

**VIETTEL TANZANIA PUBLIC LIMITED  
COMPANY, TRADING AS HALOTEL**

**BUSINESS PLAN**

**FOR**

**EXPANDING MOBILE  
TELECOMMUNICATION SERVICES**

Plot No. 38, South Ursino New Bagamoyo Road, 10th Floor, Tanzanite Park, Kinondoni district,  
Dar es Salaam Region

## 1.0 Executive Summary

**VIA TEL TANZANIA PUBLIC LIMITED COMPANY** is a company incorporated in Tanzania with Certificate of incorporation No. 52674 dated 3rd June, 2005 that is planning to expand its telecommunication services in Tanzania utilizing current domestic market available in Tanzania. The company is seeking recurring investment to fund the expansion of the project. The plan that follows explains our market, our value proposition and our market segmentation strategy. The detailed financial plans provide a clear view of our sales and profit forecasts. These plans show how VIA TEL TANZANIA PUBLIC LIMITED COMPANY will reach all Tanzania within ten years of operation.

Viettel Tanzania Public Limited Company, trading as Halotel, is a mobile communications company, providing voice, messaging, data and communication services in Tanzania. It is owned by Viettel Global JSC which is the state-owned Investment Company from Vietnam investing in the Telecommunications market in several countries worldwide. It has invested up to \$1 Billion into the Tanzania's telecommunications market. The Company was the first company in Tanzania allowed to lay its own fiber optic cable and has placed over 18,000 km of optic fiber, providing all 26 regions of Tanzania with telecommunication services.

The Tanzanian telecom market is one of the most competitive markets in Africa and Tanzania has over 79% mobile phone penetration. The company aims to capitalize on the providing a very wide coverage as quickly as

possible and the company claims to cover over 81% of the country's area soon to be the higher than any of the major providers

Halotel was launched in October 2015 and deployed in all 26 Tanzanian regions. This was Viettel's fourth investment in Africa after Movitel, Lumitel and Nexttel in Mozambique, Burundi and Cameroon respectively. Viettel started investing in the country in 2011 and planned \$736 million in investment. The goal of the government was to encourage rural mobile connectivity in the country where and the government saw fit to increase competition by allowing Viettel to operate in the country

The entry of Viettel also saw further liberalization of the communication sector, where the government allowed private companies to lay their own optic fiber cables. The company had promised to connect several public institutions around the country with the optic fibre network and connect over 1500 villages to the telecommunication grid that were previously not served.[10] The company also tried to partner with state-owned energy company Tanzania Electric Supply Company Limited (TANESCO) to use TANESCO's power poles to serve as antennas, however due to high costs the plan was abandone

The company has successfully obtained licenses to operate its mobile money services HALOPESA to help it compete with Tanzania's well-established operators.

## **2.0 Coverage**

Halotel currently covers all regions of Tanzania with its 2G and 3G network via the 900MHz, 1800MHz and 2100MHz Frequency Spectrums and is on an ongoing deployment of telecommunication towers and sites to cover all regions with its 4G network. To improve on its 4G coverage and capacity, Halotel obtained additional 2600MHz Frequency Spectrum as auctioned off by the Tanzania Communications Regulatory Authority in October 2022

## **3.0 Subscription and Market Share**

As of March 2023, Halotel boasts a total of 8,146,036 subscribers out of the 61.9 million Mobile telecommunication services subscribers in Tanzania which is a 13% market share.[14] Halotel through its HaloPesa mobile money service boasts a sum of 3,821,098 subscribers with access to the service in the country, a total of 9% market share in the Mobile financial services space.

#### 4.0 The Company

VIA TEL TANZANIA PUBLIC LIMITED COMPANY is a local company incorporated in Tanzania with Authorized share capital of TZS 156,000,000,000. Class of shares: Class Ordinary: 15600000000 shares, 10 TZS/share, 15600000000 TZS

The company is owned by local and foreign investors mentioned below:

Names of Shareholders	% of Shares	Nationality
VIETTEL GLOBAL INVESTMENT JOINT STOCK COMPANY	99.99987	Vietnam
PERFORMANCE INVESTMENT GENERAL ENTERPRISE LIMITED	0.00013	Tanzania

#### 4.1 Products

Providing voice, messaging, electronic money, data and communication services in Tanzania

Our pricing strategy is to position our products with a shelf price that is in the mid to lower quadrant of high-quality products and brands. We have accomplished this by making careful market comparisons and adjusting our production cost.

## 5.0 Over view of Telecommunication in Tanzania

Telecommunication services statistics on subscriptions, tariffs, traffic minutes, SMS and user devices are highlighted below. The highlights are provided on a monthly, quarterly and annual basis

### 5.1 Telecom subscriptions statistics

A count of all active SIM cards and fixed lines that have registered activity or have been used at least once in the past three months describes telecom subscriptions. There are two types of SIM card subscriptions: those subscribed to human communication (Person to Person - P2P) and those for machine communication

(Machine to Machine - M2M). The total number subscriptions (SIM cards and fixed lines - P2P and M2M) has increased from 73.4 million during the previous quarter (quarter ending March 2024) to 76.6 million subscriptions in June 2024. That is an increase of 4.3%, as summarized below.

**The SIM cards subscribed for P2P per operator in the quarter ending June 2024 are shown in Table 1.**

MONTH	AIRTEL	HALOTEL	TIGO	TTCL	VODACOM	TOTAL
April	19,189,159	9,116,374	20,345,932	1,637,782	22,326,386	72,615,633
May	19,385,937	9,458,261	20,747,230	1,639,871	22,569,413	73,800,712
June	19,507,893	9,821,837	21,517,857	1,651,331	23,089,088	75,588,006

The statistics in Table 1 show an average monthly increase of 2% in total subscriptions within the quarter (between April and June 2024).(between April and June 2024

**Telecom subscriptions for M2M communications**

**Table 2 Number of telecom subscriptions for M2M communication per operator**

MONTH	AIRTEL	HALOTEL	TIGO	TTCL	VODACOM	TOTAL
April	323,273	54,920	24,859	6,542	533,906	943,500
May	330,413	56,140	24,800	6,514	539,083	956,950
June	329,292	57,340	24,755	6,512	551,541	969,440

**5.2 Operators’ subscriptions market share**

However, for M2M, Vodacom controls the market with more than half (56.9%) of all M2M subscriptions, as shown in Chart 1.1.3b. Airtel ranks second with 34.0%, followed by Halotel with 5.9%.

**Chart 3a Operators’ market share by subscriptions for P2P**

AIRTEL	HALOTEL	TIGO	TTCL	VODACOM
25.8%	13%	28.5%	2.2%	30.5%

**Chart 3b Operators' market share by M2M subscriptions for M2M**

AIRTEL	HALOTEL	TIGO	TTCL	VODACOM
34%	5.9%	2.6%	0.7%	56.6%

### **5.3 Telecom services subscriptions by region**

The distribution of telecom subscriptions per region indicates that Dar es Salaam ranks first by having about 14.1 million of all active subscriptions, Mwanza ranks second with 5.1 million subscriptions, Arusha ranks third with 4.6 million subscriptions, Mbeya ranks fourth with 4.4 million subscriptions, and Dodoma ranks fifth by having 4.1 million of all active subscriptions. Regions with the lowest contribution to the country's total subscriptions are Kaskazini Unguja 69,990 subscriptions, Kusini Unguja 105,323 subscriptions, and Kusini Pemba 111,138 subscriptions.

#### 5.4 Trend of telecom subscriptions over the past five years

The trend of telecom subscriptions for P2P communication for the past five years is shown in Table 4

**Table 4 Trend of telecom subscriptions for the past five years**

	2019	2020	2021	2022	2023
Mobile Subscriptions	47,685,232	51,220,233	54,044,384	60,192,331	0,215,144
Fixed Subscriptions	76,288	72,469	71,834	84,696	75,732
Total Subscriptions	47,761,520	51,292,702	54,118,218	60,277,027	70,290,876
PENETRATION	78%	81%	88%	98%	111%

#### 6.o Marketing Strategy

Viettel Tanzania Public Limited Company, trading as Halotel developed its sales and marketing strategy by analyzing its own internal strengths and then analyzing current market conditions. This process helped the company create its marketing and sales strategy to leverage its competitive advantages with a unique marketing strategy, thus establishing it as the nation's leading wireless communications service provider for businesses and consumers.

The company will create momentum through critical mass and brand recognition. The company will monitor the effectiveness of its marketing

efforts in order to determine the advertising return on investment and the commerce generated from the various channels.

Viettel Tanzania Public Limited Company, trading as Halotel' ongoing marketing strategy involves the company maintaining and expanding a broad base of clients in target territories, establishing alliances with product and services companies so that it can deliver high-quality products, and invoking its own organization to bring these together and implement total solutions for customers. The company will move from the traditional product-focused strategy to a total-focus on customer ownership.

The overall marketing plan for Viettel Tanzania Public Limited Company, trading as Halotel s' service is based on the following fundamentals:

- The segment of the market(s) planned to reach.
- Distribution channels planned to be used to reach market segments: retail outlets, sales representatives, and telemarketing.
- Share of the market expected to capture over a fixed period of time.

**Our five-year marketing goals include the following**

- Increase 15% market share of businesses in Tanzania for five years .
- Position the company among top 3 provider of solutions to wireless communications.
- Make a major branding effort emphasizing Cellular Providers' name and array of services.
- Initiate new marketing program with a budget of \$240,000.

- Create new collateral marketing materials (brochures, radio ads, video).
- Media placements including magazine, TV, radio, Internet, print, and banner advertising.
- Expand product and service offerings.
- Provide sales reps with free demo systems.

### **6.1 Pricing Strategy**

Viettel Tanzania Public Limited Company, trading as Halotel' retail prices are competitive and affordable for businesses. The company has also established a pricing and commissions structure for sales representatives and distributors. Bulk purchasing enables the company to reduce its cost of goods sold, increase revenue, and pass on the savings to businesses and consumers.

### **6.2 Consumer Mailers:**

We will have a monthly mailer for Viettel Tanzania Public Limited Company, trading as Halotel' customers. It will be designed to educate the consumer about the benefits of a particular product or ingredient. The mailer will be redeemable for a sample of the product.

### **6.3 Seminars**

Our point-of-sale system will track consumer sales and usage by customer. We will invite our best customers to quarterly seminars on mobile technology.

#### **6.4 Public Relations:**

We will contract a top public relations firm to develop and execute a gorilla campaign. The objective will be to secure product placement in key publications and endorsements by opinion leaders.

#### **7.1 Promotion Strategy**

Viettel Tanzania Public Limited Company, trading as Halotels' overall goal is to generate additional retail traffic, increase the business and consumer base, and create more awareness to the need for this type of service in the marketplace. Currently, marketing efforts have revolved around sales representatives and telemarketing.

Within five years, the company marketing goals also include positioning the company for co-branding alliances with several industry leaders. It is Cellular Providers' belief that the best way to introduce its services to businesses as well as consumers is through aggressive telemarketing.

In addition to standard advertisement practices, Cellular Providers will gain considerable recognition through these additional promotional mediums:

- Press releases sent to major industry publications.
- Television advertising.
- Trade shows.

## **7.2 Marketing Programs**

Advertising programs include direct response advertising, public relations program, co-marketing promotion, relationship building, direct sales efforts, telemarketing, trade shows, ads in print media and radio and television.

Viettel Tanzania Public Limited Company, trading as Halotels' marketing propositions is designed to appeal to various target audiences, regardless of their level of sophistication. The company will continually inform businesses and consumers through press releases and media placements about the service benefits as well as endorsements from other customers.

These two factors naturally create a curiosity from those not previously exposed to our services, as well as the public sector seeking improved methods in cellular service deals. Overall, this is intended to encourage further investigation by businesses and consumers and is precisely the result Cellular Providers seeks. It is believed that this strategy will draw an abundance of curiosity from which a substantial market can be developed.

As an extra incentive for customers and potential customers to remember the company name, the company plans to distribute advertising specialties with the company logo. This will be an ongoing program for the company, when appropriate and where it is identified as beneficial.

The objective of incentives is to portray the company's' goals and products as an attractive functionality. It is also to show customers how to use the latest in technology as it relates to wireless communications services.

### **7.3 Strategic Alliances**

Viettel Tanzania Public Limited Company, trading as Halotels has strategic partnerships with the leading companies' industry. Management feels that these partnerships will enhance sales and help build critical mass and business momentum.

### **8.0 Competitive Edge**

Activities contributing to company success include identifying emerging trends and integrate them into the company operations, respond quickly to technology changes/be there early, provide high-quality services, continue to invest time and money in marketing and advertising, continue to expand into specialty markets, and stay ahead of the "technology curve."

Our future is highly dependent upon measuring resources we need in order to execute our plans and be competitive. Our method includes qualitative and/or quantitative measurements of competition and by estimating our own company growth, sales, and cash flows.

Our resources are also measured in terms of people, equipment, financial, and critique to see if the resources fit is adequate for the situation. Resources are available as needed to meet the technology curve. In general, our strengths include business management, accounting and finance,

knowledge of the wireless communications services industry, and experience in running successful businesses in the past.

The company prides itself on its high-quality customer service. Although excellent customer service is expected, not all provide this.

## **9.0 Management Summary**

The Management has a world class management team with direct knowledge of the industry, extensive research experience, and unique administrative skills.

### **9.1 Personnel Plan**

Future staffing needs require monthly evaluation. Factors determining future staffing include growth, demand on existing resources, future capabilities needed, and budgeting. In the future, the company will generally expect to create more additional job of 175.

### **9.2 outside Management Advisors**

Our outside management advisors provide a significant asset to VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL. They provide management with a valuable sounding board for strategic and creative decisions. They provide a deep experience base in all critical areas. The company will experience consultancy hires business for guidance.

## **10.0 Future Plan**

VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL a major telecommunication operator from Vietnam our commitment to Tanzania since 2014 has been driven by a vision to enhance connectivity and foster economic growth through technology. With enduring mission in mind, we are excited to present expansion plan

Building our successful investment in Tanzania over past decade, Halotel aims to significantly expand our network infrastructure, modernize equipment and acquire assets critical for business development, our plan outlines an ambitious strategy to deepen our market penetration, enhance service quality and introduce innovative solutions to meet the evolving needs of Tanzanian consumers and business.

### **10.1 Investment expansion highlights**

#### **10.1.1 Investment in wireless and core network expansion**

Prioritize the development of new stations and upgrade core networks to improve coverage and capacity, particularly focusing on areas with high demand and potential for growth.

#### **10.1.2 Wireless Network Expansion**

Deployment the new stations, invest in deploying more than 596 new stations to expand coverage, including 380 4g co- site stations with existing 2G/3G sites and more than 216 new site locations to ensure investment efficiency.

#### **10.1.3 License upgrades**

Upgrade license for cells to increase capacity from 15MHz to 20MHz for 282 cells and 15MHz for 496 cells to accommodate growing traffic

#### **10.1.4 Refarming Spectrum**

Utilize 675 license cells of MHz 1800 to refarm for 225 stations to rapidly expand 4G, focusing on priority areas first to quickly enhance service availability

#### **10.1.5 Core Network enhancement**

Cloud MSC expansion; invest in expanding MSC cloud hardware to support increased subscriber capacity (ATT/Reg:650K/910K subscribers) and add card to reduce congestion in existing MSCs.

#### **10.1.6 EIR Expansion**

Extend the software to support additional subscribers-700K subs for FE HLR, 300K subs for FE HSS, 1.2Msubs for BE HSS, and 2.9M subs for BE EIR

#### **10.1.7 PS Core Deployment**

Roll out a new GGSN in Zanzibar for enhancement packet-switched core network capability, with hardware supporting 20Gbps and software supporting 9Gbps.

#### **10.1.8 SBC System Swap**

Replace the end -of -sale (EoS) Session Border Controller (SBC) hardware to modernize and secure voice over IP (VoIP) services.

#### **10.1.9 SMS Hardware Investment**

Allocate fund for new Short Border Centre (SMSC) nodes to handle increased transaction rates and ensure redundancy (N+ 1hardware).

#### **10.1.10 Optical and Core IP Transmission Enhancement**

Increase investment in optical transmission and core IP to enhance network, reliability and support higher data volumes, catering to the growing needs of digital services, that include Core IP Transmission Enhancements, Core IP Transmission Enhancements, Investment in Broadband Fixed Network

#### **10.1.11 Electromechanics and Infrastructure Modernization**

Allocate funds toward modernizing electromechanical systems and infrastructure to improve energy efficiency and sustainability.

The Electromechanics and Infrastructure modernization component of the plan includes a series of strategic initiatives aimed at enhancing operational efficiency, reliability and sustainability of the network infrastructure such as electrotechnical upgrades, infrastructure modernization, Technology investments, Strategic Approach

#### **10.1.12 Technology and Equipment Acquisition**

Strategical acquire advanced technology and equipment to bolster network performance and service quality, ensure HALOTEL remains at the forefront of telecommunications innovation in Tanzania that include; Deployment of New broadband fixed network ports, Advancement computing fixed storage solutions, upgrades and expansion, Technology innovation, Infrastructure virtualization, wireless network enhancement, phased investment approach and leveraging existing assets.

## 11.0 Project Investment Cost

### VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL COST STRUCTURE

The project has budgeted to cost the followings:

Land and Buildings (Leasing)	0.00
Machinery & Equipment	200,000,000.00
Motor Vehicles	5,000,000.00
Furniture & Fixtures	1,000,000.00
Pre exp	0.00
Others	1,000,000.00
Working Capital	20,000,000.00
<b>TOTAL</b>	<b>227,000,000.00</b>

## 11.1 Financing Pattern

The project will be financed foreign loan by US \$170,000,000 equity  
US\$ 57,000,000

## 11.2 Important Assumptions

Our assumptions are detailed in the proceeding tables. We have planned for relatively slow but stable general economic growth and an interest rate on borrowing of 8%. That is caused by our assumption that approximately 100% of our sales will be done on cash and grow 5% annually

### **11.3 Key Financial Indicators**

This topic compares five key indicators in regards to how much they change over time. The indicators include sales, gross margin, operating expenses. We chose these three indicators because they all have real impact on the health of a business. We focus not on gross amounts as much as changes. The chart actually shows changes on a year-to-year basis, rather than gross amounts.

The indicator value is a good way to compare different concepts on the same chart. Sales and operating expenses are measured in gross amounts, gross margin is in percentage terms, collection days are in days (how many days do you wait to get the money), and inventory turnover is in turns per year (cost of goods sold divided by average inventory).

#### **11.3.1 Projected Statement of Comprehensive Income.**

A projected Statement of Comprehensive income for the period covering from 1<sup>st</sup> year to 10<sup>th</sup> year of project operation has been prepared on Appendix No.1, which also form part of projected financial statement of the period. This details the projected performance of the business through income generated, operating expenses to be incurred and the profit to be earned. In 10 years, period

### **11.3.2 Projected Statement of Cash Flow**

Our cash flow projections are shown on the Appendix No.2, the projected cash flows after capital expenditures and investment varies between positive and negative, depending upon our rate of expansion and increasing accounts receivable, which form part of projected financial statement.

### **11.3.3 Projected Statement of financial position**

Projected statement of financial position of the firm has been prepared on Appendix No.3, are projected change in equity schedule, movement schedule of assets, loan repayment schedule, payback period computation schedule, internal rate of return computation Appendix No.4,5 and 6, respectively.

### **11.3.4 Payback period**

The pay back periods one year of its economic existence that is to say the loan that is thought should be paid within the period of 8 years.



VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL PROJECTED INCOME & EXPENDITURE STATEMENT (US\$)

	1	2	3	4	5	6	7	8	9	10
Revenue	136,394,615	143,214,346	150,375,063	157,893,817	165,788,507	174,077,933	182,781,829	191,920,921	201,516,967	211,592,815
<b>Operating Expenses:</b>	<b>81,836,769</b>	<b>85,928,608</b>	<b>90,225,038</b>	<b>94,736,290</b>	<b>99,473,104</b>	<b>104,446,760</b>	<b>109,669,098</b>	<b>115,152,553</b>	<b>120,910,180</b>	<b>126,955,689</b>
<b>Profit before Depreciation &amp; Interest</b>	<b>54,557,846</b>	<b>57,285,738</b>	<b>60,150,025</b>	<b>63,157,527</b>	<b>66,315,403</b>	<b>69,631,173</b>	<b>73,112,732</b>	<b>76,768,368</b>	<b>80,606,787</b>	<b>84,637,126</b>
<b>Interest</b>	13,600,000	11,900,000	10,200,000	8,500,000	6,800,000	6,800,000	3,800,000	2,550,000	1,275,000	0
<b>Depreciation</b>	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000
<b>Gross Profit</b>	<b>38,357,846</b>	<b>42,785,738</b>	<b>47,350,025</b>	<b>52,057,527</b>	<b>56,915,403</b>	<b>60,231,173</b>	<b>66,712,732</b>	<b>71,618,368</b>	<b>76,731,787</b>	<b>82,037,126</b>
Tax (30%)	11,507,354	12,835,722	14,205,008	15,617,258	17,074,621	18,069,352	20,013,820	21,485,511	23,019,536	24,611,138
<b>Profit After Tax</b>	<b>26,850,492</b>	<b>29,950,017</b>	<b>33,145,018</b>	<b>36,440,269</b>	<b>39,840,782</b>	<b>42,161,821</b>	<b>46,698,912</b>	<b>50,132,858</b>	<b>53,712,251</b>	<b>57,425,988</b>
Accumulated Profit	26,850,492	56,800,509	89,945,527	126,385,795	166,226,577	208,388,399	255,087,311	305,220,169	358,932,420	416,358,408

VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL PROJECTED CASH FLOW US\$

SOURCES:		1	2	3	4	5	6	7	8	9	10
Profit before interest and depreciation	-	54,557,846	57,285,738	60,150,025	63,157,527	66,315,403	69,631,173	73,112,732	76,768,368	80,606,787	84,637,126
Equity	57,000,000										
Loan	170,000,000										
<b>Total Sources</b>	<b>227,000,000</b>	<b>54,557,846</b>	<b>57,285,738</b>	<b>60,150,025</b>	<b>63,157,527</b>	<b>66,315,403</b>	<b>69,631,173</b>	<b>73,112,732</b>	<b>76,768,368</b>	<b>80,606,787</b>	<b>84,637,126</b>
<b>Applications:</b>											
Capital expenditure	206,000,000	-	-	-	-	-					
working Capital & Others	21,000,000										
Cash	-	27,707,354	27,335,722	27,005,008	26,717,258	26,474,621	27,469,352	26,413,820	26,635,511	26,894,536	27,211,138
Tax	-	26,850,492	29,950,017	33,145,018	36,440,269	39,840,782	42,161,821.2	46,698,912.25	50,132,857.87	53,712,251	57,425,988
<b>Sub total</b>	<b>227,000,000</b>	<b>54,557,846</b>	<b>57,285,738</b>	<b>60,150,025</b>	<b>63,157,527</b>	<b>66,315,403</b>	<b>69,631,173</b>	<b>73,112,732</b>	<b>76,768,368</b>	<b>80,606,787</b>	<b>84,637,126</b>
<b>Total applications</b>	<b>227,000,000</b>	<b>54,557,846</b>	<b>57,285,738</b>	<b>60,150,025</b>	<b>63,157,527</b>	<b>66,315,403</b>	<b>69,631,173</b>	<b>73,112,732</b>	<b>76,768,368</b>	<b>80,606,787</b>	<b>84,637,126</b>
Accumulated cash		27,707,354	55,043,076	82,048,083	108,765,341	135,239,962	162,709,314	189,123,134	215,758,644	242,653,180	269,864,318

VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL PROJECTED BALANCE SHEET US \$

<b>Fixed Assets</b>	-	1	2	3	4	5	6	7	8	9	10
Opening balance	-	206,000,000	203,400,000	200,800,000	198,200,000	195,600,000	193,000,000	190,400,000	187,800,000	185,200,000	182,600,000
Additions	-										
<b>Total Long-term Assets</b>	-	206,000,000	203,400,000	200,800,000	198,200,000	195,600,000	193,000,000	190,400,000	187,800,000	185,200,000	182,600,000
Less depreciation	-	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000	2,600,000
<b>Closing balance</b>	-	203,400,000	200,800,000	198,200,000	195,600,000	193,000,000	190,400,000	187,800,000	185,200,000	182,600,000	180,000,000
Working capital	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000	21,000,000
Accumulated cash	-	27,707,354	55,043,076	82,048,083	108,765,341	135,239,962	162,709,314	189,123,134	215,758,644	242,653,180.1	269,864,317.9
<b>Total assets</b>	<b>21,000,000</b>	<b>252,107,354</b>	<b>276,843,076</b>	<b>301,248,083</b>	<b>325,365,341</b>	<b>349,239,962</b>	<b>374,109,314</b>	<b>397,923,134</b>	<b>421,958,644</b>	<b>446,253,180</b>	<b>470,864,318</b>
Financed by											
Equity		57,000,000	57,000,000	57,000,000	57,000,000	57,000,000	57,000,000	57,000,000	57,000,000	57,000,000	57,000,000
Accumulated profit	-	26,850,492	56,800,509	89,945,527	126,385,795	166,226,577	208,388,399	255,087,311	305,220,169	358,932,420	416,358,408
Total equity	-	83,850,492	113,800,509	146,945,527	183,385,795	223,226,577	265,388,399	312,087,311	362,220,169	415,932,420	473,358,408
Long term loan	170,000,000	148,750,000	127,500,000	106,250,000	85,000,000	63,750,000	42,500,000	21,250,000	0	0	0
Bank overdraft	-	-	-	-	-	-	-	-	-	-	-
<b>Total debts</b>	<b>170,000,000</b>	<b>148,750,000</b>	<b>127,500,000</b>	<b>106,250,000</b>	<b>85,000,000</b>	<b>63,750,000</b>	<b>42,500,000</b>	<b>21,250,000</b>	<b>-</b>	<b>0</b>	<b>0</b>
<b>Total equity and debts</b>	<b>170,000,000</b>	<b>232,600,492</b>	<b>241,300,509</b>	<b>253,195,527</b>	<b>268,385,795</b>	<b>286,976,577</b>	<b>307,888,399</b>	<b>333,337,311</b>	<b>362,220,169</b>	<b>415,932,420</b>	<b>473,358,408</b>

## VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL COST STRUCTURE

US\$

PARTICULAR	
Land and Buildings	0.00
Machinery & Equipment	200,000,000.00
Motor Vehicles	5,000,000.00
Furniture & Fixtures	1,000,000.00
Pre exp	0.00
Others	1,000,000.00
Working Capital	20,000,000.00
<b>TOTAL</b>	<b>227,000,000.00</b>



VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL PROJECTED LONG TERM LOAN REPAYMENT US\$

Year	principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	21,250,000	13,600,000	34,850,000	170,000,000
2	21,250,000	11,900,000	33,150,000	148,750,000
3	21,250,000	10,200,000	31,450,000	127,500,000
4	21,250,000	8,500,000	29,750,000	106,250,000
5	21,250,000	6,800,000	28,050,000	85,000,000
6	21,250,000	3,825,000	25,075,000	63,750,000
7	21,250,000	2,550,000	23,800,000	42,500,000
8	21,250,000	1,275,000	22,525,000	21,250,000

VIETTEL TANZANIA PUBLIC LIMITED COMPANY, TRADING AS HALOTEL PAYBACK PERIOD US\$

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	26,850,492	2,600,000	29,450,492	29,450,492
2	29,950,017	2,600,000	32,550,017	62,000,509
3	33,145,018	2,600,000	35,745,018	97,745,527
4	36,440,269	2,600,000	39,040,269	136,785,796
5	39,840,782	2,600,000	42,440,782	179,226,578
6	46,698,912	2,600,000	49,298,912	228,525,490
7	50,132,858	2,600,000	52,732,858	281,258,348
8	53,712,251	2,600,000	56,312,251	337,570,599