

# PROJECT REPORT

additional Motor vehicles of tourism service for

**A & N UNIQUE SAFARIS (2000) LIMITED**



# Table of Contents

<b>EXECUTIVE SUMMARY</b>	1
<b>1.1. INTRODUCTION</b>	1
1.2. Project Description	1
1.3. Project location	1
1.4: Business Management	1
1.5. Project Mission Statement	1
1.6. Strategic Goals	2
1.7. Strategic Objectives	2
2.1. Marketing Plan and Competition	3
2.2. Industry Analysis	3
2.3 Market Analysis	4-5
2.4 Market Share and Opportunities	6-7
2.5 Overall strategy	8-9
<b>3.0. Project Risks and Risk Management</b>	10-11
<b>4.0. Financial Plan</b>	12
4:1 Budget of the Project	12
4.2 Sources of fund	12
4.3 The financial analysis	12
<b>APPENDIX 1: CASH FLOW STATEMENT</b>	13
<b>APPENDIX 2: INCOME &amp; EXPENSE STATEMENT</b>	14
<b>APPENDIX 3: STATEMENT OF FINANCIAL POSITION</b>	15
<b>APPENDIX 4: STATEMENT OF CHANGE IN OWNER EQUITY</b>	16

## **Executive Summary:**

**A & N Unique Safaris (2000) Limited**, a reputable company incorporated in Arusha, Tanzania, is poised to further its presence and influence in the tourism business. This comprehensive project report delineates the ambitious plan to incremental addition Motor vehicles for facility tourism industry. The primary focus of this project is to deliver quality services efficiently, in a cost effective and ethical manner that exceeds customer expectations, and reinforce market competitiveness to solidify **A & N Unique Safaris (2000) Limited** position as a leader in the tourist industry.

### **1.1 Introduction:**

**A & N Unique Safaris (2000) Limited**, a well-established entity, has been at the forefront of tourism services in Arusha, Tanzania for over 20 years. In line with vision to be the most reliable service provider in tourism, the company has resolved to venture into tourism services, a strategic move towards achieving vertical integration and elevating customer satisfaction in Tanzania. The proposed incremental addition Motor vehicles will serve as a testament to **A & N Unique Safaris (2000) Limited** contribute significantly to the growth of our tourism business and enhance customer satisfaction in meeting the dynamic demands of the Tanzanian market.

### **1.2 Project Description:**

The project entails the incremental addition of Motor vehicles to facilitate tourism that will proficiently produce a diversify service offerings, enhancing customer experience and increase revenue streams hence increased government income. Through meticulous planning and resource allocation, the incremental addition of Motor vehicles to a tourism business can lead to a more versatile and customer-focused operation, contributing to increased revenue, customer satisfaction, and a stronger market position.

### **1.3 Project Location:**

**A & N Unique Safaris (2000) Limited** has strategically chosen Arumeru, Arusha, Tanzania, as the ideal location for the company. The selection is premised on its advantageous proximity to tourism.

### **1.4 Business Management:**

With a proven track record of successful operations, **A & N Unique Safaris (2000) Limited** will harness the expertise of its seasoned managerial staff to oversee the seamless execution of the project. Additionally, the company will recruit highly skilled personnel to complement the team, ensuring optimal proficiency in the tourism services.

### **1.5 Project Mission Statement:**

The project's overarching mission is to deliver quality services efficiently, in a cost effective and ethical manner that exceeds customer expectation. By aligning with international standards of excellence, the project aims to foster economic growth and contribute to **Tanzania's industrial development**.

## 1.6 Strategic Goals:

- i. **Improve Customer Convenience:** Introduce a diverse range of vehicles, including different sizes and types, to cater to the varying needs and preferences of tourists.
- ii. **Environment Sustainability:** Incorporate economic and fuel-efficient vehicles into the fleet to promote sustainability and reduce the carbon footprint associated with tourism transportation.
- iii. **Provision of job opportunity:** Collaborate with local businesses and communities to source vehicles, drivers, and services, contributing to the local economy.
- iv. **Commitment to Communities:** Unique Safaris has a strong commitment to helping communities benefit from tourism. Currently we help to support two significant projects in Tanzania focusing on health care deliver and education. We selected these two projects based on their ability to measure their success and their transparency with funding and annual audits.

## 1.7 Strategic Objectives:

- i. **Improve Customer Convenience:** **A & N Unique Safaris (2000) Limited** aims to Provide tourists with convenient and flexible transportation solutions. And reduce waiting times and streamline the process of getting from one location to another.
- ii. **Market Expansion:** Expanding the market reach and attracting a broader customer base is often a strategic goal. This may involve entering new geographic markets, targeting different demographic segments, or diversifying product offerings.
- iii. **Brand Building and Positioning:** Developing a strong and positive brand image is crucial. Establishing a unique brand identity and positioning the business in a way that differentiates it from competitors can contribute to long-term success.
- iv. **Technology Integration:** Embracing technology to improve operational efficiency, enhance customer experiences, and stay ahead of industry trends is a common strategic objective. This may include adopting online booking systems, implementing mobile apps, or leveraging data analytics.

## **2.1 Marketing Plan and Competition:**

**A & N Unique Safaris (2000) Limited** strategic marketing plan focuses on comprehensive industry analysis and market analysis. By understanding market dynamics, identifying opportunities and perform social responsibility the company aims to gain a competitive edge and expand its market share.

The company has reviewed its marketing concept to be with the top-class positioning. **Greater emphasis on a customer focus is to be prioritized.** The thrust shall be on meeting the needs of the top-class tourist segment while catering well for the needs of median and top end clients. All key decisions of the company will be made from the customers' point of view. The purpose of the business is therefore to serve the wants and needs of median to top class visitors/tourists.

The market concept is informed by research which shows that wildlife tourism continues to be the leading tourism activity in Tanzania. The majority of tourists who visit Tanzania under this segment come from the United States of America, United Kingdom and France and thus make chosen marketing concept especially pertinent. The country's touristic attractions that impressed them the most are friendliness of the people, the unique wildlife resources, wonderfulness of the country, landscape and nature good service, excellent experience and many others. The major concerns that need to be addressed by service providers include service facilities such as washrooms and signage, the quality of service, unreliability of the internet access. The research indicates that visitors want quietness, cleanliness, small uncrowded camps, Wi-Fi for internet services and high-quality accommodation and hot food and drink services with excellent customer care and hot showers.

There are many worthwhile projects to support but Unique Safaris seeks registered NGO projects that are successful and have integrity over time. Currently we help to support two significant projects in Tanzania focusing on health care deliver and education. We selected these two projects based on their ability to measure their success and their transparency with funding and annual audits. And that cause to achieve competitive advantage among their rival's tour operator in and outside the country.

## **2.2 Industrial Analysis:**

**A & N Unique Safaris (2000) Limited**, a prominent tourism service company in Tanzania, operates within the broader tourism industry. The industrial analysis of **A & N Unique Safaris (2000) Limited** takes into account the current state of the tourism sector in Tanzania, including key trends, opportunities, and challenges.

### **a. Market Size and Growth:**

The tourism industry in Tanzania has experienced significant growth over the years, fueled by President of Republic of Tanzania Dr. Samia Suluhu Hassan, was launch the Historical documentary called "The Royal Tour" filmed in Tanzania in 2021. The impact of the royal tour is increase of number of inbound tourist arrivals, but also in investments programs and mega projects currently underway in many parts of the country. The market size has expanded substantially due to the country's growing economy and the rise in industrial and commercial activities.

**b. Demand for Tourism Service:**

The company expects the demand for its services will continue to remain strong in the foreseeable future, is influenced by various factors, and it can vary based on Economic, Social, Geopolitical, Political, Government policies and Environmental conditions.

**c. Technological Advancements:**

Technological advancements have significantly transformed the tourism industry, enhancing various aspects of travel from planning and booking to the actual travel experience. **A & N Unique Safaris (2000) Limited** focus on incremental addition Motor vehicles for tourism service aligns well with the industry's technological advancements.

**d. Sustainability and Environmental Concerns:**

Tanzania, like many other countries, is increasingly focusing on sustainability and environmental issues. As a result, there is growing interest in economic, **A & N Unique Safaris (2000) Limited** may consider exploring opportunities in this segment to align with global sustainability trends.

**e. Competition:**

The tourism services industry in Tanzania is competitive, with several players vying for market share. **A & N Unique Safaris (2000) Limited** to deliver quality services efficiently, in a cost effective and ethical manner that exceeds customer expectations.

**f. Government Policies and Regulations:**

The tourism industry in Tanzania is subject to various government regulations, including Tourism Act No.11.2008, Income Tax Act, Occupational Health and Safety Authority (OSHA) Act, National Health Insurance Fund (NHIF) Act, National Social Security Fund (NSSF) Act Cap 50 R.E 2018, Income Tax Act, Cap 332 R.E 2019 and Workers Compensation Regulation,2016. **A & N Unique Safaris (2000) Limited** must ensure compliance with all relevant Laws, Regulations and guidelines to maintain smooth operations.

**2.3 Marketing Analysis:**

**A & N Unique Safaris (2000) Limited** marketing analysis examines the company's market position, target customer segments, marketing strategies, and opportunities for growth.

**a. Market Position:**

**A & N Unique Safaris (2000) Limited** currently receives its clients from any corner of United State of America (USA), Italy, Spain, Germany, Japan, China, Mexico, Australia and other areas of the world. Unique already recently acquired brand new Toyota Land safari vehicles and has highly competent tour operators.

**b. Target Customer Segments:**

The company has reviewed its marketing concept to be with the top-class positioning. Greater emphasis on a customer focus is to be prioritized. The thrust shall be on meeting the needs of the top-class tourist segment while catering well for the needs of median and top end clients. All key decisions of the company will be made from the customers' point of view.

**c. Marketing Strategies:**

**A & N Unique Safaris (2000) Limited** marketing strategies encompass a comprehensive approach to increase brand visibility and attract new customers. The company plans to leverage digital marketing channels, participate in industry trade shows, engage in B2B (Business-to-Business) partnerships, and offer top-notch customer service.

**d. Product Quality and Innovation:**

To gain a competitive advantage **A & N Unique Safaris (2000) Limited** emphasizes product quality and innovation. The establishment of a modern incremental addition of Motor vehicles for tourism services will enable the company to produce high-quality services that meet customer specifications.

**e. Market Expansion:**

The company has opportunities for market expansion both domestically and internationally. seeks to take advantage of huge and rapidly growing eco-friendly international tourism business. Globally, tourism has continued to expand significantly and is one of the major and fast-growing economic sectors. The number of destinations is expanding beyond the traditional favorites of Europe and North America to include the emerging economies with Africa including Tanzania being one the fastest-growing tourism destinations of the last decade.

**f. Customer Relationships:**

Building strong customer relationships is vital for long-term success. **A & N Unique Safaris (2000) Limited** aims to foster lasting partnerships with its clients through personalized services, timely deliveries, to deliver quality services efficiently, and effective cost.

**Conclusion:**

**A & N Unique Safaris (2000) Limited** operates in a dynamic and competitive services industry in Tanzania. The company decision to increase addition Motor vehicles for tourism service for further growth and success. By focusing on good services quality, customer relationships, marketing strategies, and market expansion, Company is well-poised to seize opportunities and navigate challenges in the ever-evolving tourism industry in Tanzania and beyond.

## **2.4 Market Share and Opportunities:**

Determining market share and identifying opportunities in the tourism industry involves understanding the competitive landscape, analyzing trends, and recognizing areas for growth. Here are some considerations for assessing market share and identifying opportunities in the tourism sector:

### **Assessing Market Share:**

#### **1. Competitor Analysis:**

Identify and analyze key competitors in the tourism industry, including major travel agencies, hotel chains, tour operators, and online travel platforms. Evaluate their market presence, customer base, and service offerings.

#### **2. Market Segmentation:**

Understand how the market is segmented based on demographics, interests, and travel preferences. Determine which segments are currently dominated by competitors and where there may be gaps or opportunities.

#### **3. Geographic Analysis:**

Evaluate market share regionally and globally. Identify regions where competitors are strong and regions with potential for expansion.

#### **4. Technology Adoption:**

Assess how competitors are leveraging technology to enhance their services. Evaluate the adoption of online booking platforms, mobile apps, and other digital tools.

Identifying Opportunities: **A & N Unique Safaris (2000) Limited** can capitalize on the following opportunities to gain a competitive edge;

#### **1. Emerging Markets:**

Identify emerging markets or regions with untapped tourism potential. Explore opportunities in destinations that are gaining popularity among travelers.

#### **2. Technology Integration:**

Explore opportunities for integrating advanced technologies such as virtual reality, artificial intelligence, and blockchain to enhance customer experiences.

#### **3. Sustainable Tourism:**

Embrace the growing demand for sustainable and responsible tourism. Explore eco-friendly initiatives, green certifications, and partnerships with environmentally conscious suppliers.

#### **4. Personalization:**

Explore opportunities to offer personalized travel experiences. Leverage data analytics to understand customer preferences and tailor services accordingly.

#### **5. Collaborations and Partnerships:**

Identify opportunities for collaborations with local businesses, attractions, and other stakeholders. Form partnerships that enhance the overall tourism ecosystem.

#### **6. Crisis Management and Resilience:**

Develop strategies for crisis management and resilience, considering factors like global health crises, natural disasters, or geopolitical events.

## **7. Wellness Tourism:**

Capitalize on the wellness tourism trend by offering health and wellness-focused packages and services.

## **8. Digital Marketing:**

Leverage digital marketing strategies to reach a broader audience. Invest in social media, content marketing, and search engine optimization to increase visibility.

## **9. Infrastructure Development:**

Explore opportunities in destinations undergoing infrastructure development. Monitor government initiatives and invest in regions with improving transportation and accommodation facilities.

## **10. Customer Loyalty Programs:**

Implement customer loyalty programs to retain and reward repeat customers. Offer incentives for referrals and positive reviews.

## **11. Adaptation to Market Trends:**

Stay updated on current and future travel trends. Be adaptable and quick to incorporate new trends into your service offerings.

Remember that opportunities can arise from changing consumer preferences, technological advancements, and shifts in global events. Regularly monitoring industry trends and maintaining flexibility in your business approach will help you identify and capitalize on emerging opportunities in the dynamic tourism market.

## **Conclusion:**

**A & N Unique Safaris (2000) Limited** operates in a competitive landscape with well-established players in the tourism service industry in Tanzania. By leveraging its specialization in tourism packaging solutions, focusing on good service quality and customization, and exploring opportunities for market expansion and sustainability, the company can carve a niche for itself and gain a competitive advantage in the dynamic and ever-evolving tourism service market. A customer-centric approach and innovation will be essential to differentiate **A & N Unique Safaris (2000) Limited** and drive its success in the highly competitive industry.

## 2.5 Overall Strategy:

**A & N Unique Safaris (2000) Limited**, a hospitality and travel company based in Tanzania, is strategically of huge and rapidly growing eco-friendly international tourism business. Globally, tourism has continued to expand significantly and is one of the major and fast-growing economic sectors. To maximize its growth potential and achieve long-term success, **A & N Unique Safaris (2000) Limited** should adopt a comprehensive overall strategy encompassing various key elements.

### a. Promotion:

The number of promotion possibilities the **A & N Unique Safaris (2000) Limited** may offer is endless. Depending on the season, it can offer a variety of discounts, promotions, and packages to drive traffic to the facilities. For example, it can provide one-time meal vouchers for visitors, discount rate for the rooms, free Wi-Fi for camp guests, group discounts, etc.

**A & N Unique Safaris (2000) Limited** has its own website. It an informational, interactive, and fully operational website built professionally (for such things as Search Engine Optimization, Social Media Integration, Website design, etc.).

### b. Branding:

**A & N Unique Safaris (2000) Limited** is branded based on Eco-tourism and Excellency in Services principles. The company strongly believes responsible tourism has the capacity to protect a natural wildlife area, alleviate poverty through proper working conditions and contribute positively to the local community. The company's business will continue to be conducted in a manner that benefits the environment, the people working at the camps and the neighboring communities.

### c. Advertising:

- Brochures are distributed extensively to the target markets.
- Advertisements and brochures will be distributed and carried out through local Tanzanian travel agencies and press as well as through selected international travel agencies and press.
- Advertisements are placed in special interest magazines, magazines and websites that generally have a readership that corresponds to the target market.
- Clients' word of mouth advertising and testimonies are another crucial advertising tool being used.
- Participation at International tourism and travel conventions and shows.
- Listed the company in Trip Advisor and working collaboratively with local and international tour operators.

### d. Publicity:

- **A & N Unique Safaris (2000) Limited** carries out attractive promotional functions/events. This is done in the form of inviting people that are good references and are influential to/for the camp interests. They are invited to spend 1/2/3 nights to experience and see what the camps can offer to the public.
- Influential people such as: Ministers and Tanzanian government officials, travel agents, press and other people that can aid **A & N Unique Safaris (2000) Limited** in becoming locally and internationally recognized, are invited. Having experienced and stayed at our camps, these people usually give positive feedback to the public, thus further aiding in promotion.

**e. Marketing representative:**

- The use of a good marketing representatives is crucial in promoting and creating awareness for the **A & N Unique Safaris (2000) Limited** and for its continuous promotion. companies and individuals, introduce and give them information about the facilities.
- The directors of the company do travel overseas every year to meet travelling agencies and clients.

**f. Market Information:**

The Company considers market information to be vital for ensuring effective operations. It will routinely collect and assess information that pertains to visitor expectations, the size of the markets available, market and product trends and the competition.

**g. Marketing Networks:**

**A & N Unique Safaris (2000) Limited** is strengthening and more intensively leveraging on its marketing networks. Thereby extending the marketing reach and effectiveness. The kind of networks targeted are:

- TANAPA
- NCAA
- Tour operators and receptive operators
- Arusha Region and City authorities
- Destination management companies in the USA, Europe, Asia and elsewhere
- Packaging partnerships with suppliers of complementary products and services

**h. Partnerships and Alliances:**

Collaborating with local distributors, agents, and partners within Tanzania and international can facilitate market entry and help **A & N Unique Safaris (2000) Limited** navigate local business practices and regulations.

**Conclusion:**

**A & N Unique Safaris (2000) Limited** overall strategy should revolve around market Penetration, promotion, branding, advertising, and publicity. An integrated and well-executed overall strategy will enable company to establish itself as a leading player in the regional hospitality and travel market and achieve sustained growth and success in the long run.

### **3.0 Project Risks and Risk Management:**

#### **a. Cyber Attack or Data Breach.**

##### **Risk Description:**

- a. A cyber threat is a possibility that a specific type of attack, damage or harm may occur.
- b. A cyber-attack (or cyber event) is a bad actor's attempt to compromise a system.
- c. A data breach can result from a successful cyber-attack that exposes confidential, sensitive or proprietary information to an unauthorized person. Files and other information involved in a data breach may be accessed, viewed and shared without permission.

##### **Risk Management and Mitigation Plan:**

Organizations should collect and examine data and insights to understand the full range of impacts from cybersecurity and exposures, including how security controls affect balance sheet exposures. A critical aspect of any cyber-resilience journey is testing and updating business-continuity and disaster-recovery plans based on changes to tools, technologies and procedures, as well as current business operations.

#### **b. Business Interruption:**

##### **Risk Description:**

Business interruption is the loss of income or profit suffered when an organization's operations are suspended or reduced as a result of direct or indirect (contingent) loss, such as through property damage or a cyber-attack. An organization might see a loss of revenues, an increase in operational costs in order to maintain sales or both effects at the same time.

##### **Risk Management and Mitigation Plan:**

Organizations should regularly revisit and update their crisis management and business continuity plans. These plans substantially reduce the impact of an event and can be a major differentiator in whether a company recovers from a disruption.

#### **c. Economic Slowdown or Slow Recovery:**

##### **Risk Description:**

Economic slowdown or slow recovery describes a downturn in the economy that affects the ability of customers to buy products or services, which in turn affects the supply and demand of those products or services. Downturns can happen because of global events such as the 2008 mortgage crisis or the COVID-19 pandemic or local events such as geopolitical volatility or productivity issues.

##### **Risk Management and Mitigation Plan:**

Increased cash reserves and/or a modified capital strategy, workforce planning like provide organizations with detailed insights they can use to identify opportunities to reskill or deploy employees to other, more productive areas.

#### **d. Failure to Attract or Retain Top Talent:**

##### **Risk Description:**

Top performers and talented hires are the lifeblood of an organization, providing new skills, capabilities, perspectives, creativity and innovation. Companies that fail to consistently attract and retain these employees can struggle to maintain their overall business performance.

##### **Risk Management and Mitigation Plan:**

A key strategy that organizations can use to attract and retain top talent is reimagining the Employee Value Proposition (EVP). Previously, many companies took a one-size-fits-all approach. Today, personalization has become a much higher priority. To meet the needs of a diverse workforce and ensure that talented workers have reason to join or stay with an organization, business leaders can take a data-driven approach to personalize employee benefits. HR data can provide valuable insights into what different employees value and support the development of tailored and targeted options that can drive a return on investment for both individuals and organizations.

#### **e. Increasing Competition:**

##### **Risk Description:**

Increasing competition is the risk posed by other companies supplying new, existing or substitute products or services to a market. This can include disruptive competition that creates new classes of products and services. Organizations can also compete for talent, vendors, suppliers, data and analytics-driven insights to support their continuous improvement and value.

##### **Risk Management and Mitigation Plan:**

Both quantitative and qualitative analyses are needed to identify the opportunities and key exposures that can shape a company's long-term competitive advantages. Scenario analysis allows companies to explore potential investments and strategic decisions while evaluating financial outcomes and gaining insight into the effect each risk might have on performance. Companies must consider a range of risks to create a robust risk mitigation strategy that supports business continuity and innovation and expansion.

##### **Conclusion:**

**A & N Unique Safaris (2000) Limited** should proactively identify and assess potential project risks while implementing risk management strategies to safeguard its tourism agency in Arusha, Tanzania. By being prepared to handle uncertainties and challenges, the company can ensure a smoother project execution, maintain profitability, and achieve long-term success in the highly competitive tourism industry. Regularly review and update the risk management plan as the business evolves and market conditions change.

#### 4.0. Financial Plan:

The financial plan outlines the budget for the project, sources of funds, and comprehensive financial analysis. The financial viability of the project affirms its potential for substantial returns on investment and long-term profitability.

#### Conclusion:

The establishment of a tourism industry facility by **A & N Unique Safaris (2000) Limited** in Arusha, Tanzania, symbolizes the company's resolute commitment to excellence, innovation, and market leadership. With a keen focus on quality, capacity, and customer satisfaction, the project is poised to make significant contributions to Tanzania's industrial landscape, elevate economic growth, and carve a lasting legacy in the tourism sector.

#### 4.1. Budget of the Project

Details	Number	Price (\$)	Amount (\$)
Tour Land cruiser	5	106,550	532,750
<b>Total</b>			<b>532,750</b>

Loan (80%)	426,200
Capital (20%)	106,550
	<b>532,750</b>

#### 4.2. Sources of fund

The project will be financed by Shareholder Equity and acquiring a loan from Bank of percentage 20% and 80% respectively. Directors are ready to use the company assets as collateral to access the finances for this project from Bank.

#### 4.3 The financial analysis

The financial analysis is shown in the cash flow statement, the income statement (the statement of profit or loss and other comprehensive income), Statement of financial position and statement of change of owner equity.

**APPENDIX 1: STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 DECEMBER**

	2024 TZS '000	2025 TZS '000	2026 TZS '000	2027 TZS '000	2028 TZS '000
<b>Cash flow from operating activities</b>					
Profit for the year before tax	711,097	1,126,866	1,581,956	2,118,736	2,680,488
Adjustment for non-cash items; Depreciation	462,364	409,633	436,119	436,119	436,119
<b>Operating Surplus Before Working Capital Changes</b>	<b>1,173,460</b>	<b>1,536,499</b>	<b>2,018,075</b>	<b>2,554,855</b>	<b>3,116,607</b>
<b>Working capital adjustments</b>					
(Increase)/ Decrease in Stock	-	-	-	-	-
(Increase) / Decrease in accounts receivables	(1,446,848)	2,631	(400,072)	(1,525,225)	(2,010,654)
Increase / (Decrease) in accounts payables	1,384,671	(796,344)	(414,512)	(173,815)	-
<b>Net Change in Working Capital Items</b>	<b>(62,178)</b>	<b>(793,713)</b>	<b>(814,584)</b>	<b>(1,699,040)</b>	<b>(2,010,654)</b>
<b>Cash generated from operations</b>	<b>1,111,283</b>	<b>742,786</b>	<b>1,203,491</b>	<b>855,814</b>	<b>1,105,953</b>
Prior tax paid during the year	(17,924)	(199,329)	(317,060)	(443,087)	(588,371)
Tax Paid	(14,000)	(21,000)	(31,500)	(47,250)	(70,875)
<b>Net cash generated from/(used in) operating activities</b>	<b>1,079,358</b>	<b>522,457</b>	<b>854,931</b>	<b>365,478</b>	<b>446,708</b>
<b>Cash flow from Investing activities</b>					
Assets addition	(1,331,875)	-	(662,142)	-	-
Proceeds from disposal of assets	-	-	-	-	-
<b>Net cash flow from investing activities</b>	<b>(1,331,875)</b>	<b>-</b>	<b>(662,142)</b>	<b>-</b>	<b>-</b>
<b>Cash flow from financing activities</b>					
Capital	266,375	-	-	-	-
Loan	554,681	(380,866)	(173,815)	-	-
<b>Net cash flow from financing activities</b>	<b>821,056</b>	<b>(380,866)</b>	<b>(173,815)</b>	<b>-</b>	<b>-</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>568,539</b>	<b>141,591</b>	<b>18,974</b>	<b>365,478</b>	<b>446,708</b>
<b>Cash and cash equivalents</b>					
At the beginning of the year	(647,296)	(78,757)	62,834	81,808	447,286
At the end of the year	<b>(78,757)</b>	<b>62,834</b>	<b>81,808</b>	<b>447,286</b>	<b>893,993</b>

**APPENDIX 2: STATEMENT OF INCOME & EXPENSE FOR THE YEAR NDED 31 DECEMBER**

	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
	<b>TZS '000</b>	<b>TZS '000</b>	<b>TZS '000</b>	<b>TZS '000</b>	<b>TZS '000</b>
Revenue	6,431,794	7,074,974	7,782,471	8,560,718	9,416,790
Direct cost	(4,242,910)	(4,455,056)	(4,677,808)	(4,911,699)	(5,157,284)
<b>Gross profit</b>	<b>2,188,884</b>	<b>2,619,918</b>	<b>3,104,663</b>	<b>3,649,019</b>	<b>4,259,506</b>
<b>Operating expenses</b>					
Staff Costs	(370,461)	(388,984)	(408,434)	(428,855)	(450,298)
Administrative expenses	(553,293)	(580,958)	(610,005)	(640,506)	(672,531)
Finance Costs	(91,670)	(113,477)	(68,149)	(24,804)	(20,070)
Depreciation	(462,364)	(409,633)	(436,119)	(436,119)	(436,119)
<b>Total Expenses</b>	<b>(1,477,788)</b>	<b>(1,493,053)</b>	<b>(1,522,707)</b>	<b>(1,530,284)</b>	<b>(1,579,018)</b>
Profit before tax	711,097	1,126,866	1,581,956	2,118,736	2,680,488
Income tax	(213,329)	(338,060)	(474,587)	(635,621)	(804,146)
<b>Profit after Tax</b>	<b>497,768</b>	<b>788,806</b>	<b>1,107,369</b>	<b>1,483,115</b>	<b>1,876,342</b>

**Name: ALLY ALPHONCE MSAMI**

**Signature:** 

**Title: DIRECTOR    Date: 06/03/2024**

**APPENDIX 3: STATEMENT OF FINANCIAL POSITION AS AT 31 DECEMBER**

	2024 TZS '000	2025 TZS '000	2026 TZS '000	2027 TZS '000	2028 TZS '000
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property and Equipment	2,089,134	1,679,501	1,905,524	1,469,405	1,033,286
	<b>2,089,134</b>	<b>1,679,501</b>	<b>1,905,524</b>	<b>1,469,405</b>	<b>1,033,286</b>
<b>Current Assets</b>					
Trade and Other receivables	59,463	56,832	456,904	1,982,129	3,992,783
Tax receivable	-	-	-	-	-
Cash and Cash equivalents	26,750	62,834	81,808	447,286	893,993
<b>Total Current assets</b>	<b>86,213</b>	<b>119,666</b>	<b>538,712</b>	<b>2,429,415</b>	<b>4,886,776</b>
<b>Total Assets</b>	<b>2,175,347</b>	<b>1,799,167</b>	<b>2,444,236</b>	<b>3,898,820</b>	<b>5,920,062</b>
<b>Equity &amp; Liabilities</b>					
<b>Equity</b>					
Paid up capital	441,375	441,375	441,375	441,375	441,375
Retained Earnings	(510,216)	278,590	1,385,959	2,869,074	4,745,416
<b>Total Equity</b>	<b>(68,841)</b>	<b>719,965</b>	<b>1,827,334</b>	<b>3,310,449</b>	<b>5,186,791</b>
<b>Non-Current Liabilities</b>					
Loan	554,681	173,815	-	-	-
	<b>554,681</b>	<b>173,815</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Current Liabilities</b>					
Trade and other payables	1,050,000	207,461	-	-	-
Loan	334,671	380,866	173,815	-	-
Tax Payables	199,329	317,060	443,087	588,371	733,271
Bank Overdraft	105,507	-	-	-	-
<b>Total liabilities</b>	<b>1,689,507</b>	<b>905,387</b>	<b>616,902</b>	<b>588,371</b>	<b>733,271</b>
<b>Total Equity &amp; Liabilities</b>	<b>2,175,347</b>	<b>1,799,167</b>	<b>2,444,236</b>	<b>3,898,820</b>	<b>5,920,062</b>

Name: ALLY ALPHONCE MSAMI

Signature: 

Title: DIRECTOR Date: 06/03/2024

**APPENDIX 4: STATEMENT OF CHANGE IN OWNER EQUITY FOR THE YEAR ENDED 31 DECEMBER**

	<b>Capital</b> <b>TZS '000</b>	<b>Retained earnings</b> <b>TZS '000</b>	<b>Total</b> <b>TZS '000</b>
<b>At 1<sup>st</sup> January 2024</b>	441,375	(1,007,983)	(566,608)
Profit for the year	-	497,768	497,768
<b>At 31<sup>st</sup> December 2024</b>	<b>441,375</b>	<b>(510,216)</b>	<b>(68,841)</b>
<b>At 1<sup>st</sup> January 2025</b>	441,375	(510,216)	(68,841)
Profit for the year	-	788,806	788,806
<b>At 31<sup>st</sup> December 2025</b>	<b>441,375</b>	<b>278,590</b>	<b>719,965</b>
<b>At 1<sup>st</sup> January 2026</b>	441,375	278,590	719,965
Profit for the year	-	1,107,369	1,107,369
<b>At 31<sup>st</sup> December 2026</b>	<b>441,375</b>	<b>1,385,959</b>	<b>1,827,334</b>
<b>At 1<sup>st</sup> January 2027</b>	441,375	1,385,959	1,827,334
Profit for the year	-	1,483,115	1,483,115
<b>At 31<sup>st</sup> December 2027</b>	<b>441,375</b>	<b>2,869,074</b>	<b>3,310,449</b>
<b>At 1<sup>st</sup> January 2028</b>	441,375	2,869,074	3,310,449
Profit for the year	-	1,876,342	1,876,342
<b>At 31<sup>st</sup> December 2028</b>	<b>441,375</b>	<b>4,745,416</b>	<b>5,186,791</b>