We will ensure that our processes and procedures are geared towards creating a productive and conducive working environment.

iii. Work as a team

We will promote the value of teamwork in everything we do while enhancing individual creativity.

iv. Constant improvement and Advance technology

Opportunities for improvement exist in all aspects of our work. We will foster a culture of continuous improvement and incremental change from the shop floor to top management. The combined input of advanced equipment and technology, selected input of combined

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professional equipment and equipment to be invested during middle and late stages of the investment program will satisfy the requirement of growth of the market. Advantages in technical process, productive capability and professional management empower the company with foundation of long term development.

v. Exceed customer expectations

Our customers, both internal and external, are assured of excellence in delivery of products and services.

vi. Personnel Training:

The Company will execute overall training program for its personnel with local employees as the majority. Through training on management, technical and process, productive operation and so on, the company will foster high level management team, engineering and technological team, production operation team and professional marketing team. Thus the company will become more localized soon as possible.

vii. Super technology

Stable quality, exquisite technology, complete management system, sincere service and long term development concept combine to present permanent pursuit of this project

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3 CHAPTER III. BUSINESS DEVELOPMENT PLAN

3.1 Environment Investment of Tanzania

SINOMA EAST AFRICA CO LTD is going to invest and set up an Industrial Park in United Republic of Tanzania particularly Kibaha District in Pwani Region, with convenient transportation in terms of road connecting the busy city of Dar es salaam rich human resources and complete infrastructure.

We found it necessary to invest in Tanzania for its optimistic market prospect. The government of Tanzania requires that high quality Truck Trailers, should be applied in all civil construction, gas and fuel sector, which indicates great market potential.

Preferential investment policies, stable social order and friendly people combine to forge sound investment environment for us. It is for above mentioned factors that Kibaha District was selected to set up our first Assembling factory

Our products, upon entrance into Tanzania market will meet such increase of demand. We will introduce world-class track trailers and work with the government to build Tanzania's national brand to meet the Truck Trailers consumption needs of African people.

We do believe that what makes investors more confident is that government of Tanzania through its industrialization policies providing preferential to foreign investment and has done a lot to ensure social-economic growth and political stability is achieved.

We have learnt that many of inspected and approved enterprises may enjoy tax exemption subsidies and have a lot to gain from Tanzania Investment Centre with certain proportion of the investment.

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3.2 Major Products

Upon sufficient investigation to Tanzanian market, we made the decision to invest in Kibaha Project in Coastal Region to major in **Truck Trailers assembling facility** that will also be a Business Hub for the distribution of final products to various parts of the Country.



3.3 Personnel Training Program

Our management and production staff can go into function only when they grasp minimum professional skills. So professional training on different levels is necessary for management staff. All equipment, technology and skills will be procured from China. (Unavailable in Tanzania at present) Strict procedures and safety regulations must be observed in operating the equipment which requires special training to operating team.

3.3.1 Elementary Training

All recruited staff should be trained in a 10 day routine training course for the following contents: management program, which provides organizational structure and management process of the factory, function of each section, where to go for different issues and how; training on work discipline and regulations, which provides detailed information on

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discipline and regulations, personal acts should be regulated in the factor and punishment will follow up when violation occurs; training on security and environment protection to let the staff know connotation thereof, how to protect environment of the factory and how to work in a good manners.

3.3.2 Intermediate Training

Special training course will be offered to employees at different posts during 120 to 180 days.

3.3.2.1 Training on Technical Process

This is to let the employees know the overall technical process and know the role of each step. Training on how to operate should be given to major operators and operator at crucial posts. The trained worker is required to be able to grasp the technical skills of his post and should work on his own under guidance of his trainer.

3.3.2.2 Training on Secured Operation and Equipment Maintenance

This is to let the workers completely grasp essentials of secured operation and know performance of the equipment as well as how to do regular maintenance for the equipment.

3.3.2.3 Training on Management

This is to train the new management staff on responsibility, standard, management process and so on to let them be able to do their work smoothly.

3.3.3 Advanced Training

We shall select some crucial local staff operators who have passed the intermediate training and who is smart and responsible to come to China for more systematic training to become completely independent, proficient and be able to work as a demand of a group or a team. These will function as engine to promote the quality of the whole staff. We shall also select some mid-and-high level management workers to come to China for a training course so that they can shoulder the work of a department or certain sector and execute effective control over different steps of the whole process.

SINOMA EAST AFRICA CO LTD regards staff training a very important part of management which is a programmed work. Planned and schedule training will be arranged in different stages of management. Contents and examination results will be recorded into profiles after each course to count in work position promotion.

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3.3.4 Development Trend of the Enterprise

The truck and trailer market will be driven by four mega-trends over the next decade: new logistics, autonomous driving, digitalization and electrification/alternative drives.

Some key developments in each area:

Logistics: Further growth of large fleets is expected, as the transport industry continues to head towards a digital platform ecosystem, creating new players in services.

Autonomous driving: While driverless trucks will create significant operating cost savings in the long-run, they won't become reality anytime soon, and only few applications with a high share of truck platooning in early stages will deliver fast payback.

Digitalization: The evolution of digital technologies will create new use cases, for example in advanced truck and trailer telematics. AI-based optimization will drive down congestion, low utilization and costs.

Our company will have advanced equipment and unique technologies to assemble Truck Trailers to meet varied demand in market for all part of the country and we expect to have branches in various strategic regions.

Electrification: Regulation and low-emission policies will drive electrification. While OEMs face high investments in new vehicle architectures, suppliers may benefit from new opportunities, such as electric axles.

Energy serving: Our develop trend is to become more energy saving, environment protecting and secure.

3.3.4.1 Development Trend of Professional and Scaled Production

Freight industry is one of the most important sectors of the world. Development of freight market requires high tech producers to become more professional and promote computerized level to accord with international market. Tanzania freight industry is keeping pace with world level. Tanzania production scale of color steel tile ranks top in the world.

Our company keeps pace with domestic and international counterparts with advanced and professional equipment, characterized professional technologies and first class management team. We have the capacity of large scaled and professional production to satisfy the demand

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of development Tanzania's construction industry. Our company has mature technologies and concerning professional equipment in this sector. At the same time, sales channel can be widened to other countries through present export channels and sales network.

The development trend of professionalized scaled production is the pillar of stable development of our company.

3.3.4.2 High Speed and Sustainable Development Trend

As can be seen through history of Truck Trailers development that the developing speed is faster and faster, the ways to process Truck Trailer are more and more, technological level of processing is more and more advanced, product level is higher and higher, application is wider and wider.

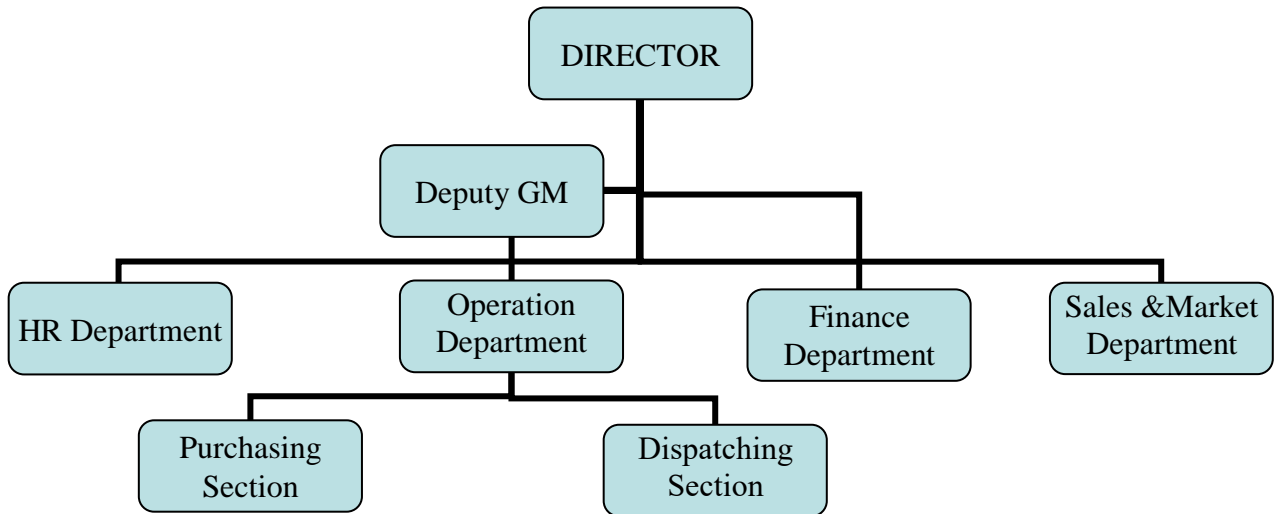
And the advanced equipment and unique technologies of our own may guarantee larger and wider product and higher efficiency, which is sure to improve the architecture style to a completely new high.

We have scientific management; strong technological, financial support and huge market potential to guarantee us grow in the direction of high speed, sustainable, professional, energy saving and environment friendly development.

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4 CHAPTER IV MANAGEMENT OF THE COMPANY

4.1 Chart of Management Structure



4.2 Human Resources

SINOMA EAST AFRICA CO. LTD will have set up a truck assembling facility in Kibaha, in Pwani region.

In order for this project to sustain in business and work in Professional manner, we will employ people from all walk of life in various positions while engaging some experts in various technical positions in order to impart skills and train local to work with the newly established machines.

There are 10 persons in the first group, all of whom has rich professional knowledge and fine management ability. The following is their brief introduction:

The following is the allocation table of Newly Recruited Tanzanian employees

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Table 4:1 Manpower distribution

Development and allocation of human resources are the most fundamental work for development of an enterprise. We would mainly consider human resource market of Tanzania in developing and allocating our human resource by a combined manner of recruiting and training to foster necessary personnel.

S/N	Year	Expert Female	Expert Male	Tanzania Female	Tanzania Male	Total
1	The first year	5	25	5	45	80
2	The second Year	5	20	10	80	100
3	The Third Year	5	10	10	95	120
4	Fourth Year	3	7	10	110	130
5	Fifth Year	3	7	10	130	150

4.3 Management System

At present, the company operates the standardized quality control system according to Director's instructions.

The application of standardized quality control system is comprehensively reflected from controlled documents, which mainly include the following:

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4.3.1 Program Document

This is a guiding document which presents clear and explicit regulations are made on purpose, responsibility, scope of application, work procedure and quality recording.

Contents of this document mainly include 19 program documents as listed below:

- a) Management and commentary program,
- b) Document control program,
- c) Quality recording control program,
- d) Training control program,
- e) Controlling program relating customers,
- f) Procurement control program,
- g) Control program of production and service,
- h) Inspection and experiment control program,
- i) Product labeling and tracing control program,
- j) Product protection control program,
- k) Crucial and particular process control program,
- l) Supervising and measure device control program,
- m) Customer sincerity investigation and analysis program,
- n) Internal inspection and verification program,
- o) Supervision and measure program of course and product,
- p) Control program of unqualified products,
- q) Control program of data analysis,
- r) Control program on quality improvement and correctness,
- s) Control program of key components and materials.

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Some of the equipment used in daily operations include:

- Torque calibrator
- Brake Tester and weighbridge
- Wheel alignment machine
- Water tester

4.3.2 Quality Manual

This is the legal document of quality control system of the company including concrete requirement and detailed regulations on guiding principles of quality control, target of quality control, quality management system, management responsibilities, resource management, production realization, survey analysis and improvement. This document is the criteria of establishing and executing quality control system.

4.3.3 Management Standard

Management standard takes management affairs as its object. It is a regulation and criteria of all activities of the whole staff. This standard extends detailed criteria for operation and awarding and punishing in 15 aspects including discipline, salary system, secured production rules, education and training, energy saving and so on.

4.3.4 Work Standard

Work standard is a standard in quality of work taking people as its object. It regulates responsibility and task of every post, clarifies task amount and quality requirement and time limitations, work process and method of work.

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5 CHAPTER V. MARKET ANALYSIS

5.1 Market Demand

Trailer Market is estimated to reach at **USD 504.98** billion by 2028. A Truck Trailer is a truck or lorry that is made in two or more sections which are joined together by metal bars, so that the vehicle can carry loads and turn more easily.

Growth in the Truck Trailer market is driven by increasing urbanization, construction, and continuously improving road infrastructure.

With growing number of small-scale businesses and construction activities across the globe, the demand for trucks to carry goods is constantly increasing, as a result the requirement for Truck Trailers is increasing with it.

To satisfy such huge demand, other than the established global market leaders, unorganized business sector is largely established in the Global Truck Trailer market. The Global Truck Trailer market is majorly dominated by Asia Pacific and North America regions.

These two regions account for the highest number of Truck Trailer sales globally, with their combined market share being well over 80% in 2020 in the Global Truck Trailer market and the trend is expected to continue in the forthcoming years as well.

These two regions are comparatively dominating over other regions based on their usage of Truck Trailers across the globe. As compared to rail connectivity and their ability of transporting goods, Truck Trailers have advantages like wider reach to hilly regions and remote areas.

Wider reach of trucks to hilly regions over other means of transport for transporting goods is helping the Truck Trailer market to grow in remote regions.

Tanzania is a prosperous country in African Continent which is developing very fast. High level management personnel of technology and marketing of our company has been to Tanzania three times for market prospect investigation.

While analyzing the market of Truck Trailers in Tanzania, we also put our vision to surrounding countries which also presents increasing market demand, our company owns

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very strong market development capacity with advantages in international trade. We can export some of our products to East and Central Africa and Latin America Africa.

Since **SINOMA EAST AFRICA CO LTD** is registered in Tanzania we believe that when our products and services enter the market, we will gradually satisfy the demand for best quality Truck Trailers that can also be exported to some other nearby countries. What's more, we also found wide margin in repairing and facilitating market. So we conclude that great development potential for Truck Trailers exists in Tanzania.

Our products will soon occupy considerable market share in Tanzania by our fine tradition, reliable quality and outstanding brands.

Therefore it is very essential to establish this Assembling facility/project in Tanzania which is now found to be the upcoming commercial center to be able to distribute and showcase our final product to various neighboring countries.

5.2 Definition of Market

The Tanzanian trailer and semi-trailer market in 2022, growing by 49% against the previous year. This figure reflects the total revenues of producers and importers (excluding logistics costs, retail marketing costs, and retailers' margins, which will be included in the final consumer price).

Overall, consumption recorded strong growth. Over the period under review, the market reached the peak level in 2022 and is expected to retain growth in the immediate term. Through investigation, we found very large market margin in Truck Trailer products.

Imports into Tanzania

Trailer and semi-trailer imports into Tanzania soared in 2022, increasing by 50% on 2021. Over the period under review, imports saw resilient growth. The pace of growth was the most pronounced in 2018 when imports increased by 234%. Imports peaked in 2022 and are expected to retain growth in the immediate term. In general, imports saw a resilient increase.

The most prominent rate of growth was recorded in 2018 with an increase of 122%. Imports peaked in 2022 and are expected to retain growth in the immediate term. Please mention the In 2022, overseas shipments of Truck Trailers and semi-trailers increased by 61%, rising for the third year in a row after two years of decline. In general, exports, however, saw a relatively flat

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trend pattern. The most prominent rate of growth was recorded in 2017 when exports increased by 273% against the previous year. Report says.

Based on the market investigation, we can say that we shall be well accepted by the customers when we enter the market. Our company uses the most advanced assembling technology, the technology for the domestic and international common Truck Trailers.

Exports by Country

Zambia, Democratic Republic of the Congo and Rwanda were the main destinations of trailer and semi-trailer exports from Tanzania, with a combined 67% share of total exports. Kenya, South Sudan, Burundi and Uganda lagged somewhat behind, together comprising a further 32%.

From 2012 to 2022, the most notable rate of growth in terms of shipments, amongst the main countries of destination, was attained by Uganda (with a CAGR of +19.6%), while the other leaders experienced more modest paces of growth. In value terms, Zambia emerged as the key foreign market for Truck Trailers and semi-trailers exports from Tanzania, comprising 44% of total exports. The second position in the ranking was taken by Democratic Republic of the Congo, with a 20% share of total exports. It was followed by Uganda, with a 15% share.

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6 CHAPTER VI: PROCESS OF TRUCK TRAILER ASSEMBLY

6.1 Construction Scale and Technology

Technology: The project uses the most advanced steel whole welding shaping processing technology, the technology is the domestic and international processing technology of common steel structure. The project production process including raw material, cut (cutting) plank, combination, welding, drilling, anti-corrosion, alignment, testing, installation, transportation and other production processes.

6.2 Description on the Process of Production

Truck Trailers are an essential component of the transportation industry, used for the movement of goods, equipment, and supplies. The manufacturing process of a Truck Trailer is a complex one that involves the combination of skilled craftsmanship, cutting-edge technology, and high-quality materials. In this blog post, we will take a closer look at the different stages involved in the Truck Trailer manufacturing process and what makes it so unique.

6.3 Technology choice

On the basis of product varieties, in order to improve the quality of the premise, in full consideration of economic conditions and management level in the process of the production and reasonable flow, logistics, information flow smoothly and priority to choose safe and reliable. Advanced and safe technology, mature craft, convenient operation and management process are preferentially used.

6.4 Technical Scheme

This project adopts the most advanced Truck Trailer assembling technology, as is the current international and domestic general technology. The technology has the characteristics of high efficiency; low resource consumption, small labor intensity, and its technical characteristics are technology intensive.

The technology has the following advantages:

- a) The technical content and automation level is relatively high, in the international advanced level and the product level. The technical performance relative to other production cost is superior; the following characters are the reasonable structure, mature function, low operating cost and long service life. The technology can ensure

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the quality of products at the technological level of high stability, and improve the level of resource utilization and saving energy and reducing consumption. On the equipment level, the technical equipment uses a relatively high degree of automatic control and performance reliability.

- b) The technology of project has a good technical adaptability and it is adapting to domestic resources. The technology Process route can adapt to domestic main raw material properties. The technology Process route is simple and easy to understand, process control and equipment operation. The technology has been proved by domestic production test is mature, good technical support and strong reliability.
- c) The cost of technical equipment investment and product is low, with strong economic rationality. In the process of using this technology construction, the main equipment can be procurement in the domestic market according to the general standard. The project with advanced energy-saving facilities, and it can convert the product of many specifications. The cost of project construction and operation is low, so the project has strong ability to strain the market.

6.5 The Production Process

According to the product scheme and technical scheme of the project, the product production process is divided into raw materials organization, cutting board (cutting), combination, drilling, welding, straightening, anticorrosive, detection, transport, installation phase etc.

Step 1: Design and Engineering

The first step in the Truck Trailer manufacturing process is the design and engineering stage. This is where the manufacturer determines the specifications and features of the trailer, including size, weight capacity, and type of axles, and materials to be used. The manufacturer will also consider factors such as the type of goods that will be transported, the intended use of the trailer, and the regulations that must be followed.

Once the design has been determined, the manufacturer will create a detailed set of plans and blueprints for the trailer. These plans will be used to guide the manufacturing process and ensure that the final product meets all of the specified requirements.

Step 2: Material Preparation

Once the design and engineering stage is complete, the manufacturer will begin to prepare the materials that will be used in the construction of the trailer. This includes cutting and shaping the steel, aluminum, or other materials that will be used for the frame, floor, and sides of the trailer. The manufacturer will also prepare the various parts and components

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that will be used in the trailer, such as the axles, wheels, lights, and other electrical components.

Step 3: Frame Assembly

The next stage in the Truck Trailer manufacturing process is the assembly of the frame. This is one of the most important stages, as the frame forms the backbone of the trailer and must be strong and durable. The frame is usually made from high-strength steel, which is welded together to form a solid structure. The manufacturer will also install any reinforcements, such as cross-members, to provide additional support and stability.

Step 4: Floor and Wall Installation

Once the frame is complete, the manufacturer will install the floor and walls of the trailer. The floor is usually made from a combination of materials, including marine-grade plywood or aluminum sheets, which are chosen for their durability and resistance to moisture and rot. The walls of the trailer are typically made from aluminum or steel sheets and are attached to the frame using screws or welding.

Step 5: Roof Installation

The roof of the Truck Trailer is also an important component and must be strong and weather-resistant. The roof is usually made from aluminum or steel sheets, which are bent and formed to the shape of the trailer. The roof is then attached to the walls using screws or welding.

Step 6: Axle and Wheel Installation

The next stage in the Truck Trailer manufacturing process is the installation of the axles and wheels. The axles are usually made from steel and are designed to support the weight of the trailer and its contents. The wheels are attached to the axles using bolts, and the manufacturer will also install brakes and suspension systems, if necessary.

Step 7: Electrical and Plumbing Systems

The electrical and plumbing systems are also important components of the Truck Trailer and must be installed accurately to ensure that the trailer is safe and functional. The electrical system includes lights, wiring, and other components, while the plumbing system includes the installation of water tanks, sinks, and other components, if necessary.

Step 8: Interior and Exterior Finish

The final stage of the Truck Trailer manufacturing process is the interior and exterior finish. This is where the manufacturer installs the interior walls, roof liners, and other components to make the trailer more comfortable

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7 CHAPTER VII: FINANCIAL PLAN

7.1 Financial Management

SINOMA EAST AFRICA CO LTD has complete financial staff and adopts divided system in account and cash management. Business accounting is operated according to standard of ISO 9000 quality management system. Internal financial management system is complete with strict work standard in terms of assets supervision, fund operation, contract fulfillment, and financial procedures etc.

In the course of setting up the factory in Tanzania, we shall further standardize our financial system in accordance with laws and administrative regulations of Tanzania, setting up and use accountant items to do business accounting. We shall compile financial report at the end of each fiscal year and extend the report to legal accountant's office to be audited for auditor's report as per country regulations.

7.2 Source of Fund, Estimation of Use and Pay off period

Our planned investment is **USD 230,000,000** of which **USD 70M** goes to factory building leasing, **6,600M** For equipment and vehicles procurement, **USD 100M**, **USD 500M** technical design, installation and trial operation the remaining **USD 800K** is taken as preparation fund for production cost and **USD 8M** other unforeseeable expenses while **USD 90M** will be working capital.

Project Estimated payoff period is **5 years**.

Financial Distribution/Breakdown

A. INVESTMENT BREAKDOWN	
PARTICULAR	AMOUNTS USD
Land and Buildings	70,000,000
Plant & Machines	60,000,000
Motor Vehicles	600,000
Furniture & Fixtures	100,000
Pre Expenses	1,300,000.00
Other	8,000,000
Working Capital	90,000,000
TOTAL	230,000,000

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B. FIXED ASSETS SCHEDULE					
NAME OF ASSETS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Land and Buildings	70,000,000	70,000,000	69,500,000	67,500,000	40,000,000
Plant & Machines	60,000,000	40,000,000	30,000,000	28,000,000	20,000,000
Motor Vehicle	600,000	450,000	320,000	300,000	280,000
Furniture & Fixtures	100,000	656,250	40,000	35,000	30,000
Total	130,700,000	111,106,250	99,860,000	95,835,000	60,310,000
C. DEPRECIATION					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Land and Buildings	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Plant & Machines	10,000,000	10,000,000	10,000,000	1,500,000	10,000,000
Motor Vehicles	600,000	5,000	5,000	5,000	5,000
Furniture & Fixtures	93,750	93,750	93,750	93,750	93,750
ANNUAL DEPRECIATION	12,193,750	11,598,750	11,598,750	3,098,750	11,598,750
CLOSING FIXED ASSETS	118,506,250	99,507,500	88,261,250	92,736,250	48,711,250

D. OTHER OPERATING COST					
Other Operations Cost	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Motor Vehicle running expense	20,000,000	24,880,000	28,019,200	31,440,928	55,170,612
Salaries and Wages	15,000,000	18,100,000	20,410,000	22,951,000	25,746,100
Administrative Overhead Costs	21,000,000	24,100,000	27,510,000	31,261,000	45,387,100
Utility Costs	11,000,000	13,400,000	14,940,000	16,634,000	18,497,400
Interest on Loan	0	0	0	0	0
Communication Expenses	14,000,000	16,800,000	18,780,000	20,958,000	24,353,800
Total Costs	81,000,000	97,280,000	109,659,200	123,244,928	169,155,012

E. PROJECTED BALANCE SHEET					
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Fixed Assets	130,700,000	111,106,250	99,860,000	95,835,000	60,310,000
Long term Assets					
Depreciation	12,193,750	11,598,750	11,598,750	3,098,750	11,598,750
Total long term assets	118,506,250	99,507,500	88,261,250	92,736,250	48,711,250
Current Assets					
Cash	2,528,730	3,058,040	1,632,581	3,941,437	5,570,679
Account Receivable	81,000,000	97,280,000	109,659,200	123,244,928	169,155,012
Inventory	0	0	0	0	0
Total Current Assets	83,528,730	100,338,040	111,291,781	127,186,365	174,725,691
Total Assets	202,034,980	199,845,540	199,553,031	219,922,615	223,436,941
Current Liabilities					

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Accounts Payable	17,500,000	23,125,000	39,593,750	47,032,813	55,587,734
Other Current Liability	1,500,000	2,025,000	2,628,750	3,323,063	4,121,522
Subtotal Current Liability	19,000,000	25,150,000	42,222,500	50,355,876	59,709,256
Long term Liabilities					
Long term Liabilities	0	0	0	0	0
Total Liabilities	19,000,000	25,150,000	42,222,500	50,355,876	59,709,256
Capital and Reserves					
Owners Contribution	230,000,000	250,000,000	270,000,000	290,000,000	300,000,000
Retained Earning	1,374,375	8,956,494	27,145,059	30,635,709	90,091,506
Total Capital	250,000,000	270,000,000	290,000,000	300,000,000	320,000,000

F. PROJECTED INCOME STATEMENT

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Sales Revenue	120,000,000	132,000,000	144,400,000	153,280,000	160,290,000
Cost of Sales	17,000,000	17,000,000	17,000,000	17,000,000	17,000,000
Gross Profit	103,000,000	115,000,000	127,400,000	136,280,000	143,290,000
Operating Expenses					
Administrative Overhead Costs	21,000,000	24,100,000	27,510,000	31,261,000	45,387,100
Motor Vehicle running	12,000,000	22,320,000	22,643,200	22,969,632	32,299,328
Salaries and Wages	15,000,000	18,100,000	20,410,000	22,951,000	25,746,100
Depreciation	12,193,750	11,598,750	11,598,750	3,098,750	11,598,750
Utility Costs	11,000,000	13,400,000	14,940,000	16,634,000	18,497,400
Insurance	5,500,000	6,575,000	6,650,750	6,727,258	6,804,530
Interest on Loan	0	0	0	0	0
Total Expenses	76,693,750	96,093,750	103,752,700	103,641,640	140,333,208
Profit before Tax	26,306,250	18,906,250	23,647,300	32,638,360	2,956,792
Tax (30%)	7,891,875	5,671,875	7,094,190	9,791,508	887,038
Profit After Tax	18,414,375	13,234,375	16,553,110	22,846,852	2,069,754

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7.3 IMPLEMENTATION PERIOD AND PROJECT OUTCOME

According to our financial calendar, this project supposed to be in action in June 2024, so far we are moving at good speed and we are very much sure that upon compliance of the TIC and laws, we will have to put it in action as soon as possible therefore we can assure of the below aspects of life.

Economic aspects:

Can bring sales contribution of annual output value of US \$1-2 billion

Can bring more than 2 million US dollars of value-added tax

Employment and Technology transfer:

Improvement of professional skills of local people in Tanzania

It is estimated that more than 200 people will be directly employed and more than 4000 indirectly employed

Industrial chain:

Obviously driven by upstream and downstream

Especially in logistics, Construction, Oil and Gas, Timber, and other industries

Technical aspects:

Introduce advanced equipment and process technology to improve the technical competitiveness of Tanzania's industrial industry.

8. CHAPTER VIII CONCLUSION AND RECOMMENDATION

There are sufficient in the estimation of financial results, we have necessary favors for survival and development of an enterprise that is our professional and advanced equipment and technologies as well as an outstanding management team.

With the occupation of funds, high production efficiency, low consumption of resources, low labor intensity, its technical characteristics are technology intensive. According to investigation, production technologies and equipment are not available yet in Tanzania. This is another broad market and it is worthy to invest in this aspect.

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RECOMMENDATION.

We don't expect any financial from our noble government, we only expect the following to be part of incentive to safeguard the growth of this great investment.

Tax policy	<i>Corporate tax</i>	<i>Exemption from corporate income tax</i>
	<i>Value added tax</i>	<i>Sales and services are exempt from value-added tax</i>
	<i>Customs</i>	<i>Import of raw materials and equipment into the industrial park, free of import duties</i>
	<i>Import tariff</i>	<i>Tariff-free import</i>
	<i>Stamp duty</i>	<i>Exemption from enterprise stamp tax</i>
	<i>Individual income tax of foreign employees</i>	<i>Individual income tax of foreign employees shall be levied at the uniform preferential rate of 5% or 0</i>
Labor and Immigration	<i>Labor policy</i>	<i>No quota limit for foreign employees</i>
	<i>Work permit and residence permit</i>	<i>The work visa for foreign employees is 15% of the regular fee, and the green channel for obtaining the work permit</i>
	<i>Power supply</i>	<i>Power supply is available 24 hours a day to ensure sufficient power supply for enterprises, and special lines can be laid according to the special power demand of enterprises</i>
	<i>Gas supply</i>	<i>The natural gas pipeline is directly connected to the park, and the park has its own liquefied gas station to support gas supply</i>
	<i>Water supply</i>	<i>Water wells or water towers are required to meet the industrial and domestic water demand in the industrial park</i>