

				T & B GROUPEMENT LIMITED				ANNEX I (a)		
				CAPITAL INVESTMENT ITEMS COST ESTIMATES						
USD/TZS Exchange rate:										
1 USD=	TZS	2,500								
1. LAND								Total Cost: TZS '000'		
Total - Land								-		
2. CIVIL AND BUILDING CONSTRUCTION WORKS										
2.1 Buildings construction works				Costruction/m2:			Total USD	Total Cost: TZS '000'		
					Quantity	Unit	Rate			
Office partion					116	m2	220,000		25,520	
Workshop zone marking					1	ls	#####		2,500	
Add VAT							18%		5,044	
Sub Total - Building								33,064		
Add: Contingency @					10%				3,306	
Total cost of buildings								36,370		
3. FACTORY EQUIPMENT										
							Total Cost: USS	Total Cost: TZS '000'		
					Quantity	Unit	Rate			
Supply and installation of Conveyor belt					30	m	6,200,000		186,000	
Supply and installation of racks for battery storage					18	m2	500,000		9,000	
Supply and installation of Multilevel racks for chassis storage					36	m2	500,000		18,000	
Supply and installation of steel railing for assembling tools including suspended T supporting est.					30	m	920,000		27,600	
				Units		Cost/unit				
Conveyor Line Motorised 100 feet Long				1		18,500		18,500	46,250	
Child Parts assembly Station				1		1,500		1,500	3,750	
Tyre Machine				1		1,250		1,250	3,125	
Air Compressor 5 Hp				1		1,000		1,000	2,500	
VRLA Battery Tester Machine				1		950		950	2,375	
Hand Grinders Cutting Machine				2		25		50	125	
Welding Machine Small				1		450		450	1,125	
Multi meter				5		70		350	875	
Common Tool Kit Sets				5		70		350	875	
Rachet Sets with Box Spanners size 15 – 40 mm				5		60		300	750	
Rachet Sets with Box Spanners Size 6 -14mm				5		56		280	700	
Battery Operated Tools				10		120		1,200	3,000	
Blue Colour bins for Small Parts 24” size				50		10		500	1,250	
Red Colour bins for parts 24” Size				20		10		200	500	
Motor / Controller testing bench				1		1,000		1,000	2,500	
Lithium Battery Testing bench				1		6,500		6,500	16,250	
Variable Power Supply 0-80V – 100A				1		360		360	900	
Installation costs								21,000	52,500	
Total CIF cost including machinery installation								379,950		
Add: Contingency @						10%			37,995	

				T & B GROUPEMENT LIMITED					ANNEX III (a)				
				DIRECT AND OVERHEAD COSTS					Tshs. '000'				
1. OPERATING COSTS													
2. PRODUCTION - COST OF SALES													
				YEAR	1	2	3	4	5	6	7	8	
(1) Complete Knock Down EMB Kit													
Total EMB Kits required per year					5,616	6,552	7,488	7,488	7,488	7,488	7,488	7,488	
FOB Cost of EMB/Kit				\$835	11,723,400	13,677,300	15,631,200	15,631,200	15,631,200	15,631,200	15,631,200	15,631,200	
Freight and Insurance				5.0%	586,170	683,865	781,560	781,560	781,560	781,560	781,560	781,560	
Duties & Taxes				15.0%	1,758,510	2,051,595	2,344,680	2,344,680	2,344,680	2,344,680	2,344,680	2,344,680	
Clearing & Port Charges				2.5%	293,085	341,933	390,780	390,780	390,780	390,780	390,780	390,780	
Total					14,361,165	16,754,693	19,148,220	19,148,220	19,148,220	19,148,220	19,148,220	19,148,220	
(3) Labour cost				Tzs/Month	Total/Month								
Plant manager				1	1,500,000	1,500,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000
Quality controller				3	1,000,000	3,000,000	36,000	36,000	36,000	36,000	36,000	36,000	36,000
Supervisor				6	1,000,000	6,000,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000
Technicians				12	800,000	9,600,000	115,200	115,200	115,200	115,200	115,200	115,200	115,200
Labourers				30	300,000	9,000,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000
Sub Total							349,200	349,200	349,200	349,200	349,200	349,200	
Add other payroll costs													
Social security (10%)							34,920	34,920	34,920	34,920	34,920	34,920	
SDL (4%)							13,968	13,968	13,968	13,968	13,968	13,968	
WFC (0.6%)							2,095	2,095	2,095	2,095	2,095	2,095	
NHIF (3%)							10,476	10,476	10,476	10,476	10,476	10,476	
Sub Total							61,459	61,459	61,459	61,459	61,459	61,459	
Total labour costs							410,659	410,659	410,659	410,659	410,659	410,659	
(4) Production overheads					As a % of:								
Electricity (% of total revenue)					2.00%		365,770	426,732	487,693	487,693	487,693	487,693	
Rent - Production & Office Premises/mc				\$5,000			150,000	150,000	150,000	150,000	150,000	150,000	
Miscellaneous (% of total revenue)					0.25%		45,721	53,341	60,962	60,962	60,962	60,962	
Total production overheads							561,491	630,073	698,655	698,655	698,655	698,655	
Total Production costs							15,333,316	17,795,425	20,257,534	20,257,534	20,257,534	20,257,534	

1.1 Salaries			<u>Tzs: '000' /Month</u>						ANNEX III (c)	TZS: '000'
Chief Executive Officer			2,500,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Accountant			1,200,000	14,400	14,400	14,400	14,400	14,400	14,400	14,400
Marketing Officer			700,000	8,400	8,400	8,400	8,400	8,400	8,400	8,400
Cashier			600,000	7,200	7,200	7,200	7,200	7,200	7,200	7,200
Stores Clerks			500,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Driver			400,000	4,800	4,800	4,800	4,800	4,800	4,800	4,800
Cleaners			300,000	7,200	7,200	7,200	7,200	7,200	7,200	7,200
				78,000	78,000	78,000	78,000	78,000	78,000	78,000
Add other payroll costs										
Social security (10%)				7,800	7,800	7,800	7,800	7,800	7,800	7,800
SDL (4%)				3,120	3,120	3,120	3,120	3,120	3,120	3,120
WFC (0.6%)				468	468	468	468	468	468	468
NHIF (3%)				2,340	2,340	2,340	2,340	2,340	2,340	2,340
Sub Total				13,728	13,728	13,728	13,728	13,728	13,728	13,728
Total				91,728	91,728	91,728	91,728	91,728	91,728	91,728
Summary - Administrative costs										
Salaries & Wages				91,728	91,728	91,728	91,728	91,728	91,728	91,728
Telephone and Telexes (% of total revenue)		0.20%		36,577	42,673	48,769	48,769	48,769	48,769	48,769
Office Stationery (% of total revenue)		0.25%		45,721	53,341	60,962	60,962	60,962	60,962	60,962
Insurance (% of investment cost)		3.00%		18,150	18,150	18,150	18,150	18,150	18,150	18,150
Audit Fees & Legal (% of total revenue)		0.02%		3,658	4,267	4,877	4,877	4,877	4,877	4,877
Marketing (% of total revenue)		1.00%		182,885	213,366	243,847	243,847	243,847	243,847	243,847
Security (% of total revenue)		0.40%		73,154	85,346	97,539	97,539	97,539	97,539	97,539
Miscellaneous (% of total revenue)		0.02%		3,658	4,267	4,877	4,877	4,877	4,877	4,877
Total				455,530	513,139	570,748	570,748	570,748	570,748	570,748

T & B GROUPEMENT LIMITED										ANNEX VI (a)	
LOAN PRINCIPAL AND INTEREST PAYMENTS SCHEDULE											
Terms											
(a) Loan amount is										Tzs: '000'	665,489
(b) Duration of loan , inclusive of 1 year grace period is										Years	8.00
(c) Loan repayment is monthly on an annuity basis in arrears over months											84
(d) Loan interest rate per annum											18%
(e) Loan interest rate per month											1.50%
Loan repayment schedule is:											Tshs. `000'
S/N.	Payment due date: Month	Beg - Loan Pr'pal o/s balance	pr'pal and interst instalment payable	Loan pr'pal during the period	Loan interest payable	Loan principal payable	Loan principal o/s at the end	Annual loan interest paid	Annual loan principal paid		
1	1	665,489	13,987	665,489	9,982	4,005	661,484				
2	2	661,484	13,987	661,484	9,922	4,065	657,419				
3	3	657,419	13,987	657,419	9,861	4,126	653,293				
4	4	653,293	13,987	653,293	9,799	4,188	649,106				
5	5	649,106	13,987	649,106	9,737	4,251	644,855				
6	6	644,855	13,987	644,855	9,673	4,314	640,541				
7	7	640,541	13,987	640,541	9,608	4,379	636,162				
8	8	636,162	13,987	636,162	9,542	4,445	631,717				
9	9	631,717	13,987	631,717	9,476	4,511	627,206				
10	10	627,206	13,987	627,206	9,408	4,579	622,627				
11	11	622,627	13,987	622,627	9,339	4,648	617,979				
12	12	617,979	13,987	617,979	9,270	4,717	613,261	115,618	52,228		
13	1	613,261	13,987	613,261	9,199	4,788	608,473				
14	2	608,473	13,987	608,473	9,127	4,860	603,613				
15	3	603,613	13,987	603,613	9,054	4,933	598,680				
16	4	598,680	13,987	598,680	8,980	5,007	593,673				
17	5	593,673	13,987	593,673	8,905	5,082	588,591				
18	6	588,591	13,987	588,591	8,829	5,158	583,433				
19	7	583,433	13,987	583,433	8,751	5,236	578,197				
20	8	578,197	13,987	578,197	8,673	5,314	572,883				
21	9	572,883	13,987	572,883	8,593	5,394	567,489				
22	10	567,489	13,987	567,489	8,512	5,475	562,014				
23	11	562,014	13,987	562,014	8,430	5,557	556,458				
24	12	556,458	13,987	556,458	8,347	5,640	550,817	105,402	62,444		

Loan repayment schedule is:										ANNEX VI (b)		
S/N.	Payment due date: Month	Beg - Loan Pr'pal o/s balance	pr'pal and interst instalment payable	Loan pr'pal during the period	Loan interest payable	Loan principal payable	Loan principal o/s at the end	Annual loan interest paid	Annual loan principal paid			
25	1	550,817	13,987	550,817	8,262	5,725	545,092					
26	2	545,092	13,987	545,092	8,176	5,811	539,282					
27	3	539,282	13,987	539,282	8,089	5,898	533,384					
28	4	533,384	13,987	533,384	8,001	5,986	527,397					
29	5	527,397	13,987	527,397	7,911	6,076	521,321					
30	6	521,321	13,987	521,321	7,820	6,167	515,154					
31	7	515,154	13,987	515,154	7,727	6,260	508,894					
32	8	508,894	13,987	508,894	7,633	6,354	502,540					
33	9	502,540	13,987	502,540	7,538	6,449	496,091					
34	10	496,091	13,987	496,091	7,441	6,546	489,546					
35	11	489,546	13,987	489,546	7,343	6,644	482,902					
36	12	482,902	13,987	482,902	7,244	6,744	476,158	93,186	74,659			
37	1	476,158	13,987	476,158	7,142	6,845	469,313					
38	2	469,313	13,987	469,313	7,040	6,947	462,366					
39	3	462,366	13,987	462,366	6,935	7,052	455,314					
40	4	455,314	13,987	455,314	6,830	7,157	448,157					
41	5	448,157	13,987	448,157	6,722	7,265	440,892					
42	6	440,892	13,987	440,892	6,613	7,374	433,518					
43	7	433,518	13,987	433,518	6,503	7,484	426,034					
44	8	426,034	13,987	426,034	6,391	7,597	418,437					
45	9	418,437	13,987	418,437	6,277	7,711	410,727					
46	10	410,727	13,987	410,727	6,161	7,826	402,900					
47	11	402,900	13,987	402,900	6,044	7,944	394,957					
48	12	394,957	13,987	394,957	5,924	8,063	386,894	78,582	89,264			
49	1	386,894	13,987	386,894	5,803	8,184	378,710					
50	2	378,710	13,987	378,710	5,681	8,306	370,404					
51	3	370,404	13,987	370,404	5,556	8,431	361,973					
52	4	361,973	13,987	361,973	5,430	8,558	353,415					
53	5	353,415	13,987	353,415	5,301	8,686	344,729					
54	6	344,729	13,987	344,729	5,171	8,816	335,913					
55	7	335,913	13,987	335,913	5,039	8,948	326,964					
56	8	326,964	13,987	326,964	4,904	9,083	317,882					
57	9	317,882	13,987	317,882	4,768	9,219	308,663					
58	10	308,663	13,987	308,663	4,630	9,357	299,306					
59	11	299,306	13,987	299,306	4,490	9,498	289,808					

60	12	289,808		13,987		289,808	4,347	9,640		280,168		61,120	106,726
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Loan repayment schedule is:											ANNEX VI (c)	
S/N.	Payment due date: Month	Beg - Loan Pr'pal o/s balance	pr'pal and interst instalment payable	Loan pr'pal during the period	Loan interest payable	Loan principal payable	Loan principal o/s at the end			Annual loan interest paid	Annual loan principal paid	
61	1	280,168	13,987	280,168	4,203	9,785	270,383					
62	2	270,383	13,987	270,383	4,056	9,931	260,452					
63	3	260,452	13,987	260,452	3,907	10,080	250,372					
64	4	250,372	13,987	250,372	3,756	10,232	240,140					
65	5	240,140	13,987	240,140	3,602	10,385	229,755					
66	6	229,755	13,987	229,755	3,446	10,541	219,214					
67	7	219,214	13,987	219,214	3,288	10,699	208,515					
68	8	208,515	13,987	208,515	3,128	10,859	197,656					
69	9	197,656	13,987	197,656	2,965	11,022	186,634					
70	10	186,634	13,987	186,634	2,800	11,188	175,446					
71	11	175,446	13,987	175,446	2,632	11,355	164,091					
72	12	164,091	13,987	164,091	2,461	11,526	152,565		40,242	127,603		
73	13	152,565	13,987	152,565	2,288	11,699	140,866					
74	14	140,866	13,987	140,866	2,113	11,874	128,992					
75	15	128,992	13,987	128,992	1,935	12,052	116,940					
76	16	116,940	13,987	116,940	1,754	12,233	104,707					
77	17	104,707	13,987	104,707	1,571	12,417	92,290					
78	18	92,290	13,987	92,290	1,384	12,603	79,687					
79	19	79,687	13,987	79,687	1,195	12,792	66,896					
80	20	66,896	13,987	66,896	1,003	12,984	53,912					
81	21	53,912	13,987	53,912	809	13,178	40,733					
82	22	40,733	13,987	40,733	611	13,376	27,357					
83	23	27,357	13,987	27,357	410	13,577	13,780					
84	24	13,780	13,987	13,780	207	13,780	0		15,281	152,565		

T & B GROUPEMENT LIMITED											ANNEX V
DEPRECIATION AND AMORTISATION SCHEDULE											Tshs `000'
YEAR											
			1	2	3	4	5	6	7	8	
GROSS FIXED ASSETS											
Land			0	0	0	0	0	0	0	0	0
Buildings			36,370	36,370	36,370	36,370	36,370	36,370	36,370	36,370	36,370
Factory and Office Equipment			464,460	464,460	464,460	464,460	464,460	464,460	464,460	464,460	464,460
Motor vehicles			78,750	78,750	78,750	78,750	157,500	157,500	157,500	157,500	157,500
Furniture & Fittings			25,410	25,410	25,410	25,410	25,410	25,410	25,410	25,410	25,410
Pre-operational expenses			60,499	60,499	60,499	60,499	60,499	60,499	60,499	60,499	60,499
TOTAL GROSS FIXED ASSETS			665,489	665,489	665,489	665,489	744,239	744,239	744,239	744,239	744,239
ANNUAL DEPRECIATION											
		Deprn rate -%									
Land		0.00%	0	0	0	0	0	0	0	0	0
Buildings		2.50%	909	909	909	909	909	909	909	909	909
Factory and Office Equipment		12.50%	58,058	58,058	58,058	58,058	58,058	58,058	58,058	58,058	58,058
Motor vehicles		25.00%	19,688	19,688	19,688	19,688	19,688	19,688	19,688	19,688	19,688
Furniture & Fittings		12.50%	3,176	3,176	3,176	3,176	3,176	3,176	3,176	3,176	3,176
Pre-operational expenses (20%)		20.00%	12,100	12,100	12,100	12,100	12,100				
TOTAL ANNUAL DEPRECIATION			93,930	93,930	93,930	93,930	93,930	81,830	81,830	81,830	81,830
ACCUMULATED DEPRECIATION											
			93,930	187,861	281,791	375,721	469,651	551,482	633,312	715,143	
NET FIXED ASSETS											
			571,559	477,628	383,698	289,768	274,587	192,757	110,926	29,096	

T & B GROUPEMENT LIMITED										APPENDIX I
PROJECTED PROFIT AND LOSS STATEMENTS										Tshs. '000'
YEAR	1	2	3	4	5	6	7	8	9	10
TOTAL SALES REVENUE	18,288,504	21,336,588	24,384,672	24,384,672	24,384,672	24,384,672	24,384,672	24,384,672	24,384,672	24,384,672
Less: COST OF SALES	15,333,316	17,795,425	20,257,534	20,257,534	20,257,534	20,257,534	20,257,534	20,257,534	20,257,534	20,257,534
GROSS PROFIT	2,955,188	3,541,163	4,127,138	4,127,138	4,127,138	4,127,138	4,127,138	4,127,138	4,127,138	4,127,138
Less:OPERATING OVERHEADS										
Administration Expenses	455,530	455,530	455,530	455,530	455,530	455,530	455,530	455,530	455,530	455,530
Repairs & Maintenance	50,790	50,790	50,790	50,790	50,790	50,790	50,790	50,790	50,790	50,790
Total	506,320	506,320	506,320	506,320	506,320	506,320	506,320	506,320	506,320	506,320
PROFIT B4 INTEREST, TAX AND DEPRECIATION	2,448,868	3,034,843	3,620,818	3,620,818	3,620,818	3,620,818	3,620,818	3,620,818	3,620,818	3,620,818
Depreciation	93,930	93,930	93,930	93,930	93,930	81,830	81,830	81,830	81,830	81,830
PROFIT BEFORE INTEREST AND TAX	2,354,938	2,940,913	3,526,887	3,526,887	3,526,887	3,538,987	3,538,987	3,538,987	3,538,987	3,538,987
Over Draft Interest	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546	1,202,546
Term Loan Interest	115,618	105,402	93,186	78,582	61,120	40,242	15,281	-	-	-
PROFIT BEFORE TAX	1,036,773	1,632,965	2,231,155	2,245,759	2,263,221	2,296,198	2,321,160	2,336,441	2,336,441	2,336,441
Tax at 30%	311,032	489,889	669,346	673,728	678,966	688,859	696,348	700,932	700,932	700,932
PROFIT AFTER TAX	725,741	1,143,075	1,561,808	1,572,031	1,584,255	1,607,339	1,624,812	1,635,508	1,635,508	1,635,508
Profit brought forward	-	725,741	1,868,817	3,430,625	5,002,656	6,586,911	8,194,250	9,819,062	11,454,570	11,454,570
PROFIT CARRIED FORWARD	725,741	1,868,817	3,430,625	5,002,656	6,586,911	8,194,250	9,819,062	11,454,570	11,454,570	11,454,570

T & B GROUPEMENT LIMITED										
PROJECTED CASHFLOWS										APPENDIX II
										Tshs. '000'
	YEAR 0	1	2	3	4	5	6	7	8	
CAPITAL INFLOW										
Loan	665,489									
Over draft	10,021,220									
Sub total	10,686,709	-	-	-	-	-	-	-	-	-
OPERATING INFLOW										
Profit before tax	-	1,036,773	1,632,965	2,231,155	2,245,759	2,263,221	2,296,198	2,321,160	2,336,441	
Depreciation	-	93,930	93,930	93,930	93,930	93,930	81,830	81,830	81,830	
Sub total	-	1,130,704	1,726,895	2,325,085	2,339,690	2,357,151	2,378,029	2,402,990	2,418,271	
TOTAL INFLOW	10,686,709	1,130,704	1,726,895	2,325,085	2,339,690	2,357,151	2,378,029	2,402,990	2,418,271	
CAPITAL OUTFLOW										
Investment	665,489									
Re-investment						78,750				
Loan Repayment		52,228	62,444	74,659	89,264	106,726	127,603	152,565	-	
Sub total	665,489	52,228	62,444	74,659	89,264	185,476	127,603	152,565	-	
OPERATING OUTFLOW										
Taxation	-	-	311,032	489,889	669,346	673,728	678,966	688,859	696,348	
Change in W/Capital	-	10,021,220	1,656,861	1,656,861	-	-	-	-	-	
Sub total	-	10,021,220	1,967,893	2,146,750	669,346	673,728	678,966	688,859	696,348	
TOTAL OUTFLOW	665,489	10,073,447	2,030,337	2,221,410	758,610	859,204	806,570	841,424	696,348	
NET CASHFLOW	10,021,220	(8,942,744)	(303,442)	103,675	1,581,079	1,497,948	1,571,459	1,561,566	1,721,923	
OPENING BALANCE	-	10,021,220	1,078,476	775,034	878,709	2,459,788	3,957,736	5,529,195	7,090,761	
CLOSING BALANCE	10,021,220	1,078,476	775,034	878,709	2,459,788	3,957,736	5,529,195	7,090,761	8,812,684	

T & B GROUPEMENT LIMITED

APPENDIX V

BREAK EVEN ANALYSIS

Tshs'000'

BASED ON YEAR 3

	FIXED COST	VARIABLE COST	TOTAL COST
Cost of Sales	0	20,257,534	20,257,534
Operating Costs	621,538	0	621,538
Depreciation	187,117	0	187,117
	808,654	20,257,534	21,066,189
A. Sales Revenue			24,384,672
B. Variable Cost			20,257,534
C. Contribution Margin A - B			4,127,138
D. Fixed Costs			808,654
E. Contribution Margin Ratio	$\frac{C}{A} * 100$		16.93%
F. Break Even Sales	$\frac{D}{E}$		4,777,832
Capacity at Break Even Point			20%

