

Business plan

1. Project Overview

Oil mills have a long history as a traditional edible oil industry. With the increasing focus on healthy lifestyles, the choice of edible oil is becoming more and more important. As an edible oil production base, the oil mill has broad market prospects. The project will build an oil mill to produce all-natural, additive-free vegetable oils to meet consumer demand for healthy edible oils. Our company is committed to producing high-quality edible oils using state-of-the-art manufacturing processes and adhering to strict quality control standards, and our goal is to become a leading player in the Tanzanian edible oil market by providing quality products that meet the diverse needs of consumers while prioritizing health and sustainable development.

2. Project introduction

- i. Project Name: SUNFLOWER OIL MILL
- ii. Project positioning: to provide high-quality, healthy and original ecological edible oil
- iii. Project content: production and sales of oil mills, as well as sales and procurement of sunflower cakes
- iv. Project address: Dodoma , mbuyuni area , plot No.155
- v. Project scale: start-up stage, covering an area of 3707 square meters
- vi . Source of Funds: Free funds, without any financing or bank loans

3. Market Analysis

Tanzania is not complete Edible oil is self-sufficient, about half of which needs to be imported. This has led to an increase in the cultivation area of sunflower seeds in the country, and the demand for sunflower seed processing will also increase.

4. business model

- i. Raw material procurement: Purchase organic edible oil raw materials from local high-quality farmers.
- ii. Production process: The traditional oil extraction process is used to ensure the quality and nutrition of edible oil.
- iii. Establish a medium-sized sunflower oil factory in Dodoma, Tanzania, to process sunflower oil and sell sunflower oil and sunflower cake to the outside world. Factory planning
40 tons of sunflower seeds are processed per day, with an annual processing capacity of 14,400 tons.

5. Operation plan

- i. Conduct market research to understand consumer needs.

- ii. Determine the product category and price, and develop a sales strategy.
- iii. Equipped with professional and technical personnel to ensure product quality.
- iv. Equipped with perfect production equipment and production technology.
- v. Establish a sound after-sales service system to improve customer satisfaction.

6. Investment plan

i. It is estimated that \$200,000 will be invested in the purchase of land, \$300,000 in the construction of the plant, \$300,000 in the purchase and installation of production equipment, and \$400,000 in working capital for the purchase of raw sunflower seeds, for a total of \$1.2 million.

7. Development planning

- i. The plant plans to process 40 tons of sunflower seeds per day, with an annual processing capacity of 14,400 tons.
- ii. Steadily expand the scale of production and expand the product line.
- iii. Develop more sales channels and expand market share.
- iv. Establish brand influence and enhance market competitiveness.

8. Social benefits

- i. Provide employment opportunities and promote local economic development.
- ii. Promote raw edible oil and advocate a healthy lifestyle.
- iii. Implement corporate social responsibility and actively participate in poverty alleviation and public welfare undertakings.

9. Marketing strategy

More sunflower cakes are exported from the market, mainly to Chinese customers, with a planned annual sales of 20,000 tons. The company's sunflower cake is planned to be sold in China and is currently applying for export qualification for China GACC.

10. Job Creation

It is expected to recruit about 35 or more local employees, and the company will strive to create more jobs, improve the living standards of employees, and solve more employment problems.

11. Financial projections for the next 5 years

ITEM/YEAR(2024-2028)	1	2	3	4	5
	USD	USD	USD	USD	USD
Sales Revenue	3,750,000	4,200,000	4,800,000	6,000,000	7,500,000

COST OF SALES	3,075,000	3,444,000	3,936,000	4,920,000	6,150,000
Sub Total Cost of Sales	3,075,000	3,444,000	3,936,000	4,920,000	6,150,000
GROSS PROFIT	675,000	756,000	864,000	1,080,000	1,350,000
Gross Operating Profit	675,000	756,000	864,000	1,080,000	1,350,000
Capital and Finance Charges	150,000	168,000	192,000	240,000	300,000
Sub Total	150,000	168,000	192,000	240,000	300,000
PROFIT BEFORE TAX	525,000	588,000	672,000	840,000	1,050,000
Taxable Income	157,500	176,400	201,600	252,000	315,000
PROFIT AFTER TAX	367,500	411,600	470,400	588,000	735,000
Profit Brought Foward	367,500	411,600	470,400	588,000	735,000

12.Financing plan

The promoters propose to finance the above investment costs in the following manner:

SOURCE	US \$
EQUITY	1,200,000
LOAN	0
SUB TOTAL	1,200,000

13.conclusion

The company is committed to contributing to Tanzania's economic growth and development by providing quality products and creating jobs.

