

**BOSHIDA HOLDING COMPANY LIMITED**

**PRE-FEASIBILITY STUDY REPORT ON:**

**INVESTMENT IN COMMERCIAL AND BUILDING REAL ESTATE PROJECT**

**Presented To:**  
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**DAR ES SALAAM, TANZANIA**

**DECEMBER 2024**

**BOSHIDA BUILDING COMPANY LIMITED**

**Strategic Pre-feasibility Report**

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## **BRIEF SUMMARY PROJECT**

**COMPANY:** BOSHIDA HOLDING COMPANY LIMITED

**LOCATION:** DAR ES SALAAM, KINONDONI, MIKOCHE NI REGENT ESTATE,  
**PLOT NO 184**

**CONTACTS:** P. O. Box 42450 DAR ES SALAAM,

**OBJECTIVE:** Investment In Commercial And Building Real Estate Project

**PROJECT VALUE:** USD 505,000

**BENEFITS:** JOBS CREATION, GOVERNMENT INCOME, IMPORT  
SUBSTITUTION,

**IMPLEMENTATION PERIOD:** 5YEARS

## 1.0 EXECUTIVE SUMMARY

### 1.1 Introduction

This Business Plan is designed for investment of a real estate project for Boshida Holding Company Limited. Strategies are laid out on this business plan which will be used for investment purposes in the course of real estate Company's operations.

### 1.2 Company Description

Boshida Holding Company Limited is a Limited company registered under the Companies Act. The Company was incorporated 24<sup>th</sup> June, 2024, and bears Certificate of Incorporation No. 175755756. Boshida Holding Company Limited has its registered office in Kinondoni Municipality. Our company goals and objectives seek to ensure we generate an income that benefits both Nationals and non-Nationals so that we strengthen the economic status of the society. The company believes in customers, suppliers, and investors therefore it struggles to create good Rapport with both parties.

### 1.3 Business Description

Boshida Holding Company Limited is limited Company incorporated in Tanzania under the Company Act. The Company was incorporated 24<sup>th</sup> June, 2024 and bears Certificate of Incorporation No. 175755756. The Company will be responsible in investing in a Real Estate Project.

### 1.4 Legal Status

Legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, business license, Tax Identification Number, and value added Tax certificates justify that Boshida Holding Company Limited is operating within the ambit of the law of Tanzania land.

### 1.5 Project Promoters

The project will be managed and operated by **BOSHIDA HOLDING COMPANY LIMITED**.

NAMEOF SHAREHOLDERS	NATIONALITY	SHARE PERCENTAGE
1. BOSHIDA INTERNATIONAL TRADE (GUANZHOU) COMPANY LIMITED	CHINESE	70
2. LAI HANBO	CHINESE	30

### 1.6 Operations

The project will be managed and operated by **BOSHIDA HOLDING COMPANY LIMITED**. The Company will run its activities in a more professional way and it seeks to satisfy its customers by meeting customer expectations. Although the company will use an automated system, people will also be used to manage the operations.

### 1.7 Project Location

The project shall be located at Plot 184, Mikocheni Regent Estate, Kinondoni District in Dar es Salaam Region.

## **1.8 Services**

Boshida Holding Company Limited will focus on superior service for its clients. It has a full-time assistant who, among other things, will manage the company website and listings, advertise listings elsewhere, and answering basic client questions.

Boshida Holding Company Limited services include listing rentals for tenants. By serving renters or tenants, Bosida Holding Company Limited hope to become a long-term partner with each client/ tenants rather than part of a one-time transaction.

## **1.9 Industry Overview**

Housing in Tanzania is dominated by individual home-builders who account for over 70% of the total supply. The rest is catered for by the public sector through local governments, the National Housing Corporation (NHC), the Tanzania Building Agency (TBA), the Watumishi Housing Company (WHC), and pension funds such as National Social Security Fund (NSSF), and by residential private developers. Tanzania's housing demand (affordable housing) is estimated at 200,000 housing units per annum with an existing housing deficit of 3,000,000 housing units. In 2018, there were 12.3 million households in Tanzania, of which 8.2 million (67%) were rural and 4.2 million (33%) were urban.

Tanzania has relatively young real estate sector, with large-scale commercial development only taking off in the 1990s. While public sector actors historically handled the largest projects in the country, private sector players are now playing an increasingly important role in developing residential, office and commercial space. However, the industry in mainland Tanzania is growing more slowly than the economy overall, with its contribution to GDP declining steadily in the past 10 years, from 6.1% in 2006 to 3.2% in 2015. Cost sensitivity remains a significant concern, not only directly in terms of house sales, but also indirectly in terms of demand for formal retail and commercial space, since approximately three-quarters of the population live on \$2 or less per day. As a result, the country will most likely have to depend on government intervention and innovative financing to help address demand at the lower end of the real estate market, while higher-end residential and commercial spaces are left in the hands of private sector developers.

Housing demand is increasing by about 200,000 units annually, with the current housing deficit estimated at about 3 million units, according to Tanzania Ministry of Lands, Housing and Human Settlements Development.

“The Tanzanian housing sector's fast-growing demand is mainly driven by the strong and sustained economic growth with GDP growth averaging 6-7% over the past decade, the fast-growing Tanzanian population which is estimated to be 55 million and is expected to more than double in 2050 and efforts

by the government in partnership with global non-profit institutions and foreign governments to meet the growing demand of affordable housing,” said the Bank of Tanzania, the country’s central bank.

Non-citizens may only acquire land (leasehold) for investment purposes, subject to the approval of the Tanzania Investment Center (TIC) for Tanzania mainland. All land in Tanzania is owned by the state, and can only be leased to individuals for five to 99 years.

### **1.10 Financial Overview**

The need for funds essential for Boshida Holding Company Limited to start operating. There are also certain expenses which may not be included at the start up funds being accumulated but incurred in the course of the real estate Company’s business operations. To be able to see a glimpse of how Boshida Holding Company Limited financial assumptions are presented to create the financial statement projections which will provide a glimpse of the financial performance of Boshida Holding Company Limited for the set period.

### **1.11 Organization Mission**

Is to modernize and progress the experience of rental real estate by cultivating a spirit of collaboration, innovation, and integrity.

Fostering a culture of partnership in which all clients and listings are represented in a cooperative environment, thereby ensuring its clients and listings have the competitive edge.

Leveraging the most emergent technologies and social media strategies, The Company envisions itself as more than just a commercial and building real estate; it is a lifestyle company committed to informing and connecting global communities.

### **1.12 Vision Statement**

To be a real estate franchise that provides an excellent and consistent customer experience at all times. By basing every decision on what is best for the Client and the Company as a whole

### **1.13 Goals and Objectives**

1. To employ capitals, experience, knowledge, technology, standards, and most recent practices in developing better returns for the company and its projects’ stake holders
2. To provide a variety of real estate units that will satisfy most consumers’ needs, abilities, and expectations.
3. To keep providing the better possible quality of units those suit the local and international standards in the field.

4. Become a profitable organization allowing us the freedom of taking advantage of other real estate investment opportunities as they become available.
5. Develop a solid, corporate identity in our specified targeted market area.
6. To establish good working relationships and begin working as a team, promoting communication and suggestions from all participants.

## **2.0 COMPANY OVERVIEW**

### **2.1 Ownership**

Boshida Holding Company Limited located in Kinondoni Municipality is a new commercial and building real estate specializing in commercial rentals.

### **2.2 Start-up Summary**

The purposes of investing in real estate are numerous. With well-chosen assets, investors can enjoy predictable cash flow, excellent returns, tax advantages, and diversification and it's possible to leverage real estate to build wealth. Real estate investors make money through rental income, appreciation, and profits generated by business activities that depend on the property. The benefits of investing in real estate include passive income, stable cash flow, tax advantages, diversification, and leverage. Real estate investment trusts offer a way to invest in real estate without having to own, operate, or finance properties

## **3. OVERVIEW OF REAL ESTATE SERVICES**

Boshida Holding Company Limited will focus on superior service for its clients particularly tenants. It has a full-time assistant who, among other things, will manage the company website and listings, and advertise listings.

Boshida Holding Company Limited services include listing rentals for tenants. By serving renters.

- **Listing Services:** The Company will promote its client's properties in local newspapers, magazines, and even television when appropriate, offering great visibility for the properties it lists.
- **Rentals:** For a standard one-month fee, As the Company will provide rental space meeting their specifications as closely as possible, choosing from listings.

As Boshida Holding Company Limited understands, the key to a successful real estate business is building referrals and a long-term reputation as a trustworthy agent in the community.

#### **4. MARKETING STRATEGY**

Boshida Holding Company Limited will use several strategies to promote its name and develop its brand. By using an integrated marketing strategy, The Company will win clients and develop consistent revenue streams.

Tanzania's real estate market has experienced steady growth, driven by factors such as:

- **Urbanization:** Rapid urban migration and an increasing population in cities like Dar es Salaam, Arusha, and Dodoma create a high demand for residential and commercial properties.
- **Economic Growth:** Tanzania's GDP growth of approximately 50% annually offers a strong economic environment for real estate development.
- **Government Support:** The Tanzanian government is actively supporting infrastructure development and urban planning, with a focus on affordable housing and commercial development.

##### **4.1 Target Market**

The project will target the following market segments:

- **Residential Segment:** Middle-income families and young professionals seeking modern housing in urban areas.
- **Commercial Segment:** Small and medium enterprises (SMEs), corporate offices, retail businesses, and other commercial tenants requiring modern, affordable office space.

##### **4.2 Competitive Analysis**

- **Competitive Landscape:** The market has a mix of established developers and new entrants, with some focusing on luxury developments, while others target affordable housing.
- **Unique Selling Proposition (USP):** This project will differentiate itself by offering a blend of affordability, sustainability, and modern amenities, while addressing the need for both residential and commercial spaces in one location.

## **5. PROJECT DESCRIPTION**

### **5.1 Location and Site**

- The property will be located in Mikocheni Regent Estate, a strategic location known for proximity to key infrastructure, such as roads, shopping centers, schools, and hospitals

### **5.2 Promotions Strategy**

#### **5.2.1 Targeted Cold Calls**

The Company will initially invest significant time and energy into contacting potential clients via telephone. In order to improve the effectiveness of this phase of the marketing strategy, a highly-focused call list will be used, targeting tenants/ rentals. As this is a very time-consuming process, it will primarily be used during the startup phase to build an initial client base.

#### **5.2.2 Referrals**

The Company understands that the best promotion comes from satisfied customers. The Company will encourage its clients to refer other businesses by providing economic or financial incentives for every new client produced. This strategy will increase in effectiveness after the business has already been established.

#### **5.2.3 Publications**

Boshida Holding Company Limited will list its properties for rent in key local publications, including newspapers, area magazines, and its own newsletter. Additionally, the Company will print brochures and place them in specific locations frequented by target individuals.

### **5.3 Pricing Strategy**

Boshida Holding Company Limited pricing will rely on the standard industry rates in order to neither be perceived as a luxury nor a discount at 3%. Rentals will have fees paid only by the tenants at the standard rate of one month's rent. The Company will fend off pressure to discount their rates, even in down markets.

Boshida Holding Company Limited will serve the residents and businesses operating in Mikocheni Regent Estate at Plot No. 148 holding special events and meetings.

The area we serve is affluent and has the disposable income/profits required to demand off-premises catering services.

## 5.4 Customer Segmentation

The Company will primarily target the following customer segments:

- **Renters:** Renters in this community are either in a temporary situation where it makes more financial sense to rent than to purchase, or are attempting to save towards a purchase in the area. A small portion of this group is made up of life-long renters who never purchase a home. The renter group tends to be younger than the average home buyer, with an average age of 25. Renters change apartments at a faster rate than owners, causing a higher number of new rental closings per year even in communities with more homeowners.

## 5.5 Competitive Analysis

Those commercial real estate which are located within a 20 mile radius of Boshida Holding Company Limited, thus providing either direct or indirect competition for customers.

## 5.6 Competitive Advantage

Boshida Holding Company Limited enjoy several advantages over its competitors. These advantages include:

- **Location:** Boshida Holding Company Limited location is near the center of town, in Kinondoni Municipality. It is visible from the street where many residents shop for both day-to-day and luxury items.
- **Client-oriented service:** The Company will have a full-time assistant to keep in contact with clients and answer their everyday questions, realizes the importance of accessibility to his clients.

## 6. OPERATIONAL PLAN

Boshida Holding Company Limited will carry out its day-to-day operations primarily on an appointment basis. Buying and renting clients will make appointments to view available properties and to discuss their needs. Selling clients and landlords will make appointments to discuss the needs of their sales and properties when needed. These will primarily occur on-site at the properties, although some discussions may be held in the office's meeting room. When necessary, discussions can be conducted over the telephone.

## **6.1 Milestones**

The Company's long term goal is to become the number one name in commercial and building real estate in terms of the right balance of price and customer service quality. We seek to do this by ensuring customer satisfaction and developing a loyal and trusting clientele.

## **6.2 Job Creation**

Commercial real estate development is vital to every economy, supporting construction, architectural planning, engineering, and legal services such as obtaining the required permits, among many other business sectors. However, the actual development period only considers the one-time, short-term construction phase.

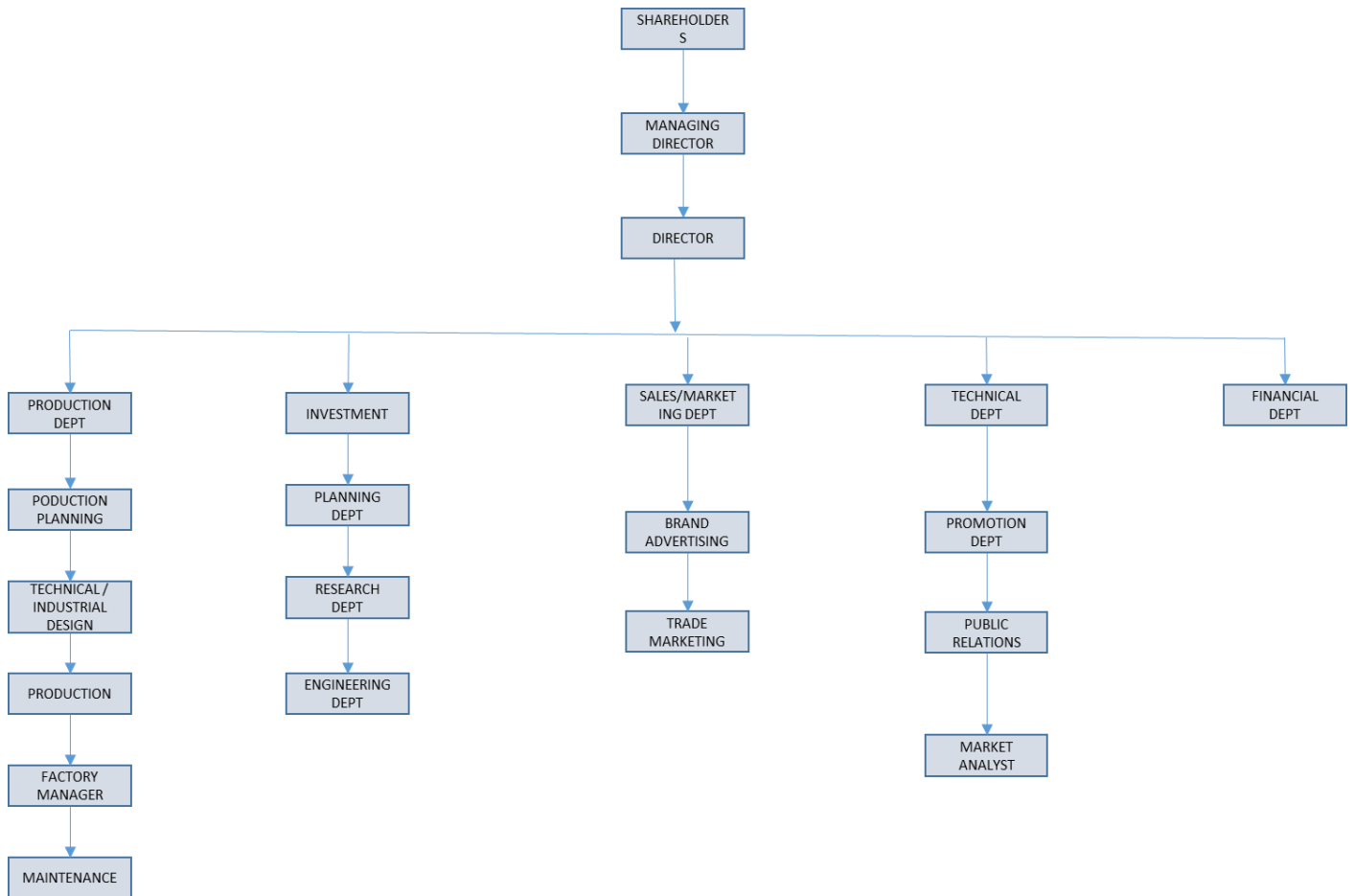
The magnitude and duration of economic impact in the construction phase are less than during the business operations phase nearly 170 jobs are supported in the construction phase for a relatively short time period. However, during the building operations phase, employment is greater and more sustainable.

With some technical skill, commercial real estate professionals can use these multipliers to quantify both the short- and long-term impacts of specific developments

Industry multipliers must be selected for each phase. The construction phase always should be based on construction industry multipliers. The business operations phase should be based on industry multipliers most closely matching the type of business occupying the property

## 7. ORGANIZATION AND MANAGEMENT PLAN

### 7.1 Organizational Structure



## 8. MANAGEMENT STRATEGY

Boshida Holding Company Limited real estate project is expected to be expensive and of high visibility undertakings with many stakeholders. The Company will oversee its own real estate project and tackle real estate project across a network of buildings to cultivate systems for managing the project for the following reasons:

## 9. BUDGET MANAGEMENT

The Project manager will hire and manage multiple contractors, watch cost increases due to change orders, budget for materials, pay vendors, use financing properly, and follow dozens of protocols to keep a project at or under budget

## **10. TIME MANAGEMENT**

The Project manager will also keep track of time. Not ordering supplies on time, failing to coordinate among contractors, or forgetting to pull a permit that takes several weeks can slow a project down. In turn, this can add to a project's or project client's costs – even costs not directly tied to the project itself.

## **11. RISK MANAGEMENT**

All projects risk going over budget or taking longer than expected. They will also expose the Company to risk. The Project manager will be tasked with reducing risk by hiring only properly licensed or bonded professionals, securing adequate project insurance, designing and managing contracts that clarify all parties' responsibilities, and other tasks designed to avoid litigation or other expenses.

## **12. SUMMARY OF EXPECTED RESULTS**

- Provide an opportunity for both residential and commercial rentals to people around the community.
- Increase the number of direct and indirect employment opportunities.
- Increase tax contributed to the government
- Generate foreign currency.

## **13. SOCIAL AND ECONOMIC IMPACT OF THE PROJECT**

- Real estate is one of the few assets that react proportionately to inflation. As inflation goes up, housing values and rents go up. Though real estate in general is a good hedge against inflation, rental properties that are re-leased every year are especially effective, since monthly rents can be adjusted upward in inflationary periods. For this reason alone, therefore, real estate is one of the best ways to hedge an investment portfolio against inflation.
- Real estate market is full of inefficiencies. There is a lack of transparency relating to individual property values and also the strength of different markets, which means that real estate investments have the potential for very high profits.
- Real estate investing involves taking on a great deal of financial and legal liability.
- All the disadvantages mentioned above add to the liability a real estate investor takes on when purchasing, financing, rehabbing, leasing, managing, and maintaining a property. Even though investment properties may be in a corporation, there are often personal guarantees associated with the business, and the risk of losing the income and profits generated by the company

## 14. DRIVERS TO INVESTMENT IN REAL ESTATE

### 14.1 Navigating new tenant expectations and tools for engagement

The occupant experience has been emerging as a major industry focus and highlighting the importance of blending sustainability, intelligence, and experience. It is worth noting that 90% of the costs associated with running a building come from employee salaries and benefits. Just 10% is attributed to the building's operating costs, including energy, maintenance, and mortgage/rent, among other things.

Worker health and productivity are emerging as strategic priorities among corporate real estate leaders, and the industry continues to innovate on space design and the resulting impacts of how people interact with each other. Health design trends include integrating amenities and features such as access to daylight, quality of lighting, acoustics, ventilation, and thermal comfort into typical building designs.

### 14.2 Inflation Hedge

An advantage of commercial real estate is that it can offset the long-term impact of inflation. A major factor is the fact that property rents can be adjusted with inflation, which is often the result of strong economic growth.

## 15. FINANCIAL ANALYSIS

### 15.1 Considerations and Assumptions:

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied. Revenues have been conservatively estimated based on experience of the promoters and trends in the packaging materials products industry.

### 15.2 Project Investment

The estimated capital investment cost of the project is US\$ **505,000** out of which US\$**375,000** will be fixed investment costs.

#### BOSHIDA HOLDING COMPANY LIMITED COST STRUCTURE

PARTICULAR	US\$
Land and Buildings	25,000.00

Machinery & Equipment	220,000.00
Motor Vehicles	75,000.00
Furniture & Fixtures	5,000.00
Pre exp	0.00
Others	5,000.00
Working Capital	175,000.00
<b>TOTAL</b>	<b>505,000.00</b>

For the project to be a reality a total investment amounting to US \$505,000 is needed

Financing pattern

The project will be financed by equity **US\$375,000** and loan **US\$ 130,000**

Project operating costs

In order to realize its intended objective, the project will have to meet operating cost not exceeding 15% of annual total revenue and 75% of total revenue is cost of sales

Projected Revenue

For projection purposes, it is assumed that the economic life of the project is five years, and that revenue from the project commences from the first year of operation.

**BOSHIDA HOLDING COMPANY LIMITED SUMMARY OF REVENUE "US\$"**

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Revenue	2,610,000	2,818,800	3,044,304	3,287,848	3,550,876

Projected Profit and Loss Statement

The Income and Expenditure Statement shows the projected income for the 5 years' period. The position depicted is that the project earns profit throughout its life

Accumulated after tax profits grow from. US\$ in first year **154,875** to US\$ in the year 5<sup>th</sup> **858,503**

**BOSHIDA HOLDING COMPANY LIMITED PROJECTED INCOME &  
EXPENDITURE STATEMENT (US\$)**

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Revenue	2,610,000.00	2,818,800.00	3,044,304.00	3,287,848.32	3,550,876.19
<b>Cost of Sales</b>	1,957,500.00	2,114,100.00	2,283,228.00	2,465,886.24	2,663,157.14
<b>Operating Expenses</b>	391,500.00	422,820.00	456,645.60	493,177.25	532,631.43
<b>Profit before Depreciation &amp;Interest</b>	<b>261,000.00</b>	<b>281,880.00</b>	<b>304,430.40</b>	<b>328,784.83</b>	<b>355,087.62</b>
<b>Interest</b>	24,000.00	180,000.00	16,000.00	6,000.00	-
<b>Depreciation</b>	15,750.00	15,750.00	15,750.00	15,750.00	15,750.00
<b>Gross Profit</b>	<b>221,250.00</b>	<b>86,130.00</b>	<b>272,680.40</b>	<b>307,034.83</b>	<b>339,337.62</b>
Tax (30%)	66,375.00	25,839.00	81,804.12	92,110.45	101,801.29
<b>Profit After Tax</b>	<b>154,875.00</b>	<b>60,291.00</b>	<b>190,876.28</b>	<b>214,924.38</b>	<b>237,536.33</b>
Accumulate dProfit	154,875.00	215,166.00	406,042.28	620,966.66	858,503.00

**Projected Cash Flows**

This is shown in the financial statements. The project has a positive end of year cash flow from year 1 US\$**194,625.** of operation to the 5th year US\$ **1,183,25**

**BOSHIDA HOLDING COMPANY LIMITED PROJECTED CASH FLOWS STATEMENT (US\$)**

	0	1	2	3	4	5
<b>SOURCES:</b>						
Profit before interest and depreciation	0	<b>261,000.00</b>	<b>281,880.00</b>	<b>304,430.40</b>	<b>328,784.83</b>	<b>355,087.62</b>
Equity	205,000.00					
Loan	300,000.00					
<b>Total Sources</b>	<b>505,000.00</b>	<b>261,000.00</b>	<b>281,880.00</b>	<b>304,430.40</b>	<b>328,784.83</b>	<b>355,087.62</b>
<b>Applications:</b>						
Capital expenditure	325,000.00		-	-	-	-
working Capital &Others	180,000.00	-	-	-	-	-
Cash	0	194,625.00	256,041.00	222,626.00	256,674.00	253,286.00
Tax	-	66,375.00	25,839.00	81,804.12	92,110.45	101,801.29
<b>Sub total</b>	<b>505,000.00</b>	<b>261,000.00</b>	<b>281,880.00</b>	<b>304,430.12</b>	<b>348,784.45</b>	<b>355,087.29</b>
<b>Total applications</b>	<b>505,000.00</b>	<b>261,000.00</b>	<b>281,880.00</b>	<b>304,430.12</b>	<b>348,784.45</b>	<b>355,087.29</b>
Accumulate dcash		194,625.00	450,666.00	673,292.00	929,966.00	1,183,252.00

## 9.1 Projected Balance Sheet

The projected Balance Sheet of the projected is shown in the financial statements under same heading. Shareholder's equity increases from US\$**205,000** in the first year of operation to US\$ **547,536** in the 5<sup>th</sup> year.

**BOSHIDA HOLDING COMPANY LIMITED PROJECTED BALANCE SHEET STATEMENT (US\$)**

<b>Fixed Assets</b>		1	2	3	4	5
Openin gbalance	-	<b>325,000</b>	<b>290,250</b>	<b>255,500</b>	<b>220,750</b>	<b>186,000</b>
<b>Total Long- term Assets</b>	-	<b>325,000.00</b>	<b>290,250.00</b>	<b>255,500.00</b>	<b>220,750</b>	<b>186,000</b>
<b>Less depreciation</b>	-	15,750.00	15,750.00	15,750.00	15,750	15,750
<b>Closing balance</b>	-	<b>309,250.00</b>	<b>274,500.00</b>	<b>239,750.00</b>	<b>205,000</b>	<b>170,250</b>
Workin gcapital	180,000	180,000.00	180,000.00	180,000.00	180,000	180,000
Accumulate dcash	-	194,625.00	450,666.00	673,292.00	929,966	1,183,252
<b>Total assets</b>	<b>180,000</b>	<b>683,875.00</b>	<b>905,166.00</b>	<b>1,093,042.00</b>	<b>1,314,966</b>	<b>1,533,502</b>
Financed by						
Equity	205,000	310,000.00	310,000.00	310,000.00	310,000	310,000
Net profit	-	<b>154,875.00</b>	<b>60,291.00</b>	<b>190,876.28</b>	<b>214,924</b>	<b>237,536</b>
Total equity	205,000	464,875.00	370,291.00	500,876.28	524,924	547,536
Long term loan	<b>300,000</b>	225,000	150,000	75,000	0	0
<b>Total debts</b>	<b>300,000</b>	<b>225,000.00</b>	<b>150,000.00</b>	<b>75,000.00</b>	-	-
<b>Total equity and debts</b>	<b>505,000</b>	<b>689,875.00</b>	<b>520,291.00</b>	<b>575,876.28</b>	<b>524,924</b>	<b>547,536</b>

**PROJECTED PAYBACK PERIOD**

Total investment is **US\$505,000** cash accumulation in 54<sup>th</sup> years is **US\$683,966** which is more than the initial investment by **US\$ US\$ 17,8966**, the project payback Period is within **3 year**

**BOSHIDA HOLDING COMPANY LIMITED PROJECTED PAYBACK PERIOD STATEMENT (US\$)**

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	<b>154,875.00</b>	15,750.00	170,625.00	170,625.00
2	<b>60,291.00</b>	15,750.00	76,041.00	246,666.00
3	<b>190,876.28</b>	15,750.00	206,626.28	453,292.28
4	<b>214,924.38</b>	15,750.00	230,674.38	683,966.66
5	<b>237,536.33</b>	15,750.00	253,286.33	937,252.99

9.2 Projected  
loan repayment

Total loan is **US\$505,000** to be repaid within 4years withinterest of 8%

**BOSHIDA HOLDING COMPANY LIMITED PROJECTED LONG TERM LOAN REPAYMENT**

Year	Principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
<b>0</b>				
1	75,000	24000	99,000	<b>300,000</b>
2	75,000	18000	93,000	225,000
3	75,000	12000	87,000	150,000
4	75,000	6000	81,000	75,000
5	0	0	0	0
6	0	0		0

## 16. PROJECT MAN POWER AND INVESTMENT

**Management:** The project will be managed by **39** key staffs; the Management Officer will be the Chairperson. Under him/her will be the General manager, the Chief Engineer, the Finance Manager and the Marketing manager.

**Manpower:** The project will have a high -tech installment of machinery and new technology application

### Employees Distribution Summary

<b>Employment</b>	<b>Foreign Skilled</b>	<b>Local Skilled</b>	<b>Local Unskilled</b>	<b>Total</b>
Women	10	15	20	45
Men	10	15	30	55
<b>TOTAL</b>	<b>20</b>	<b>30</b>	<b>50</b>	<b>100</b>

**Training:** All workers inclusive will benefit from the internal training for proper operations, quality and security observance. There will be out-dooring trainings for recommended staffs depending on their working requirements. Generally, the plant will apply sophisticated machinery of high technology, it is through the trainings that the Management team plans to transfer technology and skills to local workers and make sure, those foreign workers are employed where inevitable.

**Health and Insurance:** The project will provide medical treatments to its workers as per Country policy requirements and will enroll workers to social security institutions as per the country policy too.

## 17. ANALYSIS OF STRENGTH, WEAKNESS, OPPORTUNITY AND THREATS

The company has used one of the marketing tools used to make business analysis in terms of how it can prosper.

Table below present the analysis of the company's Strengths, Weaknesses, Opportunities and Threats SWOT Analysis

### 17.1 POTENTIAL RISKS

- **Market Risk:** Fluctuations in demand for housing or commercial spaces.
- **Construction Risk:** Delays or cost overruns in construction.
- **Economic Risk:** Economic downturns that affect consumer purchasing power and demand for commercial space.
- **Regulatory Risk:** Changes in local regulations or government policies regarding real estate development.

### 17.2 MITIGATION STRATEGIES

- Conduct thorough market research to align the development with demand.
- Work with experienced contractors to ensure timely and cost-effective construction.
- Develop a flexible pricing strategy to adjust to market fluctuations.
- Engage with local authorities early to ensure compliance with regulations.

## 18. ECONOMIC IMPACT OF INVESTING ON A REAL ESTATE PROJECT

Investing in real estate projects in Tanzania offers several economic benefits, as outlined here under;

- **Increased Employment and Economic Growth:** Real estate investments create jobs during construction and in property management, contributing to economic development.
- **Human Resource Development:** Such projects enhance local skills through training and knowledge transfer, improving workforce quality.
- **Provision of Finance and New Technology:** Investments introduce capital and modern technologies, boosting productivity and efficiency in the real estate sector.
- **Stimulation of Economic Development:** Real estate development stimulates growth by attracting businesses and residents, leading to increased economic activities.
- **Improved Capital Flow:** Investments enhance capital inflow, strengthening the financial sector and supporting further economic initiatives.

## **CONCLUSION**

The proposed real estate project in Mikocheni Regent Estate presents a significant opportunity for investment, tapping into the growing demand for housing and commercial spaces in Tanzania. With a strategic location, a solid financial plan, and a focus on sustainability and community impact, this development will provide high returns to investors while contributing to Tanzania's economic growth.

The Executive Summary highlights indicate that the proposed project will be financial and economically viable, the project will generate significantly to the social and economic progress by way of increasing the provision of quality construction equipment in the country. It is recommended that the project be accorded the required institutional support to pave the way for its expeditious establishment and development.

In that regard; we strongly recommended that the project be approved by Tanzania Investment Centre and be granted the TIC Certificate of Incentives with its associated privileges and benefits as provided for under Tanzania Investment Act, 1997 to enable smooth implementation

## **RECOMMENDATION**

The project is technically feasible, financially viable, and economically sound, provided the sponsors will manage it efficiently. It is recommended that the project be approved by Tanzania Investment Centre and be granted the TIC Certificate of Incentives with its associated privileges and benefits as provided for under the Tanzania Investment