

**VINDA INDUSTRIAL COMPANY LIMITED,  
P. O BOX 34359,  
DAR ES SALAAM, TANZANIA.**

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**PRE-FEASIBILITY STUDY REPORT ON:**

**INVESTMENT IN MANUFACTURING OF FARMING AND  
PROCESSING OF POLUTRY AND RELATED PRODUCTS**

**Presented To:**

**TANZANIA INVESTMENT CENTRE  
Shaban Robert Street  
P. O. Box 938  
Dar es Salaam**

**Prepared by:**

**VINDA INDUSTRIAL COMPANY LIMITED  
P.O.BOX 34359  
DAR ES SALAAM, TANZANIA**

**OCTOBER 2023**

**VINDA INDUSTRIAL COMPANY LIMITED  
Strategic Pre-feasibility Report**

**VINDA INDUSTRIAL COMPANY LIMITED,  
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*This profile is strictly for information only and projections in the pre –feasibility study report have been compiled by the consultant with close cooperation of the Promoters of the Business the **VINDA INDUSTRIAL COMPANY LIMITED** and Sector Experts for illustrative purposes and do not constitute actual forecasts.*

**VINDA INDUSTRIAL COMPANY LIMITED**

**Business Profile: Pre-feasibility Study Report**

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## **1. Executive Summary**

### **Company& Project concept**

VINDA INDUSTRIAL COMPANY LIMITED is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 25<sup>th</sup> September 2023, and bears Certificate of Incorporation # 168815670. Company implements project which is under Farming and Processing of poultry.

VINDA INDUSTRIAL COMPANY LIMITED will be located at Msufini Kidete Village, Mkuranga District in Pwani Region.

Our goals and objectives are straightforward and seek to ensure we run a professional, profitable and ethical company, building relationships with customers, suppliers and investors.

### **Company Goals and Objectives:**

In Summary VINDA INDUSTRIAL COMPANY LIMITED aims to;

- Farming and processing of poultry and related products in Pwani Region, Mkuranga District, Msufini Kidete Village.
- Manage VINDA INDUSTRIAL COMPANY LIMITED by human resource policies which encourage and reward individual and unified effort and achievement, provide training and personal development opportunities and create a working environment in which staff can feel a real sense of job involve
- Build relationships with investors in many sectors,
- Achieve levels of profit sufficient to provide for reinvestment and suitable returns to shareholders and investors
- Seek to comply with all statutory legislation and other external relevant authorities. Define and keep under review Company policy, allowing flexibility for local requirements.
- Adopt best commercial practice and ethical standards in dealing with clientele, suppliers of goods and services and other contacts

### **Purpose of Business Plan**

This document is prepared to the serve the purpose as a Pre-feasibility study report for VINDA INDUSTRIAL COMPANY LIMITED for investment in farming and processing of

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poultry and related products in Pwani Region. But also, the Pre-feasibility study report shall be submitted to TIC for an award of Certificate of Incentives. The implementation of this project will compromise the following activities: -

- Construction of a warehouse building which will accommodate Installation of Machines and Equipment for this project.
- Procurements Machineries and Equipment's for this project.
- Equipping the project will all necessary modern furniture and facilities

**The project promoter**, the project will be managed and operated by VINDA INDUSTRIAL COMPANY LIMITED is owned by a Chinese nationals from China with the following share distribution.

NAME OF SHAREHOLDERS	NATIONALITY	SHARES%
Shuhao Yu	Chinese	51%
Jing Liu	Chinese	24.5%
Zhanyang Yu	Chinese	24.5%

**Company Legality**, the legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, Tax Identification Number. Justify that VINDA INDUSTRIAL COMPANY LIMITED is operating within the ambit of the law of the Land

**Project Organization Structure**, the management of VINDA INDUSTRIAL COMPANY LIMITED constituted by the following organization set up: - Board of Directors, General Manager who is responsible on the supervision on the entire operations of the Company, a company accountant, a Production Manager who will be directly responsible for all matters pertaining farming and processing of poultry and related products.

**Investment Structure**, the project is estimated to cost \$500,000, the money covers building structures but also allocated fund include investment in, building structure, Machineries and Equipment, furniture and fittings, pre-expenses and working Capital. The equity contributed by the shareholders is \$500,000 equivalent to 100%. However, a financial policy of the Company state that the profits generated will be re-invested

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Forecasted financial Information, Financial information of VINDA INDUSTRIAL COMPANY LIMITED is projected within five years. The company projected profit and Loss, account show a respectable turnover (for refence you shall see on the last page)

## **2. Statement of Purpose**

This Profile is drawn for the purpose of seeking CERTIFICATE OF INCENTIVES from the TANZANIA INVESTMENT CENTRE and pre-feasibility study report for farming and processing of Poultry and related products.

### **2.1 Purpose of Investment**

This document is prepared to the serve the purpose as a feasibility study for VINDA INDUSTRIAL COMPANY LIMITED for establishment of Farming and Processing of Poultry and related products in Pwani. The implementation of the project will compromise of the following: -

- Construction of a warehouse building which will accommodate Installation of Machines and Equipment for this project.
- Installation of machines where processing of poultry and related products which will be processed
- Procurements Machineries and Equipment for this project.
- Equipping the project will all necessary modern furniture and facilities
- Procurement semi –processed raw materials
- Employing more than 50 people.

### **2.2. Investment financing plan**

The company expect to invest \$500,000 from shareholders' funds. Profits generated from business operation will be re-invested. Table below show the assumptions how the investment financing plan will look like.

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**TABLE 1  
FINANCING**

<b>Financing</b>	<b>\$</b>
<b>Long-term liabilities</b>	
Long-term Equity	200,000
<b>Owner's equity</b>	
Cash	200,0000
Contributed asset value	100,000
<b>Total</b>	<b>500,000</b>

**TABLE 2  
INVESTMENT COST PLAN**

<b>COST INVESTMENT STRUCTURE</b>	<b>\$</b>
<b>Current assets</b>	
Working capital	50,000
Opening inventory	100,000
Other	10,000
<b>Property and equipment</b>	
Land	50,000
Building	25,000
Equipment	20,000
Furniture and fixtures	3,000
Leasehold improvements	2,000
Plant/Machines	150,000
Motor Vehicles	40,000
Other _____	50,000
<b>Total assets</b>	<b>500,000.00</b>

### **2.3 Summary of the Expected Results**

At the end, the project is expected to achieve the following: -

- Provide an opportunity for availability of processed poultry and related products
- Import modern machine for purpose of poultry processing which contribute in advancing of new farming technology in Tanzania
- Increase 100 direct employment opportunities.
- Direct Domestic investment of more than \$1M within 2023 -2028.
- Increase tax contributed to the government
- Generate foreign currency.

## **3. BUSINESS DESCRIPTION**

VINDA INDUSTRIAL COMPANY LIMITED is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 25<sup>th</sup> September 2023, and bears Certificate of Incorporate # 168815670. Company implements project which is under Agriculture sector.

The Company will be responsible among others activities, operating and managing farming activities.

### **3.1.1. Legal Status**

Legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, business license, Tax Identification Number, and value added Tax certificates Justify that VINDA INDUSTRIAL COMPANY LIMITED is operating within the ambit of the law of the Land.

### **3.1.2. Mission and Vision**

The company vision is to be one of the leading companies in Agriculture sector.

The current mission of the company is to penetrate the markets within Agriculture sector in Tanzania. The company can achieve this through

- Farming and Processing of Poultry and related products
- Establishing sustainable business relationship with Agriculture companies and consumers.

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- Proper and reasonable remuneration of the personnel
- Continuing networking with our esteemed clients.

### **3.1.3. Project Promoters**

The **project promoter**, the project will be managed and operated by VINDA INDUSTRIAL COMPANY LIMITED. The Company is owned by Chinese corporation and a Tanzanian. Current shareholding status is hereby shown below.

<b>NAME OF SHAREHOLDERS</b>	<b>NATIONALITY</b>	<b>SHARES%</b>
Shuhao Yu	Chinese	51%
Jing Liu	Chinese	24.5%
Zhanyang Yu	Chinese	24.5%

### **3.1.4. Operations**

The project will be managed and operated by VINDA INDUSTRIAL COMPANY LIMITED. The Company is finalizing acquisition of operation permits and Tax exemption clearance for machineries and equipment to start the implementation of the project. Management will establish sound operating guidelines to conduct the day-to-day operations of this project.

### **3.1.5. Project Location**

The project shall be implemented at constructed warehouses, administration block which will be very spacious to accommodate project of this nature. The project shall be located at Msufini Kidete village, Mkuranga District in Pwani Region

### **3.1.6. Postal Address**

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## **4. Core Activities of the company**

VINDA INDUSTRIAL COMPANY LIMITED will be dealing with establishing and operating the following facilities;

### **4.1.1. Construction of warehouse facilities**

In the first phase of the implementation of this project, the Company shall construct warehouse which shall be used to accommodate installation of Machineries and Equipment's.

### **4.1.2. Processing Plant**

This consist installation of machineries and equipment and Fixtures and fittings which shall be used for processing of poultry and related purposes.

## **4.2. Technical requirements of the project**

The project implementation shall require some of technical facilities among others include: -

- Machines for processing poultry and related products
- Caterpillar for moving for landscaping and moving heavy cargo and equipment.
- Trucks
- Excavator

## 5. AGRICULTURE INDUSTRY

### 5.1 AGRICULTURE SECTOR IN TANZANIA

The agriculture sector in Tanzania is a critical component of the country's economy and plays a pivotal role in providing employment, food security, and contributing to economic development. Here is an overview of the agriculture sector in Tanzania:

1. **Economic Importance:** Agriculture is the backbone of Tanzania's economy, employing the majority of its population and contributing significantly to the country's GDP.
2. **Crop Production:** The sector is diverse, with the production of a wide range of crops, including maize, rice, sorghum, millet, cassava, bananas, coffee, and various fruits and vegetables. These crops serve as both staple foods and cash crops.
3. **Export Crops:** Tanzania exports a variety of crops, including coffee, tea, cotton, cashew nuts, and tobacco, contributing to foreign exchange earnings.
4. **Livestock Farming:** Livestock farming is another important component, involving cattle, goats, sheep, and poultry. Livestock provides meat, dairy products, and hides for the domestic market.

In summary, the agriculture sector in Tanzania is a vital part of the country's economy, providing employment and food security.

To address its challenges and unlock its full potential, the sector requires investment in infrastructure, technology, and sustainable agricultural practices. The government's support, along with international cooperation, plays a significant role in shaping the future of agriculture in Tanzania.

### 5:2 IMPORTANCE OF AGRICULTURE SECTOR IN TANZANIA

**Economic Contribution:** The Agriculture sector is a major contributor to Tanzania's economy. It generates substantial revenue through the export of crops and livestock, providing foreign exchange earnings and government revenues. This revenue can be used to fund various public services and infrastructure projects.

**Job Creation:** Agriculture operations, both large-scale and artisanal, provide employment opportunities for a substantial number of Tanzanians. This helps alleviate unemployment and poverty in many regions where agriculture activities are prevalent.

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**Foreign Investment:** The presence of valuable fertile land and livestock resources attracts foreign investment into the country, which can stimulate economic growth, create jobs, and contribute to technology and knowledge transfer.

**Export Earnings:** Tanzania is a major exporter of crops and livestock products, which brings in foreign exchange earnings. These earnings can be used to import goods, finance development projects, and stabilize the country's balance of payments.

**Infrastructure Development:** The agriculture sector often leads to the development of infrastructure in Agricultural regions. This includes roads, railways, power generation, and other essential facilities that benefit both mining operations and local communities.

**Local Development:** Mining companies often invest in social responsibility programs that aim to improve the living conditions of nearby communities. This includes initiatives related to education, healthcare, and community development.

**Diversification of the Economy:** By exploiting a variety of agricultural resources, the Agriculture sector contributes to diversifying Tanzania's economy. This reduces the country's reliance on a single industry, making it more resilient to economic fluctuations.

**Innovation and Technology:** The agriculture sector can drive innovation and technology adoption in Tanzania. This is particularly true for large-scale agriculture operations that require advanced machinery and processes.

**Resource Potential:** Tanzania is rich in fertile land and livestock resources. These resources have the potential to be developed further, providing long-term opportunities for the country.

**Global Position:** Being a significant player in the agriculture sector allows Tanzania to participate in global agriculture markets and influence international trade and industry trends.

It's important to note that while the agriculture sector offers several benefits to Tanzania, it also comes with challenges, including environmental concerns, social issues, and the need for sound regulatory practices to ensure fair and responsible resource extraction. Sustainable development and responsible agricultural practices are critical to maximize the sector's positive impact while mitigating its negative effects.

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### **5.3 AGRICULTURE CORPORATIONS IN TANZANIA**

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Currently there are a number of companies who are mining and 'processing minerals in Tanzania, which are as follows:

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1. **Export Trading Companies:** These companies are involved in the export of agricultural products such as coffee, tea, cashew nuts, and spices. Examples include Tanzania Coffee Board (TCB) and Tanzania Tea Board.
2. **Seed Companies:** Firms like Tanseed International and East African Seed Company are involved in the production, distribution, and sale of high-quality seeds for various crops, helping farmers improve crop yields.
3. **Agrochemical and Fertilizer Companies:** Companies like YARA Tanzania and MEA Ltd provide farmers with agrochemicals, fertilizers, and crop protection products to enhance agricultural productivity.
4. **Large Agribusinesses:** Some multinational corporations, like Unilever (Tanzania) Limited, have interests in the agriculture sector. For instance, Unilever sources raw materials for its consumer products, including tea and palm oil.
5. **Agricultural Equipment Suppliers:** Companies such as S. T. P. Limited and Tanga Fresh provide farmers with essential equipment and machinery for farming and dairy production.
6. **Agricultural Processing Companies:** These firms are involved in the processing of agricultural products. Tanzanian companies like Bakhresa Group and ASAS Dairies Limited process crops like maize, wheat, and dairy products.
7. **Horticultural Companies:** Tanzania Horticultural Association (TAHA) works with horticultural companies involved in the production and export of fruits, vegetables, and flowers.
8. **Agricultural Financing Institutions:** These organizations provide financial services to farmers and agribusinesses. Examples include CRDB Bank and NMB Bank, which offer agricultural loans and credit facilities.
9. **Cooperatives:** While not traditional companies, agricultural cooperatives like Tandale Milk Cooperative Society play a crucial role in supporting small-scale farmers and dairy production.
10. **Research and Development Organizations:** Organizations like the Agricultural Research Institute (ARI) and the International Livestock Research Institute (ILRI) are involved in agricultural research, providing innovative solutions to farmers.
11. **NGOs and Development Agencies:** Various non-governmental organizations and development agencies work in Tanzania to support agricultural development, including organizations like USAID and the United Nations' Food and Agriculture Organization (FAO).

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12. **Agtech Startups:** The rise of agriculture technology (agtech) in Tanzania has seen the emergence of startups like KilimoMart, which provide digital solutions to connect farmers with markets and agricultural information.

These companies and organizations collectively contribute to the growth and development of the agriculture sector in Tanzania. They play a crucial role in increasing agricultural productivity, ensuring food security, and supporting the livelihoods of small-scale farmers. Additionally, they help Tanzania tap into its agricultural potential and participate in international markets by exporting various agricultural products.

#### **5.4 PROJECT JUSTIFICATION**

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The proposed project is under management of VINDA INDUSTRIAL COMPANY LIMITED is in line with Tanzania Government efforts in accordance to support more the Agriculture sector. This has also been noted of recent drive of attracting investors in Tanzania in order to maximize annual earnings from investment and also compete effectively with regional competitors. This also has been complemented by following measures

- i. The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector Investment, tourism sector is inclusive.
- ii. The Government reviewed the existing Industry and trade Policy, taking into consideration the social economic base and the dynamism of Agriculture industry in Tanzania.
- iii. In depth studies have been carried out in the following area
  - SMEs development study
  - Trade Integration Strategy, 2009-2013

Regarding the initiative undertaken by VINDA INDUSTRIAL COMPANY LIMITED sponsors, is justified by the following facts.

- The sponsors have a special invested interest in Farming and processing of Poultry and related products and they have several years of experience.

Therefore, the establishment and operations for the Poultry farm and processing facility will boost and at the same time strength Agriculture sector in Tanzania. The Company's

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marketing strategy and intention is to have a wide products base which focuses both to Ordinary consumers and national use.

#### **5:5 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT**

The proposed project will result into the following social and economic impacts:

- Improve and increase of Agriculture practises in Tanzania
- Increased competitiveness among Agricultural products and processors in Tanzania
- The project will provide employment for more than 50 people
- The Government and other agencies will benefit from various taxes, fees and commissions that will be paid to the Treasury etc. by this Company.

## **6. OPPORTUNITY DRIVERS**

### **6.1 Increased demand of Agricultural products in Tanzania and all over the world**

Tanzania now is witnessing the tremendous developments of technology advancement. Agriculture products is among the leading products that are in demand all over the world, from products like crops and livestock. There in a very high demand and the demand is expected to rise by 80% within the next 25 years. A country like Tanzania which still has a fertile land is in a very good position for trading and acquiring more businesses around the world.

### **6.2 Uniqueness location of the project**

VINDA INDUSTRIAL COMPANY LIMITED.'s project will be one of the major Poultry Farmers and processors in Tanzania. And location of the Project shall be in Msufini Kidete Village, Mkuranga District in Pwani Region. The location of this project provides an opportunity to VINDA INDUSTRIAL COMPANY LIMITED to capture easily the market around Dar Es Salaam, Mtwara, Lindi, Ruvuma and Singida and other nearby regions and other countries.

### **6.3 Government Policy**

The Government of Tanzania has made the policy that intends to improve and promote Agriculture Industry. This sector employs many people and it is a key driver towards transforming and developing the national economy.

### **6.4 Government Incentives package**

The Tanzanian government has implemented various incentive packages and policies to support and promote the growth of agriculture companies in the country. These incentives are designed to stimulate investment, increase agricultural productivity, and contribute to the development of the agriculture sector. Some of the key incentives and support measures include:

1. **Tax Incentives:**

- **Tax Holidays:** The government may grant tax holidays to new agricultural companies, exempting them from income tax for a specified period.
- **Duty-Free Imports:** Agricultural machinery and equipment, as well as specific inputs like seeds and fertilizers, may be eligible for duty-free imports to reduce production costs.

2. **Agricultural Finance:**

- **Agricultural Loans:** The government often collaborates with financial institutions to provide agricultural loans with favourable terms and lower interest rates to support agribusinesses.
- **Agricultural Credit Guarantee Scheme:** The government may establish credit guarantee schemes to reduce the risk for banks and other financial institutions lending to agriculture companies.

3. **Research and Development:**

- **Research Grants:** The government supports agricultural research and development by providing grants and funding opportunities for research institutions and agricultural companies.
- **Technology Transfer:** Initiatives are in place to facilitate the transfer of innovative agricultural technologies and practices to agribusinesses.

## **7. Analysis of Strengths, Weaknesses, Opportunity and Threats**

Table below present the analysis of the company's Strengths, Weaknesses, Opportunities and Threats (SWOTS)

<p><b>Strengths</b></p> <ul style="list-style-type: none"> <li>▪ It has a strong equity financing</li> <li>▪ Strong management and well-paid personnel</li> <li>▪ Has a will to expand</li> <li>▪ Access to reliable high technology</li> </ul>	<p><b>Weaknesses</b></p> <ul style="list-style-type: none"> <li>▪ Not yet emphasize on the marketing</li> </ul>
<p><b>Opportunities</b></p> <ul style="list-style-type: none"> <li>▪ Good government suitable facilitative policy</li> <li>▪ Raising investments real estate sector</li> <li>▪ Government development power supply project in Tanzania</li> </ul>	<p><b>Threats</b></p> <ul style="list-style-type: none"> <li>▪ Unawareness of the new entrants in the Industry in the same location</li> <li>▪ Increment of inflation</li> <li>▪ Presence of fake suppliers of the same products.</li> </ul>

**The company has prepared for the action plans by doing the following:**

1. In future if needs arise the Company may seek more funds from bank to finishing phase of this project.
2. The company will employ expatriates for marketing of its products/services and develop marketing plan.

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## **8. Marketing Information**

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### **8.1. Marketing Strategy**

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#### **8.1.1. Overview**

The success of VINDA INDUSTRIAL COMPANY LIMITED will be achieved by providing high tech products, providing friendly service and employing an aggressive marketing plan to build customer traffic. Today's market requires more than just products and service to make a VINDA INDUSTRIAL COMPANY LIMITED successful. VINDA INDUSTRIAL COMPANY LIMITED will constantly strive to enthusiastically win more customers by being proactive rather than reactive in our marketing efforts.

Management will endeavour to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions. The following exemplifies some of the tactics we will use to drive more sales.

#### **8.1.2. Customer Database**

VINDA INDUSTRIAL COMPANY LIMITED will aggressively seek to build a database of Customers. Customers will have an opportunity to be included in the database so they can participate in sales promotions such as birthday or anniversary cards; email notification of upcoming specials; coupons; etc. The database will be gathered and maintained on special software VINDA INDUSTRIAL COMPANY LIMITED will gather names in a variety of manners including staff requests; business card drop for free lunch; guests' signup book with promotional signage; menu insert promotion; etc

#### **8.1.3. Advertising**

VINDA INDUSTRIAL COMPANY LIMITED will adopt an aggressive advertising strategy. Outdoor signage for VINDA INDUSTRIAL COMPANY LIMITED will describe outdoor and changeable copy advertisement and elaborate design signage depends upon lease space restrictions; designed within allowable limits to achieve maximum exposure.

VINDA INDUSTRIAL COMPANY LIMITED will utilize both traditional non-traditional methods of advertising. Management's viewpoint on advertising is state in your own words, the philosophy VINDA INDUSTRIAL COMPANY LIMITED will adopt towards the use of traditional advertising such as radio, newspaper, billboards or television.

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#### **8.1.4. Costing and Pricing**

The costing and pricing is done by the management of VINDA INDUSTRIAL COMPANY LIMITED. The costing takes into consideration various aspects depending on the cost which has already been incurred, inflation factor and Operating costs. The project promoters of the company are in business for long time i.e. they are business-oriented personnel.

#### **8.1.5. Customers**

VINDA INDUSTRIAL COMPANY LIMITED is targeting to all regions in Tanzania and outside of Tanzania specifically targeting the following customers: Wholesale and retail suppliers.

#### **8.1.6. Products**

As it has been explained in preamble chapters, VINDA INDUSTRIAL COMPANY LIMITED will set project which will be indulging in Farming and Processing of Poultry and related products in Tanzania

### **8.2 Marketing Plan**

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The company has both short term and long-term marketing plan:

***The short-term marketing plan includes:***

- Participating in business show case exhibitions
- Building sustainable long-term relationship with consumers.
- Training of sales staff sales and Marketing.

***Long Term Plans includes:***

- Join to the network of Agriculture companies to market and exploit more business opportunities
- Investing Market Research and Development

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## **9. Management & Administration**

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### **9.1. Management**

The management team of VINDA INDUSTRIAL COMPANY LIMITED planned to be constituted by the following management team:-

#### **9.1.1. Board of Directors**

VINDA INDUSTRIAL COMPANY LIMITED be managed by the board of Directors which is the apex body for strategic decision making of the project. Directors of the Company are the ones who having shares in VINDA INDUSTRIAL COMPANY LIMITED, The Company which shall manage this project.

#### **9.1.2. General Manager**

Immediate after Board of Director the shall be a General Manager who will be responsible to take care of mater pertaining operation and managing daily activities of the project as well as other staffs welfares and report them to the board of directors.

#### **9.1.3. Production Manager**

Production Manager will be employed who expected to have an extensive background in the Poultry processing industry. As the production Manager will be directly responsible for all processing functions including processing of poultry and related products.

Under production manager there shall be reasonable number of technical staffs who will be involved in daily processing within this project.

#### **9.1.4. Accountant/cash**

An accountant will be employed who expected to have good experience in accounting system as well as he will be responsible in managing cash of VINDA INDUSTRIAL COMPANY LIMITED but also keeping books of accounts properly.

#### **9.1.5. Management Agreements**

Management Agreements will be executed between VINDA INDUSTRIAL COMPANY LIMITED and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

#### **9.1.6. Confidentiality Agreements**

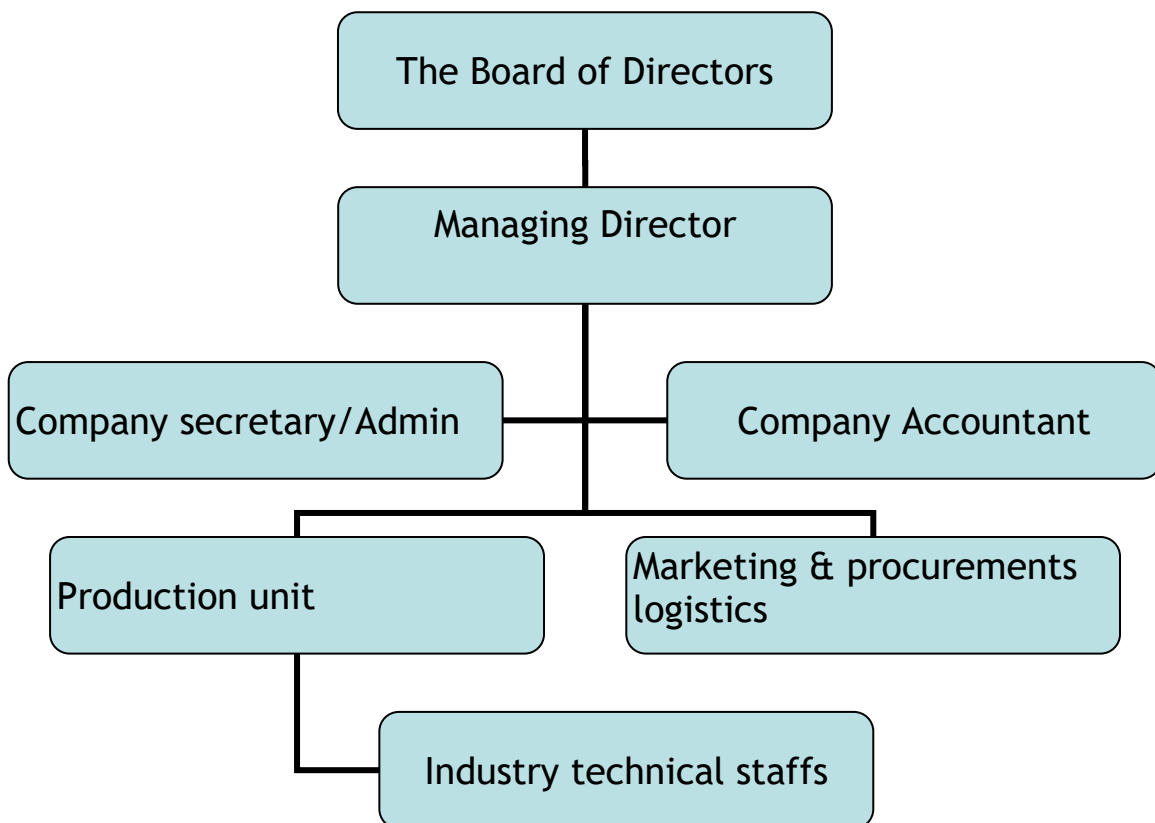
VINDA INDUSTRIAL COMPANY LIMITED will enforce that all employees sign a confidentiality agreement. Confidentiality agreements with our employees and partners

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will protect our products, operating systems, policies and procedures. Having a confidentiality agreement in place is essential to protect the company's trade secrets, and show our employees that we take our business seriously.

**9.1.7 Organization Structure**

The management of VINDA INDUSTRIAL COMPANY LIMITED is planning to have the following organization structure.



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## **10. Conclusion**

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- Revenue will be contributed to the Government through various taxes.
- The project will offer continuous direct employment to almost 50 people and create other indirect employment to other people.
- The company looks technically feasible and financially viable. It is therefore recommended that the project be supported.

**VINDA INDUSTRIAL COMPANY LIMITED**

**CASH FLOWS PROJECTION FOR FIVE YEARS FROM 2023 TO 2027**

	Pre-Startup EST	,2023	2024	2025	2026	2027	Total
<b>Cash on Hand</b> (beginning of month)	\$ -	\$ 500,000	\$ 500,000	\$ 1,900,000	\$ 3,340,000	\$ 4,924,000	\$ 11,164,000
<b>CASH RECEIPTS</b>							
Cash Sales			\$ 1,000,000	\$ 1,000,000	\$ 1,100,000	\$ 1,210,000	\$ 4,310,000
Collections fm CR accounts		\$ -	\$ 400,000	\$ 440,000	\$ 484,000	\$ 532,400	\$ 1,856,400
Estimated Capital for startup Loan	\$ 500,000		\$ -	\$ -	\$ -	\$ -	\$ 500,000
<b>TOTAL CASH RECEIPTS</b>	\$ 500,000	\$ -	\$ 1,400,000	\$ 1,440,000	\$ 1,584,000	\$ 1,742,400	\$ 6,666,400
<b>Total Cash Available</b> (before cash out)	\$ 500,000	\$ 500,000	\$ 1,900,000	\$ 3,340,000	\$ 4,924,000	\$ 6,666,400	\$ 17,830,400
<b>CASH PAID OUT</b>							
Purchases other fixed assets		\$ -	\$ 7,200	\$ 7,920	\$ 8,712	\$ 9,583	\$ 33,415
Purchases vehicles		\$ 80,000	\$ -	\$ 41,000	\$ -	\$ -	\$ 121,000
Gross wages (exact withdrawal)		\$ 15,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 60,000	\$ 255,000
Payroll expenses (taxes, etc.)		\$ 4,500	\$ 20,400	\$ 20,400	\$ 20,400	\$ 20,400	\$ 86,100
Supplies (office & oper.)		\$ 1,000	\$ 1,100	\$ 1,210	\$ 1,331	\$ 1,464	\$ 6,105
Repairs & maintenance		\$ 1,250	\$ 1,375	\$ 1,513	\$ 1,664	\$ 1,830	\$ 7,631
Advertising		\$ 150	\$ 165	\$ 182	\$ 200	\$ 220	\$ 916
Car, delivery & travel		\$ 1,800	\$ 1,980	\$ 2,178	\$ 2,396	\$ 2,635	\$ 10,989
Accounting & legal		\$ 4,500	\$ 4,950	\$ 5,445	\$ 5,990	\$ 6,588	\$ 27,473
Rent		\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 180,000
Telephone & internet		\$ 120	\$ 132	\$ 145	\$ 160	\$ 176	\$ 733
Utilities		\$ 150	\$ 165	\$ 182	\$ 200	\$ 220	\$ 916
Insurance		\$ 21,200	\$ 21,412	\$ 21,626	\$ 21,842	\$ 22,061	\$ 108,141
Taxes (real estate, etc.)		\$ 240	\$ 240	\$ 240	\$ 240	\$ 240	\$ 1,200
Interest		\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 375,000
Miscellaneous		\$ 200	\$ 220	\$ 242	\$ 266	\$ 293	\$ 1,221
<b>SUBTOTAL</b>	\$ -	\$ 241,110	\$ 230,339	\$ 273,282	\$ 234,400	\$ 236,710	\$ 1,215,840
Loan principal payment		\$ 750,000	\$ 750,000	\$ 750,000	\$ 750,000	\$ 750,000	\$ 2,431,681
Capital purchase (land)		\$ 100,000					\$ 4,829,946
Capital purchase (excavators)		\$ -	\$ 1,000,000	\$ 100,000	\$ -	\$ -	\$ 9,538,892
Owners' Withdrawal			\$ -	\$ -	\$ 10,000,000	\$ 12,500,000	\$ 18,736,684
<b>TOTAL CASH PAID OUT</b>	\$ -	\$ 1,091,110	\$ 1,980,339	\$ 1,123,282	\$ 10,984,400	\$ 13,486,710	\$ 36,753,042
<b>Cash Position (end of month)</b>	\$ 500,000	\$ (591,110)	\$ (80,339)	\$ 2,216,718	\$ (6,060,400)	\$ (6,820,310)	\$ (18,922,642)