

*PMM ESTATES (2001) LIMITED*

*BUSINESS PLAN*  
*FOR*  
*CARGO TRANSPORTATION PROJECT*

*PREPARED FOR*

*PMM ESTATES (2001) LIMITED.*

*Dar es Salaam*

## **1.0 INTRODUCTION**

**PMM ESTATES (2001) LIMITED** is a company Incorporated in Tanzania with a certificate of No. 41402 dated 24<sup>th</sup> May 2001 1980. The board of directors of **PMM ESTATES (2001) LIMITED** are well-known business persons in Tanzania providing warehousing logistical services locally as well as transit goods, especially bulk cargo services. The project intends to develop and operate **cargo transportation at Plot 2384/75 Pugu Road Industrial Area, TEMEKE, DAR ES SALAAM.**

To achieve this, **PMM ESTATES (2001) LIMITED** is investing and seeking finances to develop a project that will competitively take advantage of e the existing market.

**PMM ESTATES (2001) LIMITED** is a limited company, with principal offices located in Nyerere Road(Pugu Road), Dar es Salaam. The management of **PMM ESTATES (2001) LIMITED** is highly experienced internationally and locally.

### **1.1 PMM ESTATES (2001) LIMITED MISSION**

To become a leading cargo transportation and logistics management company providing business enabling solutions and exceeding customer expectations.

### **1.2 PMM ESTATES (2001) LIMITED VISION**

To deliver customized and unique logistics solutions ensuring time and cost savings for customers.

### 1.3 PMM ESTATES (2001) LIMITED VALUE

At PMM ESTATES (2001) LIMITED, we believe the customer comes first; the company management is focused to ensure customer delight, the superior quality of delivery and increased customer profitability.

At PMM ESTATES (2001) LIMITED, our operations all over the country, we practice an enduring value system based on an open culture, honest and fair business and personal conduct, earning the confidence and trust of our Associates and Customers.

At PMM ESTATES (2001) LIMITED, we practice transparency with all agencies that we are involved with.

At PMM ESTATES (2001) LIMITED, we value the importance of our colleagues, evolving a sense of togetherness and passion to deliver.

### 1.4 COMPANY OWNERSHIP AND BOARD OF DIRECTORS

PMM ESTATES (2001) LIMITED is promoted by six shareholders who are very experienced in transport and logistic business,

Shareholders names	% of ownership	Nationality
Dr Judith Mhina	2000	Tanzania
Philip Omari Mhina	1000	Tanzania
Mhina Omari Mhina	1000	Tanzania
Thabita Magoti	1000	Tanzania
Sarah Mahugo	1000	Tanzania
Hele Intang'are	1000	Tanzania

## **1.6 PROJECT LOCATION**

Registered office of the PMM ESTATES (2001) LIMITED is located at Plot 2384/75 Pugu Road Industrial Area, TEMEKE, DAR ES SALAAM.

## **1.7 FLEET SIZE**

PMM ESTATES (2001) LIMITED is planning to purchase **300** trucks and trailers. With capacity of carrying **15** tons truck and trailer, one truck conducting **3** trips per month operating for ten months per year, carrying **135,000** tons per year

PMM ESTATES (2001) LIMITED **management** intends to continue building its fleet to a level of 300 trucks by 2028

Required number of trailers will also be added to existing fleet in order to cater to additional requirements in line with truck additions.

## **1.8 PROJECT ESTIMATED REVENUE**

The company has estimated that the project revenue to be US\$ 5000 per trip and one truck will conduct 2 trip per month and 20 trips per year.

## **1.9 PROJECT OPERATING COST**

The company has estimated that the project operating cost and other cost to be 70% of the total annual revenue

### 1.10 PROJECT FINANCING

The company has estimated that the project will be financed by long term loan amounting to US\$7,000,000 with interest rate of 6% repaid within 7 years and remaining US\$ 5,700,000 will be shareholders contribution and cash flows generated from business

Long-term

### 1.11 PROJECT COST

The project has budgeted to cost the followings:

<b>PARTICULAR</b>	
Land and Buildings	1,000,000.00
Machinery & Equipment	1,000,000.00
Motor Vehicles	10,000,000.00
Furniture & Fixtures	5,000.00
Pre expenses	20,000.00
Others	15,000.00
Working Capital	660,000.00
<b>TOTAL</b>	<b>12,700,000.00</b>

### 2.0 ORGANISATION FLOW CHART

PMM ESTATES (2001) LIMITED management is headed by Managing Director, the three will form Core management team to be assisted with, 1 HR and Admin Manager, 1 Logistics Manager, 1 Chief Accountant and 2 Junior accounting clerks. Operational team headed

by 3 operational managers and includes drivers and cleaners, total of 150 people to be employed

### **3.0 TANZANIA TRANSPORT OVER VIEW**

The Tanzanian transport sector comprises surface transport (including roads, railways), inland waterways (lakes and rivers), air transport, and sea transport.

Tanzania's transport sector contributed 8.1% to the country's real GDP in 2018 with USD 3.8 billion, compared to USD 2.8 billion in 2014, representing an increase of 33%.

Main growth drivers include the increase in the number of passengers carried and freight handled through road transport.

According to Tanzania's 2025 Development Vision, investments in infrastructure, particularly in the development of the road network, are the Government's top priority.

The World Bank (WB) and the African Development Bank (AfDB) support Tanzania in achieving its infrastructure development goals by providing grants and credits for projects.

Tanzania Road Transport

Road transport is the most widely used form of transport in Tanzania, carrying over 90% of the passengers and 75% of the freight traffic in the country.

The road network in Tanzania currently comprises 86,472 kilometers of roads, of which 12,786 kilometers are trunk roads, 21,105 kilometers are regional roads and the remaining 52,581 kilometers are district, urban and feeder roads.

Tanzania's Ministry of Works, Transport, and Communication through the Tanzania National Roads Agency (TANROADS) is managing the national road network of about 33,891 kilometers, comprising 12,786 kilometers of trunk and 21,105 kilometers of regional roads.

The remaining network of about 53,460 kilometers of urban, district and feeder roads is under the responsibility of the Prime Minister's Office Regional Administration and Local Government (PMO-RALG).

### **Tanzania Rail Transport**

Railway transport is the second most important mode of transport after road and critical for long distance freight along the main transport corridors in Tanzania.

Tanzania has a total of 3,676 kilometers of railway lines operated by two railway systems, Tanzania Railways Corporation (TRC) and Tanzania – Zambia Railways (TAZARA).

The mainline of TRC comprises the central corridor between the port of Dar es Salaam in the east, linking central and western areas of the country and terminating at Kigoma on Lake Tanganyika in the west.

The TAZARA line is 1,860 kilometers in length, of which 975 kilometers is in Tanzania and 885 kilometers in Zambia.

### **Tanzania Air Transport**

The total number of air passengers in Tanzania reached 6.2 million in 2019, compared to 5.2 million in 2015, representing an increase of 18%.

Currently (2020), there are 19 airline operators in Tanzania, including some of the leading international air carriers such as British Airways, KLM, Qatar Airways, and SWISS.

There are 58 airports in Tanzania and more than 300 private airstrips owned by mining companies and tour operators.

The Julius Nyerere International Airport (JNIA), located in Dar es Salaam, is the largest and busiest airport in Tanzania, accounting for over 70% of Tanzania's air passengers.

In August 2019, Tanzanian President John Magufuli inaugurated Terminal 3 of the JNIA. The new terminal, which cost USD 314 million set the airport capacity at 8 million passengers annually.

In 2019, the AfDB approved a USD 272.12 million loan to Tanzania for the construction of a new international airport in the capital Dodoma. The new airport will be built in the district of Msalato, 12 kilometers from the capital Dodoma.

The new facility is expected to handle at least 50,000 aircrafts and one million passengers per year.

### **Tanzania Water Transport**

Tanzania has a coastline of about 720 kilometers on the Indian Ocean, and also borders Lake Victoria, Lake Nyasa, and Lake Tanganyika.

Both sea and inland waterways ports in Tanzania are managed and operated by the Tanzania Ports Authority (TPA).

The TPA's main Indian Ocean ports are Dar es Salaam, Mtwara, and Tanga. Minor seaports serving coastal traffic include Lindi, Kilwa Masoko, Mafia Island, Bagamoyo, Pangani, and Kwale.

Dar es Salaam is Tanzania's principal port with intrinsic capacity of 10.1 tonnes per year. The port handles over 92% of the total maritime ports' throughput.

The port serves land-linked countries of Malawi, Zambia, Democratic Republic of Congo, Rwanda, Burundi, and Uganda.

These countries are connected to the port through two railway systems (TRL-1.0 metre gauge and TAZARA-1.067 cape gauge), road network, as well as the TAZAMA oil pipeline to Zambia.

TPA also operates Tanzania's lake ports, maintaining around 20 ports on Lake Victoria. Some major ports include Bukoba, Kemono Bay, Musoma, and Nansio.

Principal lake ports on Tanganyika include Kigoma and Kasanga. Additionally, there are 15 smaller ports along the lake. These ports provide trade connections between Burundi, Eastern Democratic Republic of the Congo, and Zambia.

Lake Nyasa has 4 important ports, at Itungi, Mbamba Bay, Liuli, and Manda. There are up to 10 others smaller TPA ports on the lake that facilitate passenger movement along the lake and between the countries of Malawi, Mozambique, and Tanzania.

#### **4.0 TANZANIAN BUSINESS ENVIRONMENT**

In the African continent, TANZANIA is among the top ten investment destinations in Africa, thanks to reforms and a conducive investment environment set by the government.

The Rand Merchant Bank (RMB) ranked the country tenth in investment attractiveness, in the Where to Invest in Africa 2021 report released recently.

#### **4.1 THE TANZANIA DEVELOPMENT CORRIDORS**

Development of transport corridors has been one of the main strategies adopted by the Government of Tanzania to facilitate

trade. Tanzania serves as a transit country for the import and export of Malawi, Zambia, DR Congo, Burundi, Rwanda and Uganda, using the port of Dar es Salaam. The main rail and road connections in Tanzania are, therefore, in an east-west direction, linking the ports with the hinterlands of those neighbouring countries. Tanzania is devoting much attention to the corridor concept in its development policy by concentrating efforts in the

Mtwara Corridor, Dar-es-Salaam Corridor, Central Corridor and the Tanga Corridor. The major challenge is to link import, export and transit traffic from and to neighbouring countries with transport development efforts, making Tanzania a natural regional hub.

The geography of Tanzania, including its size, diversity and dispersion, give roads a special position in the integration of the national economy. In particular, roads serve rural areas, where the majority of the people live, more effectively than any other mode of transport. The current Tanzania Road Network length is about 85,000 km, which includes trunk and regional roads (35,000 km)

managed by the Tanzania National Roads Agency (TANROADS), and the urban, district and feeder roads with a total of 50,000 km, managed by Local Government Authorities (LGA). There are also some unclassified roads, such as those managed by the Tanzania Parks Authority (TANAPA), and by the Mining Companies and village authorities.

## 5.0 SWOT ANALYSIS

### STRENGTHS

Strengths of the business are –

- Promoters have sound experience in this business and have talented Management.
- Rapid growth in sector due to effective management
- Influence & Networking of Directors in the Business Sector.
- Business location is at prominent place.
- Good roads and highway in Tanzania.
- Confirmed business via agreement entered with few companies.

### WEAKNESSES

Weakness of the business are –

- New entry in logistics market
- Stiff competition from local market

- Limited market share growth

## OPPORTUNITIES

Opportunities of the business are –

- Potential market encourages foreign investors
- Increasing market share due to rail transport limitations
- Augmented demand for world –class logistics and warehousing services
- Increased use of logistics services in sectors such as technology, consumer retail, automotive and industrial

## THREATS

Threats of the business are –

- Complex Tax Structure
- Unorganised sector and competition
- Different laws in different countries
- Increasing fuel rates therefore increasing transportation costs

### **6.0 SERVICES OFFERED BY PMM ESTATES (2001) LIMITED**

PMM ESTATES (2001) LIMITED Management understands that your supply chain needs are unique and that's exactly why the company have engaged the best minds in the Transport industry to create specific transport solutions customized to suit your ever-changing

cargo movement environment. PMM ESTATES (2001) LIMITED transport vans, trucks and trailers (closed body trailers, flat bed trailers and low loaders) from precision transport are designed to seamless execution, PMM ESTATES (2001) LIMITED dedicated cargo transportation professionals are engaged at every step of the way to provide the services with the most accurate transport and economical transportation arrangement that the industry has to offer.

PMM ESTATES (2001) LIMITED Transportation and the company Customs Brokerage Service allow the company to complete the supply chain, cargo transit and offers truly door-to-door transportation service in the freight industry. The company optimized transportation translates to fast transit service and the door-to-door delivery of your freight on time, safely transported and damage free.

#### Transport integration with Customs Brokerage Service

- Allows PMM ESTATES (2001) LIMITED Transport Logistics to complete the supply chain and offer truly door-to-door transportation service in the market
- Eliminates unnecessary customs delays, transport dispatch and improves communication between the shipping line, Customs, Client and our transport department.
- Provides greater control, handling and security of your freight transportation

- Full range of freight forwarding services are offered, including customs clearance, warehousing, in-bond storage, transportation, etc.
- Customer receives a single itemized invoice for door-to-door transportation eliminating additional administrative requirements

PMM ESTATES (2001) LIMITED Transport Logistics plan to customize and design transportation solutions to transport client's freight at the speed and ease. PMM ESTATES (2001) LIMITED Management has been in the transport logistics and our transport segment delivers freight to numerous customers spread across east Africa namely Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo.

PMM ESTATES (2001) LIMITED plan to combine the economy of rail transport with road transport handling for seamless door-to-door service and savings. The company transport network throughout Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo and large transport trucks, closed body trailers, flat bed trailers and low loaders fleet are aligned to offer transport applications suitable for all transportation needs. Whether clients freight requires rail transport or road transportation service, door-to-door transport, coast-to-coast transport, or cross-border transportation, PMM ESTATES (2001) LIMITED Transport Logistics is the solution.

Benefits of optimized door to door delivery and transportation

- PMM ESTATES (2001) LIMITED Transportation is dedicated to creating win-win solutions by investing talent, capital, and transport resources.
- Dynamic transport route optimization systems at clients disposal to create supply-chain door to door and reduce transport costs.
- The largest transportation truckload fleet and terminal network in the transport industry.
- Satellite tracking on our transport
- Modern fleet of transport trucks
- One of the Safest operating fleets in the transport industry
- Heavy and fragile equipment transported using air hydraulic low loaders.
- Door-to-door control of transport equipment = less handling, better security, and increased efficiency
- Fully multilingual experienced transport staff to cater all our transportation routes
- Strict requirements for transport department staff and constant integrity checks transport and delivery.

- 

### **Container Transport Mode (Container on Flat Bed)**

PMM ESTATES (2001) LIMITED Capital offers a complete door-to-door service for all of your container transport requirements. Our road transport fleet is comprised of 400 trucks and transportation trailers. The company plans to have the most modern container transport fleet in the transport industry and our container transport trucks are all

equipped with satellite tracking, permitting real time tracking of your loads.

PMM ESTATES (2001) LIMITED Transport Logistics also supplement road transport fleet with our access to our East Africa railway transport line. PMM ESTATES (2001) LIMITED Transport Logistics is capable of transporting heavy and bulk cargo on Low Loader, rail and can also transport transit cargo on rail and low-loaders.

### **Heavy Haulage – Low-Loader Transportation**

PMM ESTATES (2001) LIMITED transportation Low Loaders comprise of a variety of unique low loader trailer configurations, PMM ESTATES (2001) LIMITED Capital is still constantly engineering new low loader transport solutions for our customers' Low Loader Transportation requirements. PMM ESTATES (2001) LIMITED Transportation Logistics is rapidly becoming the preeminent low loader transport provider for importers and exporters of many commodities, including earth transporting equipment and engineering structures that has to be transport on low loaders. Low loader as the industry's most dynamic carrier, PMM ESTATES (2001) LIMITED Transportation plans to expand our diverse portfolio of service-sensitive, specialty operations to meet our clients' low loaders needs.

### **Heavy Equipment Transport**

Whether it is around town or interstate PMM ESTATES (2001) LIMITED Transportation has the low loaders and heavy transport equipment to transport any sized machines. We have low loader expertise required to transport, arrange all the permits, liaise with police, load and unload cranes.

#### Mining Equipment Transport

PMM ESTATES (2001) LIMITED Low loader transport offers transportation services for heavy equipment utilizing their low loader trailers and has experienced transporting a range of Mining equipment including Hitachi Excavators, Zoom Lion Cranes, Caterpillars and Komatsu Dump Trucks, concrete mixers, graders and bulldozers on low loaders.

#### **Local cargo**

PMM ESTATES (2001) LIMITED offers the fastest Local cargo service in Tanzania. This airport-to-airport service puts your cargo, envelopes and other packages on the first scheduled flight and deliver them to the recipient at the airport of arrival within one hour after the landing time. No advance reservations are required for this service.

Tanzanian Cargo provides around-the-clock Local cargo service with same-day delivery across Tanzania.

#### **Transit Cargo**

PMM ESTATES (2001) LIMITED strive to extend standard services across vast distances and through rough terrain all across East Africa. Our motivated staff and our expertise in the industry always keep us on schedule by rail and road.

PMM ESTATES (2001) LIMITED provide relocation and movement of both of bulk and containerized goods. PMM ESTATES (2001) LIMITED offer a variety of transport solutions, be it grouping or other transport services such as part and full load shipments by road, railways or a combination of two

## **7.0 COMPETITION**

According to data available there are more than 15,000 trucks registered in Tanzania and PMM ESTATES (2001) LIMITED plan to compete favorably with local and foreign companies

## **8.0 FINANCIAL ASPECTS FOR THE PROJECT**

### **(i) Projected Profit and Loss Statement**

The attached Appendix I shows the projected income for the 8years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. **US\$ 1,434,650** in the 1<sup>st</sup> year to **US\$ 14,978,829** in the 8<sup>th</sup> year.

### **(ii) Projected Cash Flows**

The project's cash flows are shown in Appendix II. They depict a good liquid position right from the first year. Cash accumulation builds up from **US\$ 2,385,150** in the first year to **US\$ 22,227,829** at the end of 8<sup>th</sup> years of the project's operations based on the 120 trucks and trailers obtained.

**(iii) Projected Balance Sheet**

The project's assets cash flows are shown in Appendix III. Owners' equity grows from **US\$5,700,000** in the first year to **US\$ 20,678,829** at the end of 8<sup>th</sup> years of the project's operations based

**(iv) Payback Period**

Total investment is US\$ 12,700,000.00 cash accumulation in 2nd year US\$15,455,437 , which is more than the initial investment by US\$2,755,437, The project payback Period is exactly 2 years. The project has a relatively short payback period.

**(v) Loan repayment**

Total investment loan is US\$US\$ 7,000,000 to be repaid within 7 years.

## 9.0 ECONOMIC ASPECTS OF THE PROJECTS

Besides the financial/monetary returns to the owners, there are other benefits to be derived for the whole country viz.

**(i) Employment Opportunities**

Employment and poverty reduction are among the major concern of the Central and the Local Government authorities. It is gratifying to note that the company, is going to provide additional employment to 150 people. This is a significant contribution coming from local investors.

**(ii) Revenue to the Government**

The Project is expected to pay a substantial annual amount in the form of corporation tax and other taxes

**(iii) Foreign Exchange Earning**

Since the project's clientele is mostly towards neighbouring countries the project will thus earn foreign currency for the United Republic of Tanzania. Out of all project expected cargo overhauling transactions will be settled in foreign currencies. In this study we have assumed that the project will be paid in foreign currency

**10.0 CONCLUSION**

- (i) The project is profitable and contributes to government revenue by way of taxes.
- (ii) The project provides employment to 80 people.
- (iii) The project is an encouraging sign to prove that we have good business environments and we have investors who have confidence in their country. Tanzania so much so that they are ready to invest such large sums of investment despite the odds of the sector in question.

#### 11.0 **RECOMMENDATION**

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania

Revenue Authority, TRA and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability,

since it is technical feasible, economically viable and socially acceptable.

## PMM ESTATES (2001) LIMITED PROJECTED PROFIT AND LOSS STATEMENT US\$

	1	2	3	4	5	6	7	8
-								
Revenue	10,000,000.00	10,500,000.00	11,025,000.00	11,576,250.00	12,155,062.50	12,762,815.63	13,400,956	14,071,004
Operating Expenses:	7,000,000	7,350,000	7,717,500	8,103,375	8,508,544	8,933,971	9,380,669	9,849,703
Gross Profit Before Interest and Depreciation	3,000,000	3,150,000	3,307,500	3,472,875	3,646,519	3,828,845	4,020,287	4,221,301
Interest	420,000	420,000	420,000	420,000	420,000	420,000	420,000	
Depreciation	530,500	530,500	543,500	543,500	543,500	543,500	543,500	530,500
Gross Profit	2,049,500	2,199,500	2,344,000	2,509,375	2,683,019	2,865,345	3,056,787	3,690,801
Tax (30%)	614,850	659,850	703,200	752,813	804,906	859,603	917,036	1,107,240
Profit After Tax	1,434,650	1,539,650	1,640,800	1,756,563	1,878,113	2,005,741	2,139,751	2,583,561
Accumulated Profit	1,434,650	2,974,300	4,615,100	6,371,663	8,249,776	10,255,517	12,395,268	14,978,829

## APPENDIX II

## PMM ESTATES (2001) LIMITED PROJECTED CASH FLOWS US\$

<b>SOURCES:</b>									
Profit before interest and depreciation	-	3,000,000	3,150,000	3,307,500.00	3,472,875	3,646,519	3,828,845	4,020,287	4,221,301
Equity	5,700,000								
Loan	7,000,000								
<b>Total Sources</b>	<b>12,700,000</b>	<b>3,000,000</b>	<b>3,150,000</b>	<b>3,307,500</b>	<b>3,472,875</b>	<b>3,646,519</b>	<b>3,828,845</b>	<b>4,020,287</b>	<b>4,221,301</b>
<b>Applications:</b>									
Capital expenditure	12,005,000		-	-	-	-			
working Capital & Others	695,000								
Cash	-	2,385,150	2,490,150	2,604,300	2,720,063	2,841,613	2,969,241	3,103,251	3,114,061
Tax	-	614,850	659,850	703,200	752,813	804,906	859,603	917,036	1,107,240
<b>Sub total</b>	<b>12,700,000</b>	<b>3,000,000</b>	<b>3,150,000</b>	<b>3,307,500</b>	<b>3,472,875</b>	<b>3,646,519</b>	<b>3,828,845</b>	<b>4,020,287</b>	<b>4,221,301</b>
<b>Total applications</b>	<b>12,700,000</b>	<b>3,000,000</b>	<b>3,150,000</b>	<b>3,307,500</b>	<b>3,472,875</b>	<b>3,646,519</b>	<b>3,828,845</b>	<b>4,020,287</b>	<b>4,221,301</b>
Accumulated cash		2,385,150	4,875,300	7,479,600	10,199,663	13,041,276	16,010,517	19,113,768	22,227,829

## APPENDIX III

## PMM ESTATES (2001) LIMITED PROJECTED BALANCE SHEET US\$

<b>Fixed Assets</b>	-	1	2	3	4	5	6	7	8
Opening balance	-	12,005,000	11,474,500	10,944,000	10,413,500	9,883,000	9,352,500	8,822,000	8,291,500
<b>Total Long-term Assets</b>	-	12,005,000	11,474,500	10,944,000	10,413,500	9,883,000	9,352,500	8,822,000	8,291,500
<b>Less depreciation</b>	-	530,500	530,500	530,500	530,500	530,500	530,500	530,500	530,500
<b>Closing balance</b>	-	11,474,500	10,944,000	10,413,500	9,883,000	9,352,500	8,822,000	8,291,500	7,761,000
Working capital	695,000	695,000	695,000	695,000	695,000	695,000	695,000	695,000	695,000
Accumulated cash	-	2,385,150	4,875,300	7,479,600	10,199,663	13,041,276	16,010,517	19,113,768	22,227,829
<b>Total assets</b>	<b>695,000</b>	<b>14,554,650</b>	<b>16,514,300</b>	<b>18,588,100</b>	<b>20,777,663</b>	<b>23,088,776</b>	<b>25,527,517</b>	<b>28,100,268</b>	<b>30,683,829</b>
Financed by									
Equity	5,700,000	5,700,000	5,700,000	5,700,000	5,700,000	5,700,000	5,700,000	5,700,000	5,700,000
Accumulated profit	-	1,434,650	2,974,300	4,615,100	6,371,663	8,249,776	10,255,517	12,395,268	14,978,829
<b>Total equity</b>	<b>5,700,000</b>	<b>7,134,650</b>	<b>8,674,300</b>	<b>10,315,100</b>	<b>12,071,663</b>	<b>13,949,776</b>	<b>15,955,517</b>	<b>18,095,268</b>	<b>20,678,829</b>
Bank Loan	7,000,000	7,000,000	6,000,000	5,000,000	4,000,000	3,000,000	2,000,000	1,000,000	-
<b>Total debts</b>	<b>7,000,000</b>	<b>6,000,000</b>	<b>6,000,000</b>	<b>5,000,000</b>	<b>4,000,000</b>	<b>3,000,000</b>	<b>2,000,000</b>	<b>1,000,000</b>	<b>-</b>
<b>Total equity and debts</b>	<b>12,700,000</b>	<b>13,134,650</b>	<b>14,674,300</b>	<b>15,315,100</b>	<b>16,071,663</b>	<b>16,949,776</b>	<b>17,955,517</b>	<b>19,095,268</b>	<b>20,678,829</b>

**PMM ESTATES (2001) LIMITED PAYBACK PERIOD**

<b>Year</b>	<b>Profit After Tax</b>	<b>Depreciation</b>	<b>Total Cash Flow</b>	<b>Accumulated Cash Flow</b>
1	1,434,650	530,500	1,965,150	734,000
2	1,539,650	530,500	2,070,150	2,804,150
3	1,640,800	530,500	2,171,300	4,975,450
4	1,756,563	530,500	2,287,063	7,262,513
5	1,878,113	530,500	2,408,613	9,671,126
6	2,139,751	530,500	2,670,251	12,341,376
7	2,583,561	530,500	3,114,061	15,455,437

**PMM ESTATES (2001) LIMITED PROPOSED FINANCING PATTERN US\$**

<b>LOCAL LOAN</b>	<b>LOCAL EQUITY</b>
7,000,000	5,700,000.00



**PMM ESTATES (2001) LIMITED PROJECTED DEPRECIATION SCHEDULE**

US\$

<b>NAME OF ASSETS</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>
Land And Buildings	1,000,000	980,000	960,000	940,000	920,000	900,000	880,000	860,000
Machinery, Tools & Equipment	1,000,000	990,000	980,000	970,000	960,000	950,000	940,000	930,000
Motor Vehicles	10,000,000	9,500,000	9,000,000	8,500,000	8,000,000	7,500,000	7,000,000	6,500,000
Furniture & Fixtures	5,000	4,500	4,000	3,500	3,000	2,500	2,000	1,500
<b>Total</b>	<b>12,005,000</b>	<b>11,474,500</b>	10,944,000	10,413,500	9,883,000	9,352,500	8,822,000	8,291,500
<b>DEPRECIATION</b>	<b>1</b>	<b>2</b>	<b>3</b>					
Land and buildings	20,000	20,000	20,000	20,000.00	20,000.00	20000	20000	20000
Machinery tools & Equipment	10,000	10,000	10,000	10,000.00	10,000.00	10000	10000	10000
Motor Vehicles	500,000	500,000	500,000	500,000.00	500,000.00	500000	500000	500000
Furniture & Fixtures	500	500	500	500.00	500.00	500	500	500
<b>ANNUAL DEPRECIATION</b>	<b>530,500</b>	<b>530,500</b>	<b>530,500</b>	<b>530,500.00</b>	<b>530,500.00</b>	<b>530,500.00</b>	<b>530,500.00</b>	<b>530,500.00</b>

,

**PMM ESTATES (2001) LIMITED PROJECT IMPLEMENTATION SCHEDULE**

	<b>ACTIVITY</b>	<b>PERIOD</b>
1.	Processing TIC Certificate of Incentive	March 2023
2.	Funds Mobilization	May – Dec 2023
3.	Ordering of Vehicles	Jan 2023 – Dec 2026
5.	Arrival of Vehicles	Feb 2023– Dec 2026
6.	Trial Operations	March 2024
7.	Commercial Operations	May 2024

**PMM ESTATES (2001) LIMITED PROJECTED LONG TERM LOAN REPAYMENT**

<b>Year</b>	<b>Profit After Tax</b>	<b>Depreciation</b>	<b>Total Cash Flow</b>	<b>Accumulated Cash Flow</b>
1	1,434,650	530,500	1,965,150	734,000
2	1,539,650	530,500	2,070,150	2,804,150
3	1,640,800	530,500	2,171,300	4,975,450
4	1,756,563	530,500	2,287,063	7,262,513
5	1,878,113	530,500	2,408,613	9,671,126
6	2,139,751	530,500	2,670,251	12,341,376
7	2,583,561	530,500	3,114,061	15,455,437