

**FANG FANG - BUSINESS PLAN  
JULY 2024 – JUNE 2026**



**FANGFANG COMPANY LIMITED  
P.O BOX 81, MBEYA**

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## INTRODUCTION OF FANGFANG TANZANIA LIMITED

### i. Basic Company Information

<b>Company</b>	<b>FANGFANG TANZANIA LIMITED</b>
<b>Company type</b>	Private company Limited by shares
<b>Registered office</b>	Region Mbeya, District Mbeya CBD, Ward Uyole, Postal code 53126, Street Uyole, Road 4, Plot number 4, Block number BB, House number 8
<b>Contacts</b>	Email: a463549404@qq.com, Mob no/Tel no: 255748534230, P.O. Box 81
<b>Business activity</b>	Manufacture of plastics products

### ii. Plastic Bottles Production in Tanzania

The plastic bottles production industry in Tanzania is likely still developing, but there is potential for growth. Here's a breakdown of some relevant aspects:

- **Demand:** As the Tanzanian economy develops and disposable incomes rise, the demand for bottled beverages like water, soft drinks, and juices is expected to increase, driving demand for plastic bottles.
- **Local Production:** There are existing plastic bottle manufacturers in Tanzania, but some plastic bottles might also be imported. Industries engaging with production are located in one part of the country which is Dar-es-salaam.
- **Raw Materials:** Tanzania has access to raw materials like polyethylene terephthalate (PET) pellets, which are key for plastic bottle production. However, some PET might also be imported.
- **Sustainability:** There is a growing global focus on sustainable practices, including recycling and using recycled plastic (rPET). This trend is likely to influence Tanzania's plastic bottle production industry as well.

**iii. FANGFANG TANZANIA LIMITED Contribution to National and International Goals**

**a) Contribution to Sustainable Development Goals (SDGs)**

This Business will contribute to Sustainable Development Goals number 8 on Decent Work as well as Goal 9: Industry, Innovation and Infrastructure, Goal 12: Responsible Consumption and Production and Goal 13: Climate Action.

**b) Contribution to National Goals and Strategies**

This business will contribute to National Vision 2025 Goals and National Five Years Development Plan. Also, it will contribute to Trade and Commerce Development Policy. Moreover, will contribute to Environmental Management Policy as well as Foreign Investment Strategy.

**c) Environmental Aspect**

This Company is friend of environment with environmental Policy which embrace the three “Rs”; Reduce, Reuse and Recycle which is one crucial way in which a green business can manage waste production, improve efficiency, and ultimately maximize profits. In the whole process of these Businesses, green business approach will be considered and implemented.

## EXECUTIVE SUMMARY

<b>This Business Plan is a Projection for the Period</b>	<b>From:</b>	July 2024	<b>To:</b>	June 2026
<b>Name of the Business:</b>	FANGFANG TANZANIA LIMITED			
<b>Type of business: Manufacture of the following good(s):</b>	Plastic Bottles	<b>Legal form:</b>	COMPANY LIMITED BY SHARES	
<b>Wholesaler running the following wholesale business:</b>	0.5 Litres Plastic Bottles 1.5 Litres Plastic Bottles	<b>Owners:</b>	1. CONGFANG 2. CHEN YONGFU	
<b>Customers:</b>	Wholesaler	<b>Manager:</b>	QI CONGFANG	
<b>Sources of Start-up Capital:</b> • Savings	<b>Amount (TShs):</b>			

### 1. BUSINESS IDEA

<b>Name of the business:</b>	FANGFANG TANZANIA LIMITED
<b>Type of the business:</b>	Manufacturer and Wholesaler
<b>The business is going to produce the following products:</b>	Plastic Bottles of 1.5 and 0.5 litres
<b>The customers will be:</b>	Soft drinks industries and Wholesalers in Southern highlands Regions of Iringa, Njombe, Songea, Songwe and Mbeya
<b>The business will sell in the following ways:</b>	Wholesaling
<b>The business will satisfy the following needs of the customers:</b>	On time and Quality Access to Packaging materials
<b>Motivation to Business Owners on this business idea:</b>	There are growth needs of packaging material in Southern Highlands of the country.

## 2. MARKETING PLAN

### 2.1 MARKET RESEARCH SUMMARY

<b>Products</b>	<b>Customers</b>	<b>Needs and Preferences of Customers</b>	<b>Competitors</b>	<b>Gaps (that competitors have not fulfilled)</b>
Plastic Bottles of 0.5 litres volume	Soft drinks industries and Wholesalers	Short time to access the Product	Most of industries are located in DSM which is more than 400 – 800 Km from Target Regions	Time taken to receive product is too long
		Size and Capacity of a container that holds 0.5 liters of liquid	Prefer 0.5 litres as they can use for other uses	Having Varieties of bottle volumes
		Durability and Portability	The need for varieties of	Low durability and portability

			durability and portability of Bottles	
		Design	Unique design of Plastic bottles	Absence of different unique bottles designs
Plastic Bottles of 1.5 litres volume	Soft drinks industries and Wholesalers	Short time to access the Product	Most of industries are located in DSM which is more than 400 – 800 Km from Target Regions	Time taken to receive product is too long
		Size and Capacity of a container that holds 1.5 liters of liquid	Prefer 1.5 litres as they can use for other uses	Having Varieties of bottle volumes
		Durability and Portability	The need for varieties of durability and portability of Bottles	Low durability and portability
		Design	Unique design of Plastic bottles	Absence of different unique bottles designs

## 2.2 PRODUCTS

Product	Quality	Color	Volume	Packaging	Certification
Plastic Bottle	Durability and Portability and timely delivery	White	0.5 liter	Bottle	Respective Authorities
Plastic Bottle	Consistent of quality and natural honey	White	1.5 litres	Bottle	Respective Authorities

### 2.3 PRICE

Product	Cost (Tshs)	The Price Customers Willing to Pay	Competitors' Prices	Price (Tshs)	Price Reason	Discounts will be given to the following Customers
Plastic Bottle (0.5 Litre)	30	80	100	79	All production Cost Covered. Market Price	Wholesaler who will purchase more than 10 tones
Plastic Bottle (1.5 Litre)	45	190	200	158	All production Cost Covered. Market Price	Wholesaler who will purchase more than 10 tones

## 2.4 PLACE

<b>Location</b>	Mbeya
<b>This location is chosen for the following reasons.</b>	<ul style="list-style-type: none"> <li>- Near Target Client</li> <li>- Production labor will be minimum.</li> <li>- Reasonable Land Renting Costs</li> </ul>
<b>The monthly Renting cost</b>	Tshs 2,500,000.00
<b>This cost includes:</b>	Rent Only
<b>Method of Distribution</b>	<b>The business will sell to:</b> Soft Drinks producers and Wholesaler.
<b>This Method of Distribution is chosen for the following reason:</b>	Nature of business is manufacturer so the target will be soft drinks producers and Wholesalers.

## 2.5 PROMOTION

Means	Details	Costs per Year
<b>Direct Marketing</b>		
<ul style="list-style-type: none"> <li>• Display</li> </ul>	<ul style="list-style-type: none"> <li>• This will be done at designated place with the industry compound</li> </ul>	5,000,000/=
<b>Advertising</b>		
<ul style="list-style-type: none"> <li>• Social media and Local Radios</li> </ul>	<ul style="list-style-type: none"> <li>• Will be advertised through social media such as Instagram, Facebook, n.k</li> </ul>	20,000,000/=
<b>Publicity</b>		
<ul style="list-style-type: none"> <li>• Banners, Posters, fliers and other Printed media</li> </ul>	<ul style="list-style-type: none"> <li>• Posters will be developed and fliers for honey, Peanut and spicy.</li> </ul>	20,000,000/=
<b>Sales Promotion</b>		

<ul style="list-style-type: none"> <li>• Visiting Soft Drinks Producers and Wholesales</li> </ul>	<ul style="list-style-type: none"> <li>• Marketing Team will visit clients for strategic meetings</li> </ul>	20,000,000
<ul style="list-style-type: none"> <li>• Engaging in Trade Fairs</li> </ul>	<ul style="list-style-type: none"> <li>• The events like Nanenane and other selected Trade Fair will be attended</li> </ul>	30,000,000
<b>Total Promotion Costs</b>		<b>95,000,000/=</b>

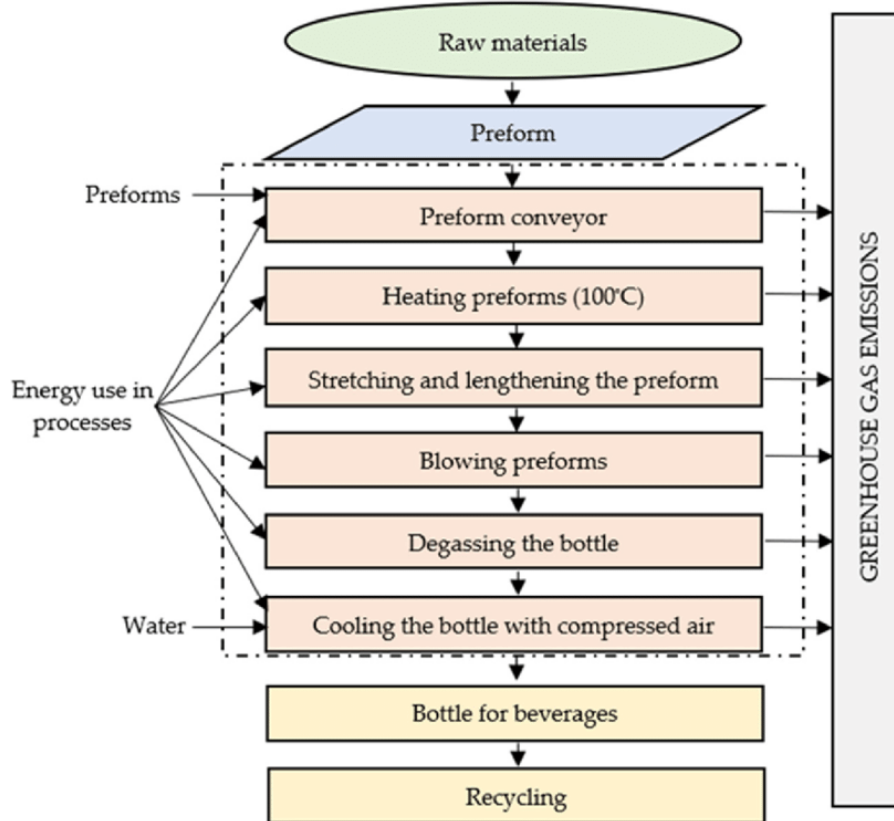
## 2.6 PEOPLE

There will be two types of recruitment to be done. The staff that are directly involved with Production and those who are who deals with operations. Non-Production staff will be 2 and the Production labour will include 6 staff. From time to time as per demand Casual labors will be contracted.

Position	Recruiting Criteria	Training Plan
1. Production Manager	<ul style="list-style-type: none"> <li>• Experience on the Production.</li> <li>• At least 3 years working on the Production.</li> <li>• Form Four and above Education Background.</li> </ul>	<ul style="list-style-type: none"> <li>• They will be Trained as per Recruitment Schedule.</li> </ul>
2. Marketing Manager	<ul style="list-style-type: none"> <li>• Experience on the Marketing.</li> <li>• At least 3 years working on the Marketing.</li> <li>• Form Four and above Education Background.</li> </ul>	<ul style="list-style-type: none"> <li>• They will be Trained as per Recruitment Schedule.</li> </ul>

## 2.7 PROCESS

The Following is the Production Process of the Plastic Bottles to be done. It is very efficient and effective which guarantees quality and durable products.

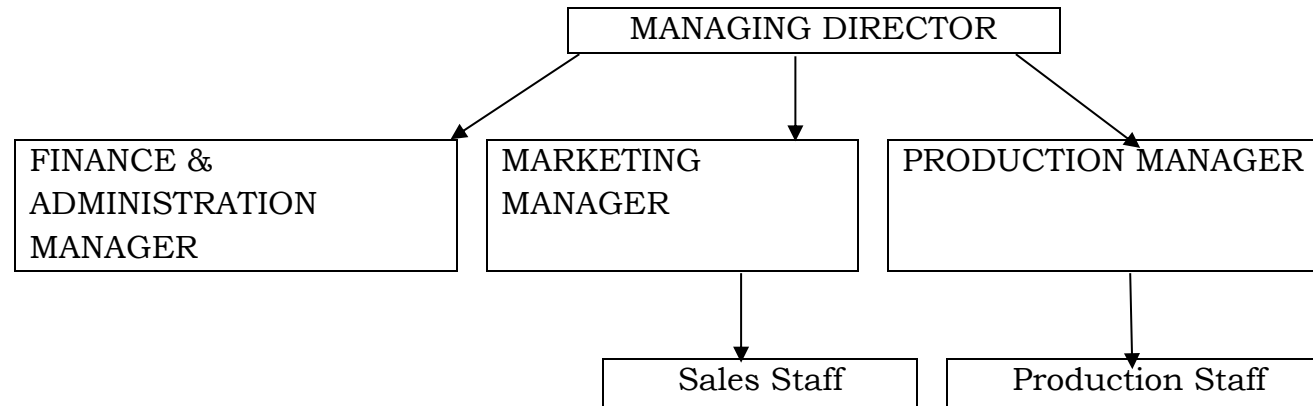


## 2.8 PHYSICAL EVIDENCE

Physical Evidence	Description
Office premises and interior decoration	Will be decorated with White and Blue
Internet presence and website	www.fangfang.co.tz
Packaging	Products will be packaged on customers' preference.
Signage	Pictures of Products with logo
Employee Uniforms	There will be uniform with company color which is blue and white
Business Cards	Will be available to Client facing staff

<b>Mail boxes, etc</b>	Email: a463549404@qq.com, Mob no/Tel no: 255748534230, P.O. Box 81
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### 3. ORGANIZATION STRUCTURE



Tasks and Responsibilities	Position	Staff
<ul style="list-style-type: none"> <li>Allocating labor resources</li> <li>Tracking Production Schedules.</li> <li>Production Control</li> <li>Quality control</li> <li>Cost adjustment to ensure everything runs smoothly.</li> <li>Analysis and Selection.</li> </ul>	Production Manager	<b>1</b>
<ul style="list-style-type: none"> <li>Managing budgets</li> </ul>	Marketing Manager	<b>1</b>

<ul style="list-style-type: none"> <li>• Measuring success and impact</li> <li>• Managing agencies and external suppliers.</li> <li>• Management of marketing mix</li> <li>• Ensuring timely delivery to budget and quality standards.</li> <li>• Developing guideline and marketing policies</li> <li>• Making customer focus decisions</li> <li>• Identifying target markets and developing strategies to communicate with them.</li> </ul>		
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#### 4. STAFF REQUIREMENTS AND COSTS

<b>SALARY REGISTER</b>			
<b>Name</b>	<b>Salary</b>	<b>Social (NSSF10%) and Health (NHIF3%) Insurance</b>	<b>Total (Tshs)</b>
<b>PRODUCTION LABOUR</b>			
<b>Direct Labour:</b>			
1.Factory Staff	140,000.00	18,200.00	158,200.00
2.Factory Staff	140,000.00	18,200.00	158,200.00
3.Factory Staff	140,000.00	18,200.00	158,200.00
4.Factory Staff	140,000.00	18,200.00	158,200.00
5.Factory Staff	140,000.00	18,200.00	158,200.00
6.Factory Staff	140,000.00	18,200.00	158,200.00
<b>Total Direct Labour Costs</b>			<b>949,200.00</b>
<b>Indirect Labour:</b>			
7.Cleaner Staff	200,000.00	26,000.00	226,000.00

8.Security Staff	300,000.00	39,000.00	339,000.00
<b>Total Indirect Labour Cost</b>			<b>565,000.00</b>
<b>NON-PRODUCTION LABOUR</b>			
9.Managing Director	5,000,000.00	650,000.00	5,650,000.00
10.Finance & Administration Manager	1,000,000.00	130,000.00	1,130,000.00
11.Marketing Manager	2,000,000.00	260,000.00	2,260,000.00
12.Production Manager	3,000,000.00	390,000.00	3,390,000.00
13.Sales & Marketing Staff	500,000.00	65,000.00	565,000.00
<b>Total Non-Production Labour Cost</b>			<b>12,995,000.00</b>

## 5. LEGAL FORM OF BUSINESS

<b>The business will operate as</b>	COMPANY LIMITED BY SHARES		
<b>The reason for choosing this form of business is:</b>	Limited Liability, Increase Tax Efficiency and Maintain Credibility and Reputation		
<b>The owners are:</b>			
<b>Name:</b>	QI CONGFANG	<b>Name:</b>	CHEN YONGFU
<b>Position in the business:</b>	FINANCE & ADMISTRATION MANAGER	<b>Position in the business:</b>	MANAGING DIRECTOR
<b>Description of Skills:</b>	Bachelor's degree in finance and Diploma in Industrial Production	<b>Description of Skills:</b>	Bachelor's degree in mechanical engineering
<b>Relevant Experience:</b>	Has 12 years working with Industries in the role of Finance, administration, and Production departments.	<b>Relevant Experience:</b>	Has 10 years' experience working in production industries in China

## 5.1 LEGAL RESPONSIBILITIES AND INSURANCE

<b>The following taxes apply to this business:</b>	Corporate Tax, Withholding Tax, Stamp Duty, Property Tax and VAT
<b>The following regulations apply to the employees:</b>	PAYEE, NSSF, WCF and Skills Development Levy (SDL)
<b>The business will need the following licenses and permits:</b>	Business Permit, Work Permits and Residence Permits
<b>The business will have the following insurance:</b>	Industrial Production Insurance related
<b>Other legal responsibilities of the business:</b>	None

## 6. COSTING

### 6.1 INITIAL CAPITAL INVESTMENT COSTS

DETAILS	AMOUNT (TSHS)	AMOUNT IN USD
<b>ASSET COSTS</b>		
Furniture	5,000,000.00	1,933.89
Plant & Machinery	350,000,000.00	135,372.43
Vehicle 1	35,000,000.00	13,537.24
Vehicle 2	25,000,000.00	9,669.46
Vehicle 3	25,000,000.00	9,669.46
Buildings	300,000,000.00	116,033.51
Printer	900,000.00	348.10
Laptops 1	2,000,000.00	773.56
Laptops 2	2,000,000.00	773.56
Laptops 3	1,000,000.00	386.78
Laptops 4	1,000,000.00	386.78
<b>FIXED COSTS</b>		
Rent	30,000,000.00	11,603.35
Water Bill	2,400,000.00	928.27
Salary/Wages (NSSF&WCF) For Non-Production/Administration	162,720,000.00	62,936.58
Transportation	4,800,000.00	1,856.54
Bank Charges	600,000.00	232.07
Depreciation of Assets	149,380,000.00	57,776.95
Food and Drinks (If Any)	2,400,000.00	928.27
Stationaries	2,400,000.00	928.27
Communication (Internet&calls)	2,400,000.00	928.27
Sales & Marketing expenses (Promotion &Entertainment)	95,000,000.00	36,743.94
Business Licence per year	900,000.00	348.10
Levys	600,000.00	232.07
Company Registration Costs(BRELA & Consulting)	504,000.00	194.94
NEMC	504,000.00	194.94
TIC Facilitation Fees (\$1100)	2,844,006.00	1,100.00
<b>TAX</b>		
- Pay as You Earn (PAYE)	15,408,000.00	5,959.48
- Corporate Tax	1,500,000.00	580.17
- Withholding Tax		-
- Stamp Duty	50,000.00	19.34
- Land & Property Tax	50,000.00	19.34
Work Permit Costs (If Any)	2,350,794.00	909.24

Occupational Safety & Health Cost (OSHA)	500,000.00	193.39
<b>VARIABLES COSTS</b>		
<b>Plastic Bottle (0.5 Litre)</b>		
Electricity bill	1,500,000.00	580.17
Direct labour (6 People for 20 Days of Production) NSSF&WCF	949,200.00	367.13
Direct Raw Material (4 Tons Per Day for 20 Days of Production)	162,000,000.00	62,658.10
<b>Plastic Bottle (1 Litre)</b>		-
Electricity bill	1,500,000.00	580.17
-Direct labour (6 People for 20 Days of Production))	840,000.00	324.89
Direct Raw Materials	207,000,000.00	80,063.12
<b>Total</b>	<b>1,598,000,000.00</b>	<b>618,071.83</b>

*Exchange Rate: 1 USD = 2585.46*

## 6.2 FIXED COST FORM

Details	Cost per Month (Tshs)	Month	Cost Per Year (Tshs)
Rent	2,500,000.00	12	30,000,000.00
Water Bill	200,000.00	12	2,400,000.00
Salary/Wages (NSSF&WCF) For Non-Production/Administration	13,560,000.00	12	162,720,000.00
Transportation	400,000.00	12	4,800,000.00
Bank Charges	50,000.00	12	600,000.00
Depreciation of Assets	12,448,333.33	12	149,380,000.00
Food and Drinks (If Any)	200,000.00	12	2,400,000.00
Stationaries	200,000.00	12	2,400,000.00
Communication (Internet & calls)	200,000.00	12	2,400,000.00
Sales & Marketing expenses (Promotion & Entertainment)	95,000,000.00	1	95,000,000.00
Business License per year	75,000.00	12	900,000.00
Levys	50,000.00	12	600,000.00
Company Registration Costs (BRELA & Consulting)	42,000.00	12	504,000.00
NEMC	42,000.00	12	504,000.00
TIC Facilitation Fees (\$1100)	237,000.50	12	2,844,006.00
<b>TAXES</b>			
- Pay as You Earn (PAYE)	1,284,000.00	12	15,408,000.00
- Corporate Tax	125,000.00	12	1,500,000.00
- Withholding Tax	-	1	
- Stamp Duty	50,000.00	1	50,000.00

- Land & Property Tax	50,000.00	1	50,000.00
- VAT	-	1	
Work Permit Costs (If Any)	2,350,794.00	1	2,350,794.00
Occupational Safety & Health Cost (OSHA)	500,000.00	1	500,000.00
<b>Total Fixed Cost per Month</b>	<b>129,564,127.83</b>		
<b>Total Fixed Cost per Year</b>			<b>477,310,800.00</b>

### 6.3 VARIABLE COSTS

Products	Quantity Produce/Used Per Month(Tshs)	Variable Cost Per Item (Tshs)	Total Variable Cost Per Month
<b>Plastic Bottle (0.5 Litre)</b>			-
Electricity bill	1	1,500,000.00	1,500,000.00
Direct labour (6 People for 20 Days of Production) NSSF&WCF	6	7,000.00	949,200.00
Direct Raw Material (4 tons Per Day for 20 Days of Production)	5400000	30.00	162,000,000.00
<b>Total Variable Cost (Bottle 0.5 Litres)</b>			<b>164,449,200.00</b>
<b>Plastic Bottle (1 Litre)</b>			
Electricity bill	1	1,500,000.00	1,500,000.00
Direct labour (6 People for 20 Days of Production)	6	7,000.00	840,000.00
-Direct Raw Material (4 tons Per Day for 20 Days of Production)	4600000	45.00	207,000,000.00
<b>Total Variable Cost (Bottle 1.5 Litres)</b>			<b>209,340,000.00</b>
<b>TOTAL I VARIABLE COST PER MONTH</b>			<b>373,789,200.00</b>

### 6.4 DEPRECIATION COST

Assets	Estimated cost of Purchase (Tshs)	Estimated Life of the Equipment	Depreciation per year (Tshs)	Depreciation per Month (Tshs)
Furniture	5,000,000.00	5	1,000,000.00	83,333.33
Plant & Machinery	350,000,000.00	5	70,000,000.00	5,833,333.33
Vehicle 1	35,000,000.00	5	7,000,000.00	583,333.33
Vehicle 2	25,000,000.00	5	5,000,000.00	416,666.67
Vehicle 3	25,000,000.00	5	5,000,000.00	416,666.67

Buildings	300,000,000.00	5	60,000,000.00	5,000,000.00
Printer	900,000.00	5	180,000.00	15,000.00
Laptops 1	2,000,000.00	5	400,000.00	33,333.33
Laptops 2	2,000,000.00	5	400,000.00	33,333.33
Laptops 3	1,000,000.00	5	200,000.00	16,666.67
Laptops 4	1,000,000.00	5	200,000.00	16,666.67
<b>Total</b>	<b>746,900,000.00</b>			
<b>Total Depreciation per Year</b>			<b>149,380,000.00</b>	
<b>Total Depreciation per Month</b>				<b>12,448,333.33</b>



## 7.4 Cash Flow Plan

C A S H F L O W S	DETAILS	2024												2025												2026																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
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		JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
1	Cash at the beginning of the month(1)	1,293,000,000.00	42,746,672.17	692,793,344.33	1,342,840,016.50	1,992,886,688.67	2,642,933,360.83	3,292,980,033.00	2,796,960,038.56	3,447,006,710.72	4,097,053,382.89	4,747,100,055.06	5,397,146,727.22	6,047,193,399.39	6,697,240,071.56	7,347,286,743.72	7,997,333,415.89	8,647,380,088.06	9,297,426,760.22	9,947,473,432.39	10,597,520,104.56	11,247,566,776.72	11,897,613,448.89	12,547,660,121.06	13,197,706,793.22	13,847,753,465.39	14,497,800,137.56	15,147,846,809.72	15,797,893,481.89	16,447,940,154.06	17,097,986,826.22	17,747,103,498.39	18,397,146,172.56	19,047,188,846.72	19,697,235,520.89	20,347,282,195.06	20,997,328,869.22	21,647,375,543.39	22,297,418,217.56	22,947,460,891.72	23,597,503,565.89	24,247,546,240.06	24,897,588,914.22	25,547,631,588.39	26,197,674,242.56	26,847,716,896.72	27,497,761,550.89	28,147,807,205.06	28,797,852,859.22	29,447,898,513.39	30,097,943,167.56	30,747,987,921.72	31,397,103,475.89	32,047,144,029.06	32,697,189,583.22	33,347,235,087.39	33,997,280,591.56	34,647,326,095.72	35,297,371,100.89	35,947,461,605.06	36,597,552,109.22	37,247,642,613.39	37,897,733,117.56	38,547,823,621.72	39,197,914,130.89	39,847,994,639.06	40,498,085,147.22	41,148,175,650.39	41,798,266,163.56	42,448,356,676.72	43,098,447,192.89	43,748,537,719.06	44,398,628,245.22	45,048,718,796.39	45,698,809,300.56	46,348,899,853.72	46,998,990,407.89	47,649,080,962.06	48,299,171,516.22	48,949,262,020.39	49,599,352,524.56	50,249,443,038.72	50,899,523,542.89	51,549,604,057.06	52,199,684,571.22	52,849,765,085.39	53,499,845,619.56	54,149,926,163.72	54,799,987,177.89	55,450,068,202.06	56,100,149,246.22	56,750,230,260.39	57,400,311,274.56	58,050,392,308.72	58,700,473,342.89	59,350,534,377.06	60,000,615,401.22	60,650,696,435.39	61,300,777,469.56	61,950,858,503.72	62,600,939,537.89	63,251,000,612.06	63,901,081,686.22	64,551,162,740.39	65,201,243,794.56	65,851,324,848.72	66,501,486,902.89	67,151,648,957.06	67,801,811,011.22	68,451,973,065.39	69,102,297,173.56	69,752,621,281.72	70,402,945,390.89	71,053,269,499.06	71,703,593,607.22	72,353,917,715.39	73,004,241,823.56	73,654,570,931.72	74,304,899,040.89	74,955,227,149.06	75,605,555,267.22	76,255,883,385.39	76,906,211,523.56	77,556,539,681.72	78,206,867,839.89	78,857,196,098.06	79,507,524,256.22	80,157,852,414.39	80,808,180,572.56	81,458,508,730.72	82,108,836,888.89	82,759,165,047.06	83,409,493,205.22	84,059,821,363.39	84,710,149,521.56	85,360,477,679.72	86,010,805,837.89	86,661,134,096.06	87,311,462,254.22	87,961,790,412.39	88,612,118,568.56	89,262,446,826.72	89,912,775,084.89	90,563,103,243.06	91,213,431,401.22	91,863,759,559.39	92,514,087,717.56	93,164,415,875.72	93,814,744,033.89	94,465,072,192.06	95,115,400,350.22	95,765,728,508.39	96,416,054,666.56	97,066,382,924.72	97,716,711,182.89	98,367,039,441.06	99,017,367,599.22	99,667,695,757.39	100,318,023,915.56	100,968,352,173.72	101,618,680,431.89	102,269,008,589.06	102,919,336,747.22	103,569,664,905.39	104,219,993,163.56	104,870,321,421.72	105,520,649,679.89	106,170,977,938.06	106,821,306,196.22	107,471,634,454.39	108,121,962,712.56	108,772,290,970.72	109,422,619,228.89	110,072,947,487.06	110,723,275,745.22	111,373,603,961.39	112,023,932,219.56	112,674,260,477.72	113,324,588,693.89	113,974,916,910.06	114,625,245,126.22	115,275,573,342.39	115,925,901,559.56	116,576,229,775.72	117,226,558,033.89	117,876,886,292.06	118,527,214,550.22	119,177,542,808.39	119,827,871,024.56	120,478,199,240.72	121,128,527,456.89	121,778,855,673.06	122,429,183,889.22	123,079,512,105.39	123,729,840,321.56	124,380,168,537.72	125,030,496,753.89	125,680,825,012.06	126,331,153,228.22	126,981,481,444.39	127,631,809,660.56	128,282,137,876.72	128,932,466,092.89	129,582,794,309.06	130,233,122,525.22	130,883,450,741.39	131,533,779,057.56	132,184,107,273.72	132,834,435,490.89	133,484,763,707.06	134,135,091,923.22	134,785,420,139.39	135,435,748,355.56	136,086,076,571.72	136,736,404,787.89	137,386,733,004.06	138,037,061,220.22	138,687,389,436.39	139,337,717,652.56	139,988,045,868.72	140,638,374,084.89	141,288,702,301.06	141,939,030,517.22	142,589,358,733.39	143,239,686,949.56	143,889,915,165.72	144,540,243,381.89	145,190,571,598.06	145,840,899,814.22	146,491,228,030.39	147,141,556,246.56	147,791,884,462.72	148,442,212,678.89	149,092,540,895.06	149,742,869,111.22	150,393,197,327.39	151,043,525,543.56	151,693,853,759.72	152,344,181,975.89	152,994,510,202.06	153,644,838,418.22	154,295,166,634.39	154,945,494,850.56	155,595,823,066.72	156,246,151,292.89	156,896,479,519.06	157,546,807,735.22	158,197,135,951.39	158,847,464,167.56	159,497,792,383.72	160,148,120,600.89	160,798,448,817.06	161,448,777,033.22	162,099,105,249.39	162,749,433,465.56	163,399,761,681.72	164,050,089,897.89	164,700,418,114.06	165,350,746,330.22	166,001,074,546.39	166,651,402,762.56	167,301,730,978.72	167,952,059,194.89	168,602,387,421.06	169,252,715,637.22	169,903,043,853.39	170,553,372,069.56	171,203,698,285.72	171,854,026,501.89	172,504,354,718.06	173,154,682,934.22	173,805,011,150.39	174,455,339,366.56	175,105,667,582.72	175,755,995,808.89	176,406,324,025.06	177,056,652,241.22	177,706,980,457.39	178,357,308,673.56	179,007,636,889.72	179,657,965,105.89	180,308,293,322.06	180,958,621,538.22	181,608,949,754.39	182,259,277,970.56	182,909,606,186.72	183,559,934,402.89	184,210,262,619.06	184,860,590,835.22	185,510,919,051.39	186,161,247,267.56	186,811,575,483.72	187,461,903,699.89	188,112,231,916.06	188,762,560,132.22	189,412,888,348.39	190,063,216,564.56	190,713,544,780.72	191,363,872,996.89	192,014,201,213.06	192,664,529,429.22	193,314,857,645.39	193,965,185,861.56	194,615,514,077.72	195,265,842,293.89	195,916,170,510.06	196,566,498,726.22	197,216,826,942.39	197,867,155,158.56	198,517,483,374.72	199,167,811,590.89	199,818,139,807.06	200,468,468,023.22	201,118,796,239.39	201,769,124,455.56	202,419,452,671.72	203,069,780,887.89	203,720,109,104.06	204,370,437,320.22	205,020,765,536.39	205,671,093,752.56	206,321,421,968.72	206,971,750,184.89	207,622,078,401.06	208,272,406,617.22	208,922,734,833.39	209,573,063,049.56	210,223,391,265.72	210,873,719,481.89	211,524,047,698.06	212,174,375,914.22	212,824,704,130.39	213,475,032,346.56	214,125,360,562.72	214,775,688,778.89	215,426,017,005.06	216,076,345,221.22	216,726,673,437.39	217,377,001,653.56	218,027,329,869.72	218,677,658,085.89	219,327,986,302.06	219,978,314,518.22	220,628,642,734.39	221,278,971,150.56	221,929,299,366.72	222,579,627,582.89	223,229,955,799.06	223,880,284,015.22	224,530,612,231.39	225,180,940,447.56	225,831,268,663.72	226,481,596,880.89	227,131,925,097.06	227,782,253,313.22	228,432,581,529.39	229,082,909,745.56	229,733,237,961.72	230,383,566,177.89	231,033,894,394.06	231,684,222,610.22	232,334,550,826.39	232,984,879,042.56	233,635,207,268.72	234,285,533,694.89	234,935,860,121.06	235,586,186,547.22	236,236,512,973.39	236,886,840,409.56	237,537,166,835.72	238,187,493,261.89	238,837,819,688.06	239,488,146,114.22	240,138,472,540.39	240,788,800,966.56	241,439,128,392.72	242,089,456,818.89	242,739,784,245.06	243,390,112,691.22	244,040,441,117.39	244,690,769,543.56	245,341,097,969.72	245,991,426,415.89	246,641,754,872.06	247,292,083,318.22	247,942,411,764.39	248,592,740,210.56	249,243,069,106.72	249,893,397,952.89	250,543,726,799.06	251,194,055,645.22	251,844,384,491.39	252,494,713,337.56	253,145,042,183.72	253,795,371,029.89	254,445,699,876.06	255,096,028,722.22	255,746,357,568.39	256,396,686,414.56	257,047,015,260.72	257,697,344,106.89	258,347,672,953.06	258,997,901,799.22	259,648,230,695.39	260,298,559,541.56	260,948,888,387.72	261,599,217,283.89	262,249,546,030.06	262,899,874,776.22	263,550,203,522.39	264,200,532,008.56	264,850,860,494.72	265,501,188,980.89	266,151,517,467.06	266,801,845,953.22	267,452,174,439.39	268,102,502,915.56	268,752,831,391.72	269,403,159,837.89	270,053,488,314.06	270,703,816,790.22	271,354,145,266.39	272,004,473,742.56	272,654,802,218.72	273,305,130,694.89	273,955,459,171.06	274,605,787,647.22	275,256,116,123.39	275,906,444,599.56	276,556,773,075.72	277,207,101,551.89	277,857,430,028.06	278,507,758,504.22	279,158,086,980.39	279,808,415,456.56	280,458,743,932.72	281,109,072,379.89	281,759,400,826.06	282,409,729,272.22	283,060,057,718.39	283,710,386,164.56	284,360,714,610.72	285,011,043,056.89	285,661,371,503.06	286,311,698,949.22	286,962,026,395.39	287,612,354,891.56	288,262,682,837.72	288,913,010,783.89	289,563,338,730.06	290,213,666,676.22	290,863,994,622.39	291,514,322,568.56	292,164,650,464.72	292,814,978,360.89	293,465,306,257.06	294,115,634,153.22	294,765,962,049.39	295,416,289,945.56	296,066,617,841.72	296,716,945,737.89	297,367,273,634.06	298,017,601,530.22	298,667,929,426.39	299,318,257,322.56	299,968,585,218.72	300,618,913,114.89	301,269,240,011.06	301,919,567,907.22	302,569,895,803.39	303,220,223,699.56	303,870,551,595.72	304,520,879,491.89	305,171,207,388.06	305,821,535,284.22	306,471,863,180.39	307,122,191,076.56	307,772,518,972.72	308,422,846,868.89	309,073,174,765.06	309,723,502,661.22	310,373,830,557.39	311,024,158,453.56	311,674,486,349.72	312,324,814,245.89	312,975,142,142.06	313,625,470,038.22	314,275,797,934.39	314,926,125,830.56	315,576,453,726.72	316,226,781,622.89	316,877,109,519.06	317,527,437,415.22	318,177,765,311.39	318,828,093,207.56	319,478,421,103.72	320,128,749,000.89	320,779,076,897.06	321,429,404,793.22	322,079,732,689.39	322,730,060,585.56	323,380,388,481.72	324,030,716,377.89	324,681,044,274.06	325,331,372,170.22	325,981,699,966.39	326,632,027

## 8. RISK AND MITIGATION STRATEGIES

FANGFANG management is knowledgeable and experienced that every business operates under a lot of uncertainties. This business has internal and the external environment within which will be operating which can pose uncertainties. Risk Management in the context of this Business Plan will entail four key processes:

- i. **Risk Identification:** To manage risks, this Business must identify existing risks or risks that may arise from both existing and new business initiatives.
- ii. **Risk Measurement:** Once risks have been identified, they should be measured in order to determine their impact on the business' profitability and capital.
- iii. **Risk Control:** After measuring risk, this Business should establish and communicate risk limits through policies, standards, and procedures that define responsibility and authority.
- iv. **Risk Monitoring:** Business entity should put in place an effective management information system (MIS) to monitor risk levels and facilitate timely review of risk positions and exceptions.

	Risk Area	Mitigation Strategies
1.	<b>Strategic Risks</b> Risks related to high level goals that are aligned with and support the Business entity mission	The Strategies will be developed on the rapid Risk Assessment tool which will be used after every 6 months. But also when there will be indicators of any category of risk
2.	<b>Operational Risks</b> Loss of resources resulting from breakdown in internal procedures, people and systems;	Operational manuals has been developed and clear operation processes
3.	<b>Financial Risks</b> Loss resulting from the use of money without an equivalent value	The Company has strong Financial policies with effective internal controls

	addition to Business entities operations;	
<b>4. Information and communication risks</b>	Failure of Business entity Information and Communication System to provide required availability, confidentiality and data integrity;	There is clear Communication policy which will guide Company operation.
<b>5. Compliance Risks –</b>	Failure of Business Entity operations adherence applicable laws and regulations;	The Company has Legal and Tax Consultants who will be providing technical expertise on these areas.
<b>6. Reputational Risks</b>	Any event committed directly or indirectly which can damage. Business Entity public image.	The Company is dedicated to quality products and world class customer care
<b>7. Market Risk:</b>	Market risk is the risk of losses in on and off-balance sheet positions as a result of adverse changes in market prices	The Company every year will be conduct marker Research as well as any time where need be.
<b>8. Liquidity Risk:</b>	Liquidity risk is the potential for loss to an institution arising from its inability to meet its obligations. as they fall due or to fund increases in assets without incurring unacceptable cost or losses.	The Company has well prepared financially to ensure there are enough money for Business activities to continue.

## 9. CONCLUSION

This Business Plan captures high level flow of the Plastic Bottles business. This strategic document will guide the operation of the Company in the coming two years, and it can be adjusted as the need be. For now, this is the best roadmap for FANGFANG Company to perform in the marketing for the coming two years.