

# **AK TRANSPORT CO. LTD**

## **BUSINESS PLAN**

**2024**

### **CHAPTER ONE**

#### **1.0 EXECUTIVE SUMMARY**

##### **1.1 General**

A.K Transport Company Ltd is a company limited by shares and formed under the company act 202. It is incorporated under Brela and issued with a certificate of incorporation number 63664 on 4<sup>th</sup> January, 2008. Company's Tax Identification number and VAT registered number are 106-928-665 & 40-008486-P respectively. Office is located on plot no. 57 Mandela Road, Dar es Salaam.

The company key activity is transportation of liquid and dry cargos by means of road within and across borders to neighboring countries such as Zambia, DRC Congo, Malawi,

Rwanda, Burundi, Kenya, Uganda etc. It is one among the reputable company in transportation industry in the country since its formation in 2008.

Currently, the company business volume is termed to be at a large scale business with a working capital of **Tshs 25,000,000.00** invested on trucks and trailers business. Through its company long term plan on expansion, the company is expecting to expand its business by adding a total of Five Hundred (500) trucks and trailers through importation into different phases beginning this year 2024 onwards. This volume of trucks and trailers will cost not less than **Tanzanian Shillings Sixty Billion (Tzs 60b)** on its completion. We have currently imported a total of Twenty Five (25) Howo tractor heads out of 250 and they are already at the Dar es Salaam port waiting for clearance processes.

Apart from importation of trucks and trailers, the company is also planning to import trucks tyres, spare parts and batteries to support company trucks and trailers. In view of such big volume of trucks and trailers importation, the company has applied for a relief granted by Tanzania Investment Centre (TIC) on importation.

Therefore this business plan is intended to be submitted to TIC as part of the requirement for application of Seventy Five (75%) on all import duties for the trucks and trailers'

### **1.2 Purpose of the Incentives applied.**

As pointed out above, the main reason is to seek financial relief from the TIC in terms of seventy five (75%) percent relief on import duties taxes. This will assist company meet other obligations smoothly and economically, hence getting capital to use into other expenses areas.

### **1.3 The Business.**

A.K Transport Company Ltd is a well-established transportation company in Tanzania and its office is located on plot no 57 Mandela Road, Dar es Salaam Region. Currently

the company is intending to import truck tyres and truck batteries to support its fleet rather than buying locally.

### **1.5 Ownership**

The company is solely owned by:

1. Amer Mohamed Mbarak - 50% of the shares
2. Khalid Mohamed Mbarak – 50% of the shares.

### **1.6 Physical location**

The business is located in Plot no 57, Block C, Mandela Road, Ubungo, Dar es Salaam region.

### **1.7 Postal address**

A.K Transport Co. Ltd

P.O Box 13656

Dar es Salaam, Tanzania

**Tel. 0752 327 581**

### **1.8 Vision and mission**

The vision and mission of the company is stated below.

- **Vision**

By harnessing innovative global and local funding structures strong partnership with government and proven systems and communication technology, real delivery in transportation development can be realized.

- **Mission**

To create sustainable value by focusing on a core group of market leading transportation related business.

## CHAPTER TWO

### 2.0 SWOT ANALYSIS

#### 2.1 Overview

This chapter provides analyzed details on strength, weaknesses, opportunities, threat and challenges a company is currently facing and the way forward to overcome these challenges in the future operation of the business. The chapter also provides details on objectives in short and long term.

#### 2.2. Strength

##### 2.2.1 Human resources.

The company is proud of having qualified; experienced, committed and competent management team and operational staff who devote their time to make sure those objectives of the company are achieved.

##### 2.2.2 Financial performance in five Years.

Five years of operations, the company generated sales revenue of about **155.13 billion** Tanzanian Shillings. This achievement explains how the management team has financial discipline and management skills.

##### 2.2.3 Past financial performance of the Company.

According to the audited financial statements for the consecutive period of five years, the company managed to generate after tax profit of 2.8 billion Tanzanian Shillings. This is one of the indicator which shows future positive performance results.

## **2.3 Weakness**

### **2.3.1 Lack of Management Information System (MIS)**

There is minor weakness on the issue of Management Information System that is a computer based system which provides managers with tools to organize, evaluate and manage data and departments. MIS is very crucial particularly in finance and logistic department for record keeping, data analysis, communication and decision making, but currently the company is in a move to implement MIS program henceforth.

## **2.4 Opportunities**

### **2.4.1 Growth in economy**

Tanzania economy currently is growing at 7% per annum. This economic growth is mainly contributed by the infrastructure development. The Government of Tanzania provides large amount of financial resources in construction of roads connecting rural and urban areas, Good roads promotes transportation sector which is a potential attraction to customers to use trucks for transportation of fuel, dry cargos, agricultural products and many more including spare parts and tyres within and across borders.

### **2.4.2 Regional economic cooperation**

Regional economic cooperation such as Southern Africa Development Community (SADC) and East Africa Customs and Excise under the East African Community (EAC) are important Regional blocks in creating new trade agreements. Regional cooperation allows free access of goods and services between member's countries. Our company is one of the awardee of Authorized Economic Operator (AEO) certificate. This means that the company will do its transportation activities on a very good and friendly customs laws by minimization of cost and time in all TRA check points. Companies will also use these

opportunities to capture customers within member countries who needs our transport services.

## **2.5 Threat**

### **2.5.1 Stiff competition from giant transporters**

In Transport business, A.K transport company Ltd compete with a number of giant transporters who having many trucks and trailer and tankers and other facilities compared to our company such as Oil com, ASAS, Prime fuel, Lake Oil and others. In this plan A.K Transport company Ltd will come with strategies to overcome transport competition.

## **2.6 Short and long term objectives to meet challenges and raise business revenue.**

### **2.6.1 To Increase Customers through Business development unit**

The company shareholders are willing to establish a business unit and market unit for the company. This will include proper process of recruiting business development team and marketing officers who will focus on promoting transportation awareness to the public, looking for new business contracts and promoting business as a whole especially for new business contracts.

## **CHAPTER THREE**

### **3.0 MARKET ANALYSIS, BUSINESS PROMOTION AND STRATEGIES TO OVERCOME CHALLENGES**

#### **3.1 Overview**

This chapter describes the details on potential market size, customers that are target market, competitors and strategies to get maximum number of customers to satisfy our business need through various strategies.

#### **3.2 Market analysis**

As mentioned out above this business plan have been prepared for the purpose of acquiring 75% of relief on import duties for imported trucks and trailers to expand the business. A total of 250 tractor heads, 150 Flatbed Trailers and 100 tankers trailers will be imported in a long term company plan to expand the business beginning 2024. A total of 25 tractor heads out of 250 already imported and having an estimates of 310M Tanzanian Shillings as an import duties.

In order to have stable market in transport business, a very good and modern trucks and trailers to move faster and efficiently.

#### **3.4 Business promotion and strategies to overcome Transport Competition.**

The owner of the company will use various strategies and promotions to expand its market share in transportation industry and improve revenue generation and curb business completion. Among of strategies are explained below.

##### **3.4.1 Sensitization of business brand**

The owner of the business is working to see the possibility of putting advert billboards in various prominent areas in cities/towns, hotels and malls, participating in trade fairs, and contractors meeting and exhibitions preparing brochures to increase awareness of transport business.

#### **.3.4.2 To offer discount to attract more customers.**

Company plans to offer discount in a certain percent for a customer who frequently use our company as means of transporting consignments. Offering discounts will attracts and increase number of business contracts or deals.

#### **3.4.3 Promotions**

In order to create awareness of new introduced trucks and trailers in the transport industry or the public on our services, a number of strategies will be adopted. Various means will be used including emails, personal visits and advertising agencies.

#### **3.4.4 Media advertising**

As part of business development strategies, the owners will advertise his transportation business of liquid and dry cargo in various media in order to publicize its services and promote awareness to the society. The media houses will include Clouds FM, TBC, ITV and AZAM TV. The owner of the business will prepare various programs and advertisements for those media stations.

#### **3.4.5 Establishment of customer's data base.**

Establishment of customer's data base will help the company owners to have direct contact with customers at any time when they are need, getting feedback for the services offered and promoting good business relationship.

## CHAPTER FOUR

### 4.0 FINANCIAL PLANING

#### 4,1 Overview

The preparation of business plan requires asserting the financial flow of the company as an attempt to determine its viability. In this regard, this chapter provides the details on assumption used in making projections as well as projected income statement, projected cash flow and projected statement of financial position.

#### 4.2 Basic assumptions

Several assumptions were made and considered in the preparation of the financial plan and projections. The assumption is made on professional judgment, economic and current financial and market trend. The assumption is as follow.

- The highest interest on bank borrowing will be 20%.
- Depreciation will be on reducing balance method to write off cost of each value over the estimated useful life. The rate to be used per annum is as follow.

i. Furniture and fittings	12.5%
ii. Motor vehicle	12.5%
iii. Computers	33.33%
iv. Equipment	12.5%
v. Building	04%
- Depreciation will be charged on assets on the date they are ready for use and stop on date when the assets is de-recognized by the business.
- Exchange rate will remain constant throughout the period at Tshs 2650/Usd
- Provisional for bad and doubtful debts is assumed at 5%
- Income tax rates remain the same over the period.

- TIC relief on Import duty for tractor heads is 75% based on certificate of incentives granted.

#### **4.3 Projected Profit or loss and other comprehensive income.**

The projected income statement for the coming period 2024/2025 the business will generate after tax profit of Tshs (**refer to appendix iv**)

#### **4.4 Projected cash flow.**

According to projected cash flow (refer to appendix vi), the business will generate a positive cash flow throughout a year.

#### **4.5 Projected purchases.**

The company is expecting to spend Tshs for purchases of cost of sales expenses and operations expenses for the coming period of twelve months.(**refer to appendix ii**)

#### **4.6 Direct cost projection**

As shown in appendix ii the business will use **Tshs** for direct costs.

#### **4.7 Projected operating expenses**

To facilitate smooth running of the business, the owner is expecting to spend **Tshs** for operating expenses (**refer to appendix ii**)

## CHAPTER FIVE

### 5.0 CONCLUSION

If granted the proposed 75% of import duty on importation of the above mentioned tractors heads and trailers/Tankers, the company will expand the transportation business of A.K Transport Co Ltd and consequently, improve revenue earning capacity of the company. The company financial management team are smart enough in cash management and will ensure that the relief granted is fully utilized for the company growth and expansion.

In a different note, the company has a plan to finance purchase other related cost for the above mentioned trucks and trailers through a bank facility (loan) in a form of Letter of Credit (LC) which is economically viable.

## **Assumptions onf the projections**

- 1 Revenue will be growing at 5% as a result of adding additional Trucks and trailers
- 2 Debtors will be standing at 15% of total sales at the end of accounting period
- 3 The customer will be responsible for clearance of imported trucks
- 4 Creditors are assumed to be for fuel ,Tyres and Spares Parts.
- 5 Exchange rate is considered at 1USD to 2,600TZS

**A.K Transport Co Limited**  
**Projected Cash flow for 2024**  
**Jan 2024 - Dec 2024**

TZS (000)

<b>REVENUE</b>	<b>Jan-24</b>	<b>Feb-24</b>	<b>Mar-24</b>	<b>Apr-24</b>	<b>May-24</b>	<b>Jun-24</b>	<b>Jul-24</b>	<b>Aug-24</b>	<b>Sep-24</b>	<b>Oct-24</b>	<b>Nov-24</b>	<b>Dec-24</b>	<b>TOTAL</b>
Revenue from Transport	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>3,000,569</b>	<b>36,006,824</b>
<b>COSTS</b>													
Fuel - Trucks	1,047,958	1,147,958	1,147,958	1,147,958	1,265,958	1,147,958	1,347,958	1,147,958	1,347,958	1,147,958	1,147,958	1,265,958	14,311,499
Road Toll and Permit	715,441	715,441	715,441	715,441	715,441	715,441	718,441	718,441	718,441	718,441	718,441	718,441	8,603,292
Trucks Spares and Maintenance	270,684	270,684	270,684	270,684	270,684	270,684	275,684	275,684	275,684	275,684	275,684	275,684	3,278,208
Tyres, Tubes, Batteries & other parts	162,979	162,979	162,979	162,979	162,979	162,979	162,979	162,979	162,979	162,979	162,979	162,979	1,955,742
Vehicle washing	349	349	349	349	349	349	349	349	349	349	349	349	4,188
Accountancy & Audit fees	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	22,260
Assets written off	14,951	14,951	14,951	14,951	14,951	14,951	14,951	14,951	14,951	14,951	14,951	14,951	179,412
Bank Charges	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	105,060
Business Travelling and visa	12,349	12,349	12,349	12,349	12,349	12,349	12,349	12,349	12,349	12,349	12,349	12,349	148,188
Directors fee	3,726	3,726	3,726	3,726	3,726	3,726	3,726	3,726	3,726	3,726	3,726	3,726	44,712
Donation	621	621	621	621	621	621	621	621	621	621	621	621	7,452
Interest on Bank loan	25,555	25,555	25,555	25,555	25,555	25,555	25,555	25,555	25,555	25,555	25,555	25,555	306,660
Generator running expenses	1,291	1,291	1,291	1,291	1,291	1,291	1,291	1,291	1,291	1,291	1,291	1,291	15,492
Licence & Filing fee	9,519	9,519	9,519	9,519	9,519	9,519	9,519	9,519	9,519	9,519	9,519	9,519	114,228
Office repairs & maintainance	6,819	6,819	6,819	6,819	6,819	6,819	6,819	6,819	6,819	6,819	6,819	6,819	81,828
Office general costs	4,733	4,733	4,733	4,733	4,733	4,733	4,733	4,733	4,733	4,733	4,733	4,733	56,796
Postage & telephone charges	3,792	3,792	3,792	3,792	3,792	3,792	3,792	3,792	3,792	3,792	3,792	3,792	45,504
Printing & stationery expenses	3,553	3,553	3,553	3,553	3,553	3,553	3,553	3,553	3,553	3,553	3,553	3,553	42,636
Security expenses	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,097	25,164
Staff related costs	92,400	92,400	92,400	92,400	92,400	92,400	92,400	92,400	92,400	99,400	102,400	132,400	1,165,800
Staff welfare	3,257	3,257	3,257	3,257	3,257	3,257	3,257	3,257	3,257	3,257	3,257	3,257	39,084
Rent	3,495	3,495	3,495	3,495	3,495	3,495	3,495	3,495	3,495	3,495	3,495	3,495	41,940
Utilities	3,395	3,395	3,395	3,395	3,395	3,395	3,395	3,395	3,395	3,395	3,395	3,395	40,740
Nbc loan	220,160	220,160	220,160	220,160	-	-	-	-	-	-	-	-	880,640
ABSA - Old Loan	111,902	111,902	111,902	111,902	111,902	111,902	-	-	-	-	-	-	671,412
ABSA - New Loan	-	-	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	2,005,333
LC Processing fees - ABSA	10,027	10,027	10,027	10,027	10,027	10,027	10,027	10,027	10,027	10,027	10,027	10,027	120,324
Commission on LC-ABSA	5,013	5,013	5,013	5,013	5,013	5,013	5,013	5,013	5,013	5,013	5,013	5,013	60,160
Taxation	160,000	-	-	160,000	-	-	160,000	-	-	-	160,000	-	640,000
<b>Total</b>	<b>2,906,676</b>	<b>2,846,676</b>	<b>3,047,210</b>	<b>3,207,210</b>	<b>2,945,050</b>	<b>2,827,050</b>	<b>3,083,147</b>	<b>2,723,147</b>	<b>2,923,147</b>	<b>2,730,147</b>	<b>2,893,147</b>	<b>2,881,147</b>	<b>35,013,755</b>
Net Cash flow	93,892	153,892	(46,641)	(206,641)	55,519	173,519	(82,579)	277,421	77,421	270,421	107,421	119,421	993,068
Opening balance	-	93,892	247,785	201,144	(5,497)	50,022	223,541	140,962	418,384	495,805	766,226	873,647	993,068
Closing balance before interest	<b>93,892</b>	<b>247,785</b>	<b>201,144</b>	<b>- 5,497</b>	<b>50,022</b>	<b>223,541</b>	<b>140,962</b>	<b>418,384</b>	<b>495,805</b>	<b>766,226</b>	<b>873,647</b>	<b>993,068</b>	<b>1,986,137</b>
Interest on overdraft	-	-	-	-	-	-	-	-	-	-	-	-	-
Closing balance after Interest	<b>93,892</b>	<b>247,785</b>	<b>201,144</b>	<b>(5,497)</b>	<b>50,022</b>	<b>223,541</b>	<b>140,962</b>	<b>418,384</b>	<b>495,805</b>	<b>766,226</b>	<b>873,647</b>	<b>993,068</b>	<b>1,986,137</b>

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**A.K Transport Co Limited**  
**Projected Cash flow for 2025**  
**Jan 2025 - Dec 2025**

TZS (000)

<b>REVENUE</b>	<b>Jan-25</b>	<b>Feb-25</b>	<b>Mar-25</b>	<b>Apr-25</b>	<b>May-25</b>	<b>Jun-25</b>	<b>Jul-25</b>	<b>Aug-25</b>	<b>Sep-25</b>	<b>Oct-25</b>	<b>Nov-25</b>	<b>Dec-25</b>	<b>TOTAL</b>
Revenue from Transport	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>3,150,597</b>	<b>37,807,165</b>
<b>COSTS</b>													
Fuel - Trucks	1,215,356	1,215,356	1,215,356	1,215,356	1,215,356	1,215,356	1,215,356	1,215,356	1,347,958	1,347,958	1,265,958	1,265,958	14,950,683
Road Toll and Permit	751,213	751,213	751,213	751,213	751,213	751,213	751,213	851,213	851,213	851,213	851,213	751,213	9,414,557
Trucks Spares and Maintenance	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	4,610,618
Tyres, Tubes, Batteries & other parts	171,127	171,127	171,127	171,127	162,979	171,127	162,979	171,127	162,979	171,127	171,127	162,979	2,020,933
Vehicle washing	366	366	366	366	349	366	349	366	349	366	366	349	4,328
Accountancy & Audit fees	1,948	1,948	1,948	1,948	1,855	1,948	1,855	1,948	1,855	1,948	1,948	1,855	23,002
Assets written off	15,699	15,699	15,699	15,699	14,951	15,699	14,951	15,699	14,951	15,699	15,699	14,951	185,392
Bank Charges	9,193	9,193	9,193	9,193	8,755	9,193	8,755	9,193	8,755	9,193	9,193	8,755	108,562
Business Travelling and visa	12,966	12,966	12,966	12,966	12,349	12,966	12,349	12,966	12,349	12,966	12,966	12,349	153,128
Directors fee	3,912	3,912	3,912	3,912	3,726	3,912	3,726	3,912	3,726	3,912	3,912	3,726	46,202
Donation	652	652	652	652	621	652	621	652	621	652	652	621	7,700
Interest on Bank loan	26,833	26,833	26,833	26,833	25,555	26,833	25,555	26,833	25,555	26,833	26,833	25,555	316,882
Generator running expenses	1,356	1,356	1,356	1,356	1,291	1,356	1,291	1,356	1,291	1,356	1,356	1,291	16,008
Licence & Filing fee	9,995	9,995	9,995	9,995	9,519	9,995	9,519	9,995	9,519	9,995	9,995	9,519	118,036
Office repairs & maintenance	7,160	7,160	7,160	7,160	6,819	7,160	6,819	7,160	6,819	7,160	7,160	6,819	84,556
Office general costs	4,970	4,970	4,970	4,970	4,733	4,970	4,733	4,970	4,733	4,970	4,970	4,733	58,689
Postage & telephone charges	3,982	3,982	3,982	3,982	3,792	3,982	3,792	3,982	3,792	3,982	3,982	3,792	47,021
Printing & stationery expenses	3,731	3,731	3,731	3,731	3,553	3,731	3,553	3,731	3,553	3,731	3,731	3,553	44,057
Security expenses	2,202	2,202	2,202	2,202	2,097	2,202	2,097	2,202	2,097	2,202	2,202	2,097	26,003
Staff related costs	97,020	97,020	97,020	97,020	92,400	97,020	92,400	97,020	92,400	97,020	97,020	132,400	1,185,760
Staff welfare	3,420	3,420	3,420	3,420	3,257	3,420	3,257	3,420	3,257	3,420	3,420	3,257	40,387
Rent	3,670	3,670	3,670	3,670	3,495	3,670	3,495	3,670	3,495	3,670	3,670	3,495	43,338
Utilities	3,565	3,565	3,565	3,565	3,395	3,565	3,395	3,565	3,395	3,565	3,565	3,395	42,098
ABSA - New Loan	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	2,406,400
Taxation	170,000	-	-	170,000	-	-	170,000	-	-	-	170,000	-	680,000
<b>Total</b>	<b>3,105,086</b>	<b>2,935,086</b>	<b>2,935,086</b>	<b>3,105,086</b>	<b>2,916,811</b>	<b>2,935,086</b>	<b>3,086,811</b>	<b>3,035,086</b>	<b>3,149,413</b>	<b>3,167,688</b>	<b>3,255,688</b>	<b>3,007,413</b>	<b>36,634,340</b>
Net Cash flow	45,511	215,511	215,511	45,511	233,786	215,511	63,786	115,511	1,184	(17,091)	(105,091)	143,184	1,172,825
Opening balance	-	45,511	261,023	476,534	522,045	755,831	971,342	1,035,128	1,150,639	1,151,823	1,134,732	1,029,641	1,172,825
Closing balance before interest	<b>45,511</b>	<b>261,023</b>	<b>476,534</b>	<b>522,045</b>	<b>755,831</b>	<b>971,342</b>	<b>1,035,128</b>	<b>1,150,639</b>	<b>1,151,823</b>	<b>1,134,732</b>	<b>1,029,641</b>	<b>1,172,825</b>	<b>2,345,650</b>
Interest on overdraft	-	-	-	-	-	-	-	-	-	-	-	-	-
Closing balance after Interest	<b>45,511</b>	<b>261,023</b>	<b>476,534</b>	<b>522,045</b>	<b>755,831</b>	<b>971,342</b>	<b>1,035,128</b>	<b>1,150,639</b>	<b>1,151,823</b>	<b>1,134,732</b>	<b>1,029,641</b>	<b>1,172,825</b>	<b>2,345,650</b>

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**A.K Transport Co Limited**  
**Projected Cash flow for 2026**  
**Jan 2026 - Dec 2026**

TZS (000)

<b>REVENUE</b>	<b>Jan-26</b>	<b>Feb-26</b>	<b>Mar-26</b>	<b>Apr-26</b>	<b>May-26</b>	<b>Jun-26</b>	<b>Jul-26</b>	<b>Aug-26</b>	<b>Sep-26</b>	<b>Oct-26</b>	<b>Nov-26</b>	<b>Dec-26</b>	<b>TOTAL</b>
Revenue from Transport	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>3,308,127</b>	<b>39,697,524</b>
<b>COSTS</b>													
Fuel - Trucks	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,347,958	1,247,958	1,247,958	15,975,499
Road Toll and Permit	851,213	851,213	851,213	851,213	851,213	851,213	851,213	851,213	851,213	851,213	851,213	851,213	10,214,557
Trucks Spares and Maintenance	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	384,218	4,610,618
Tyres, Tubes, Batteries & other parts	171,127	171,127	171,127	171,127	162,979	171,127	162,979	171,127	162,979	171,127	171,127	162,979	2,020,933
Vehicle washing	366	366	366	366	349	366	349	366	349	366	366	349	4,328
Accountancy & Audit fees	1,948	1,948	1,948	1,948	1,855	1,948	1,855	1,948	1,855	1,948	1,948	1,855	23,002
Assets written off	15,699	15,699	15,699	15,699	14,951	15,699	14,951	15,699	14,951	15,699	15,699	14,951	185,392
Bank Charges	9,193	9,193	9,193	9,193	8,755	9,193	8,755	9,193	8,755	9,193	9,193	8,755	108,562
Business Travelling and visa	12,966	12,966	12,966	12,966	12,349	12,966	12,349	12,966	12,349	12,966	12,966	12,349	153,128
Directors fee	3,912	3,912	3,912	3,912	3,726	3,912	3,726	3,912	3,726	3,912	3,912	3,726	46,202
Donation	652	652	652	652	621	652	621	652	621	652	652	621	7,700
Interest on Bank loan	26,833	26,833	26,833	26,833	25,555	26,833	25,555	26,833	25,555	26,833	26,833	25,555	316,882
Generator running expenses	1,356	1,356	1,356	1,356	1,291	1,356	1,291	1,356	1,291	1,356	1,356	1,291	16,008
Licence & Filing fee	9,995	9,995	9,995	9,995	9,519	9,995	9,519	9,995	9,519	9,995	9,995	9,519	118,036
Office repairs & maintenance	7,160	7,160	7,160	7,160	6,819	7,160	6,819	7,160	6,819	7,160	7,160	6,819	84,556
Office general costs	4,970	4,970	4,970	4,970	4,733	4,970	4,733	4,970	4,733	4,970	4,970	4,733	58,689
Postage & telephone charges	3,982	3,982	3,982	3,982	3,792	3,982	3,792	3,982	3,792	3,982	3,982	3,792	47,021
Printing & stationery expenses	3,731	3,731	3,731	3,731	3,553	3,731	3,553	3,731	3,553	3,731	3,731	3,553	44,057
Security expenses	2,202	2,202	2,202	2,202	2,097	2,202	2,097	2,202	2,097	2,202	2,202	2,097	26,003
Staff related costs	97,020	97,020	97,020	97,020	92,400	97,020	92,400	97,020	92,400	97,020	97,020	132,400	1,185,760
Staff welfare	3,420	3,420	3,420	3,420	3,257	3,420	3,257	3,420	3,257	3,420	3,420	3,257	40,387
Rent	3,670	3,670	3,670	3,670	3,495	3,670	3,495	3,670	3,495	3,670	3,670	3,495	43,338
Utilities	3,565	3,565	3,565	3,565	3,395	3,565	3,395	3,565	3,395	3,565	3,565	3,395	42,098
ABSA - New Loan	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	2,406,400
Taxation	170,000	-	-	170,000	-	-	170,000	-	-	-	170,000	-	680,000
<b>Total</b>	<b>3,337,688</b>	<b>3,167,688</b>	<b>3,167,688</b>	<b>3,337,688</b>	<b>3,149,413</b>	<b>3,167,688</b>	<b>3,319,413</b>	<b>3,167,688</b>	<b>3,149,413</b>	<b>3,167,688</b>	<b>3,237,688</b>	<b>3,089,413</b>	<b>38,459,157</b>
Net Cash flow	(29,561)	140,439	140,439	(29,561)	158,714	140,439	(11,286)	140,439	158,714	140,439	70,439	218,714	1,238,367
Opening balance	-	(29,561)	110,878	251,317	221,756	380,470	520,909	509,623	650,062	808,776	949,215	1,019,654	1,238,367
Closing balance before interest	<b>- 29,561</b>	<b>110,878</b>	<b>251,317</b>	<b>221,756</b>	<b>380,470</b>	<b>520,909</b>	<b>509,623</b>	<b>650,062</b>	<b>808,776</b>	<b>949,215</b>	<b>1,019,654</b>	<b>1,238,367</b>	<b>2,476,735</b>
Interest on overdraft	-	-	-	-	-	-	-	-	-	-	-	-	-
Closing balance after Interest	<b>(29,561)</b>	<b>110,878</b>	<b>251,317</b>	<b>221,756</b>	<b>380,470</b>	<b>520,909</b>	<b>509,623</b>	<b>650,062</b>	<b>808,776</b>	<b>949,215</b>	<b>1,019,654</b>	<b>1,238,367</b>	<b>2,476,735</b>

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**A.K Transport Co Limited**  
**Projected Cash flow for 2027**  
**Jan 2027 - Dec 2027**

423,600.57

TZS (000)

<b>REVENUE</b>	<b>Jan-27</b>	<b>Feb-27</b>	<b>Mar-27</b>	<b>Apr-27</b>	<b>May-27</b>	<b>Jun-27</b>	<b>Jul-27</b>	<b>Aug-27</b>	<b>Sep-27</b>	<b>Oct-27</b>	<b>Nov-27</b>	<b>Dec-27</b>	<b>TOTAL</b>
Revenue from Transport	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>3,473,533</b>	<b>41,682,396</b>
<b>COSTS</b>													
Fuel - Trucks	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,415,356	1,347,958	1,347,958	16,849,479
Road Toll and Permit	893,774	893,774	893,774	893,774	893,774	893,774	893,774	893,774	893,774	893,774	893,774	893,774	10,725,284
Trucks Spares and Maintenance	403,429	403,429	403,429	403,429	403,429	403,429	403,429	403,429	403,429	403,429	403,429	403,429	4,841,149
Tyres, Tubes, Batteries & other parts	179,684	179,684	179,684	179,684	179,684	179,684	179,684	179,684	179,684	179,684	179,684	179,684	2,156,206
Vehicle washing	385	385	385	385	385	385	385	385	385	385	385	385	4,617
Accountancy & Audit fees	2,045	2,045	2,045	2,045	2,045	2,045	2,045	2,045	2,045	2,045	2,045	2,045	24,542
Assets written off	16,483	16,483	16,483	16,483	16,483	16,483	16,483	16,483	16,483	16,483	16,483	16,483	197,802
Bank Charges	9,652	9,652	9,652	9,652	9,652	9,652	9,652	9,652	9,652	9,652	9,652	9,652	115,829
Business Travelling and visa	13,615	13,615	13,615	13,615	13,615	13,615	13,615	13,615	13,615	13,615	13,615	13,615	163,377
Directors fee	4,108	4,108	4,108	4,108	4,108	4,108	4,108	4,108	4,108	4,108	4,108	4,108	49,295
Donation	685	685	685	685	685	685	685	685	685	685	685	685	8,216
Interest on Bank loan	28,174	28,174	28,174	28,174	28,174	28,174	28,174	28,174	28,174	28,174	28,174	28,174	338,093
Generator running expenses	1,423	1,423	1,423	1,423	1,423	1,423	1,423	1,423	1,423	1,423	1,423	1,423	17,080
Licence & Filing fee	10,495	10,495	10,495	10,495	10,495	10,495	10,495	10,495	10,495	10,495	10,495	10,495	125,936
Office repairs & maintenance	7,518	7,518	7,518	7,518	7,518	7,518	7,518	7,518	7,518	7,518	7,518	7,518	90,215
Office general costs	5,218	5,218	5,218	5,218	5,218	5,218	5,218	5,218	5,218	5,218	5,218	5,218	62,618
Postage & telephone charges	4,181	4,181	4,181	4,181	4,181	4,181	4,181	4,181	4,181	4,181	4,181	4,181	50,168
Printing & stationery expenses	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,006
Security expenses	2,312	2,312	2,312	2,312	2,312	2,312	2,312	2,312	2,312	2,312	2,312	2,312	27,743
Staff related costs	101,871	101,871	101,871	101,871	101,871	101,871	101,871	101,871	101,871	101,871	101,871	101,871	1,222,452
Staff welfare	3,591	3,591	3,591	3,591	3,591	3,591	3,591	3,591	3,591	3,591	3,591	3,591	43,090
Rent	3,853	3,853	3,853	3,853	3,853	3,853	3,853	3,853	3,853	3,853	3,853	3,853	46,239
Utilities	3,743	3,743	3,743	3,743	3,743	3,743	3,743	3,743	3,743	3,743	3,743	3,743	44,916
ABSA - New Loan	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	2,406,400
Taxation	190,000	-	-	190,000	-	-	190,000	-	-	-	190,000	-	760,000
<b>Total</b>	<b>3,506,046</b>	<b>3,316,046</b>	<b>3,316,046</b>	<b>3,506,046</b>	<b>3,316,046</b>	<b>3,316,046</b>	<b>3,506,046</b>	<b>3,316,046</b>	<b>3,316,046</b>	<b>3,316,046</b>	<b>3,438,648</b>	<b>3,248,648</b>	<b>40,417,752</b>
Net Cash flow	(32,513)	157,487	157,487	(32,513)	157,487	157,487	(32,513)	157,487	157,487	157,487	34,885	224,885	1,264,644
Opening balance	-	(32,513)	124,975	282,462	249,950	407,437	564,924	532,412	689,899	847,386	1,004,874	1,039,759	1,264,644
Closing balance before interest	<b>- 32,513</b>	<b>124,975</b>	<b>282,462</b>	<b>249,950</b>	<b>407,437</b>	<b>564,924</b>	<b>532,412</b>	<b>689,899</b>	<b>847,386</b>	<b>1,004,874</b>	<b>1,039,759</b>	<b>1,264,644</b>	<b>2,529,289</b>
Interest on overdraft	-	-	-	-	-	-	-	-	-	-	-	-	-
Closing balance after Interest	<b>(32,513)</b>	<b>124,975</b>	<b>282,462</b>	<b>249,950</b>	<b>407,437</b>	<b>564,924</b>	<b>532,412</b>	<b>689,899</b>	<b>847,386</b>	<b>1,004,874</b>	<b>1,039,759</b>	<b>1,264,644</b>	<b>2,529,289</b>

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**A.K Transport Co Limited**  
**Projected Cash flow for 2028**  
**Jan 2028 - Dec 2028**

TZS (000)

<b>REVENUE</b>	<b>Jan-28</b>	<b>Feb-28</b>	<b>Mar-28</b>	<b>Apr-28</b>	<b>May-28</b>	<b>Jun-28</b>	<b>Jul-28</b>	<b>Aug-28</b>	<b>Sep-28</b>	<b>Oct-28</b>	<b>Nov-28</b>	<b>Dec-28</b>	<b>TOTAL</b>
Revenue from Transport	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>3,647,210</b>	<b>43,766,516</b>
<b>COSTS</b>													
Fuel - Trucks	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	1,486,124	17,833,488
Road Toll and Permit	893,774	938,462	938,462	938,462	938,462	938,462	938,462	938,462	938,462	938,462	938,462	938,462	11,216,860
Trucks Spares and Maintenance	403,429	423,601	423,601	423,601	423,601	423,601	423,601	423,601	423,601	423,601	423,601	423,601	5,063,035
Tyres, Tubes, Batteries & other parts	179,684	188,668	188,668	188,668	188,668	188,668	188,668	188,668	188,668	188,668	188,668	188,668	2,255,032
Vehicle washing	404	404	404	404	404	404	404	404	404	404	404	404	4,848
Accountancy & Audit fees	2,147	2,147	2,147	2,147	2,147	2,147	2,147	2,147	2,147	2,147	2,147	2,147	25,769
Assets written off	17,308	17,308	17,308	17,308	17,308	17,308	17,308	17,308	17,308	17,308	17,308	17,308	207,692
Bank Charges	10,135	10,135	10,135	10,135	10,135	10,135	10,135	10,135	10,135	10,135	10,135	10,135	121,620
Business Travelling and visa	14,296	14,296	14,296	14,296	14,296	14,296	14,296	14,296	14,296	14,296	14,296	14,296	171,546
Directors fee	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	4,313	51,760
Donation	719	719	719	719	719	719	719	719	719	719	719	719	8,627
Interest on Bank loan	29,583	29,583	29,583	29,583	29,583	29,583	29,583	29,583	29,583	29,583	29,583	29,583	354,997
Generator running expenses	1,494	1,494	1,494	1,494	1,494	1,494	1,494	1,494	1,494	1,494	1,494	1,494	17,934
Licence & Filing fee	11,019	11,019	11,019	11,019	11,019	11,019	11,019	11,019	11,019	11,019	11,019	11,019	132,233
Office repairs & maintenance	7,894	7,894	7,894	7,894	7,894	7,894	7,894	7,894	7,894	7,894	7,894	7,894	94,726
Office general costs	5,479	5,479	5,479	5,479	5,479	5,479	5,479	5,479	5,479	5,479	5,479	5,479	65,748
Postage & telephone charges	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	52,677
Printing & stationery expenses	4,113	4,113	4,113	4,113	4,113	4,113	4,113	4,113	4,113	4,113	4,113	4,113	49,356
Security expenses	2,428	2,428	2,428	2,428	2,428	2,428	2,428	2,428	2,428	2,428	2,428	2,428	29,130
Staff related costs	106,965	106,965	106,965	106,965	106,965	106,965	106,965	106,965	106,965	106,965	106,965	106,965	1,283,575
Staff welfare	3,770	3,770	3,770	3,770	3,770	3,770	3,770	3,770	3,770	3,770	3,770	3,770	45,245
Rent	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	48,551
Utilities	3,930	3,930	3,930	3,930	3,930	3,930	3,930	3,930	3,930	3,930	3,930	3,930	47,162
ABSA - New Loan	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	200,533	2,406,400
Taxation	200,000	-	-	200,000	-	-	200,000	-	-	-	200,000	-	800,000
<b>Total</b>	<b>3,597,977</b>	<b>3,471,821</b>	<b>3,471,821</b>	<b>3,671,821</b>	<b>3,471,821</b>	<b>3,471,821</b>	<b>3,671,821</b>	<b>3,471,821</b>	<b>3,471,821</b>	<b>3,471,821</b>	<b>3,671,821</b>	<b>3,471,821</b>	<b>42,388,010</b>
Net Cash flow	49,233	175,388	175,388	(24,612)	175,388	175,388	(24,612)	175,388	175,388	175,388	(24,612)	175,388	1,378,505
Opening balance	-	49,233	224,621	400,010	375,398	550,786	726,175	701,563	876,952	1,052,340	1,227,729	1,203,117	1,378,505
Closing balance before interest	<b>49,233</b>	<b>224,621</b>	<b>400,010</b>	<b>375,398</b>	<b>550,786</b>	<b>726,175</b>	<b>701,563</b>	<b>876,952</b>	<b>1,052,340</b>	<b>1,227,729</b>	<b>1,203,117</b>	<b>1,378,505</b>	<b>2,757,011</b>
Interest on overdraft	-	-	-	-	-	-	-	-	-	-	-	-	-
Closing balance after Interest	<b>49,233</b>	<b>224,621</b>	<b>400,010</b>	<b>375,398</b>	<b>550,786</b>	<b>726,175</b>	<b>701,563</b>	<b>876,952</b>	<b>1,052,340</b>	<b>1,227,729</b>	<b>1,203,117</b>	<b>1,378,505</b>	<b>2,757,011</b>

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