

BUSINESS PLAN
of
2024-2028
FOR
LIGHTING INDUSTRY CO. LIMITED

TO
TANZANIA INVESTMENT CENTRE (TIC)

TABLE OF CONTENTS

1.0 CHAIRPERSON'SNOTE.....	3
2.0 EXECUTIVE SUMMARY.....	5
3.0 INTRODUCTION.....	5
4.0 BACKGROUND.....	6
4.1 BRIEF HISTORY OF THE BUSINESS AND OUT LOOK OF THE BUSINESS STRENGTH AND GROWTH POTENTIAL.....	6
4.2 MANAGEMENT AND OWNERSHIP.....	7
4.3 Owned by members.....	7
4.5 Major Customers.....	7
1. The wholesalers,.....	7
2. Retail-sellers,.....	7
3. Sub wholesalers.....	7
4. Last consumers.....	7
(i) Home users.(home appliances).....	7
(ii) Office-users.....	7
(iii) Industrial-users.....	7
4.6 Products and services.....	7
Potential products-.....	9
4.7 Shareholder Structure of the Company.....	9
5.0 CURRENT POSITION AND FUTURE OUTLOOK.....	10
5.2 Mission.....	10
We have a passion for innovation.....	10
We engage inspired teamwork.....	10
Wehelp our members, communities and each other.....	11
5.3 Operating Principles:.....	11
5.4 Objectives.....	11
5.5 ValuesandGoals.....	12
Ethics.....	12
Member Driven.....	12
6.0 SUMMARY OF SECTOR PERFORMANCE.....	13
Overview of The electrical items Industry in Tanzania, Current Status, and Growth Trajectory.....	13
So, what are the Potential Areas of Investment and Business Opportunities?.....	14
Challenges, Risks, and Mitigations.....	15
7.0 MARKETINGSTRATEGIES.....	16
8.2 SWOC Analysis.....	17
8.3 Strengths.....	17
8.4 Weakness.....	17

8.5 Opportunities	17
8.6 Challenges	18
9.0 SUMMARY OF PROJECT DESCRIPTION.	18
1. Design and prototyping	18
2. Component sourcing	18
3. PCB assembly	19
4. Testing	19
5. Enclosure manufacturing	19
6. Final assembly	19
7. Quality control	20
12. CASH FLOW STATEMENT PROJECTION.	22
13. INCOME STATEMENT	23
14. CONCLUSION	23

1.0 CHAIRPERSON’SNOTE

I am pleased to provide the business plan for the LIGHTING INDUSTRY CO. LIMITED for the production of electronics (electrical equipment, accessories and items), and importation and sale of electrical equipment, accessories and items with this responsibility and Accountability of the Board of Directors prepare a multi-year performance-based plan every five years, commencing 2024. The plan is a five years plan commencing January,2023.

In preparing business plan, the Board of Directors considered the strategic directions of the Society services and has determined that the Society business plan provides an overview of the Society and identifies the strategic issues and goals to be accomplished during the next couple of years. The Board of Directors is accountable for the preparation of this plan and for the achievement of the specific issues and goals contained therein.

The company seeing the opportunity in the development of the industrial sector and its expansion in Tanzania, the company has decided to explore the sector and provide the service in the production, importation and sale of electrical equipment, accessories and items. In over whole the country: So that to reach more people who involve themselves who in the use of electronics.

Tanzania like many other developing nations is going through a period of massive changes to cope with the effects of globalization and market liberalization.

The Tanzania manufacturing market size was \$15.6 billion in 2022. The market is projected to achieve an AAGR of more than 7% during 2024-2027, supported by developments in transport, housing, and industrial infrastructure, **Commercial construction, Industrial construction ,Infrastructure construction, Energy and utilities construction, Institutional construction and Residential construction, electrical items business.**

Trading electrical items is the profitable business in Tanzania. Electrical products are selling extremely fast, because, Tanzania is the fast growing economy. People both in rural and in the city of Dar es salaam are flocking into building new houses. And electricity is the primary requirement for any houses or business.. Most importantly, only 42% percent of the Tanzanian population has access electricity, with government policy to electrify the whole country up to 2025.

Each home owners are connected with electricity. This drives people to install and use electrical items on their homes or business. The simple truth is, this is a safe business and doesn't affected by time, even in a bad economy it works well. This is because electrical items are needed in every society.

Material such as wires, switches socket, circuit breakers are required by homeowners business even industrial plants in Tanzania.

The good news about electrical item is they never get spoilt. So you can keep them in the warehouse for even a year without slowing down sales.

Our Society has therefore had to adapt to the new realities and new demands by our members. While our Society has been self-sufficient in terms of meeting loan portfolio requirements, the demand for new products has necessitated the Board to prepare this Business plan in order to provide better services and direction.

I believe with the this Business plan our Society will be well positioned to offer our members the services expected and thus continue to serve our mission

Thank you

Mr.QI
XIAOLI
Chairperson

2.0 EXECUTIVE SUMMARY

Lighting industry Co. Limited is the company registered under the laws of the United Republic of Tanzania on 1st August, 2023 and granted a certificate of Incorporation No.170690419. The company has wide range of the activities Manufacture of electronics, importation and sale of electronics, tour operator, manufacture of electronics board components and boards, manufacture of computers and peripheral equipment, manufacture of batteries and accumulators , manufacture of fibre optic cables, manufacture of electric lighting equipment, manufacture of electronics and electricity wire cables, manufacture of domestic appliances.

Lighting Industry Co. Limited is foreign owned by two Chinese persons. With 50,000 registered shares which all have been distributed among the members.

The registered share capital of the company is five hundred million (tshs. 500,000,000)

Through the analysis conducted the shareholders of the company have realized feasibility of this project .the market analysis conducted has revealed that the services will penetrate the markets and the company can establish its niche. The financial analysis has shown that the investment will pay off as it has been predicted to make profits.

The objective of this business plan is to present the business idea so that the TIC can provide incentives and immunities to the project presented. The incentives will help this project to develop and since this is a financially, socially and fiscally rational project the management believes that it deserves the incentives.

3.0 INTRODUCTION

The Board of Directors and Senior Management staff of the company met to establish goals and a strategy to achieve those goals for the coming five years. The purpose of this Strategic Plan is to outline the strategy by which we plan to meet our goals. The Strategic Plan is to be used:

- To participate fully in manufacture of the Electrical equipment, accessories and items.
- To identify short-term actions needed to prepare the Society to meet its long-term objectives.

- To help assess the long-term impact of short-term plans.
- To provide basis for financial strategy; and
- To provide control device against which to compare actual progress.

4.0 BACKGROUND

LIGHTING INDUSTRY CO. LIMITED is a company incorporated under Tanzanian Law.

4.1 BRIEF HISTORY OF THE BUSINESS AND OUT LOOK OF THE BUSINESS STRENGTH AND GROWTH POTENTIAL.

LIGHTING INDUSTRY CO. LIMITED Is the company registered in Tanzania under the companies Act, 2002, with the majority shareholders Chinese, is the company dedicated itself in the industrial sector especially in the manufacture of the electrical equipment, accessories and items.

LIGHTING INDUSTRY CO. LIMITED, has prepared this Strategic Business Plan (SBP) to describe its strategy and during operation its focus will be to increase its production by 5M tones each year. It is recommended that the company will look to open the door to other production of other products in future different from wire mesh and nails. It expected that this change would help the Society to generate more income and supply of quality and quantity building materials over whole the country. But also the company is dedicated to provide employment to the local people and bring in the foreign expert who will share knowledge with local employees.

But also the company truly has decided to participate itself in the development of the ever whole and fast development of industrial sector in Tanzania in Tanzania in recent years.

The company shall be operating in Dar es salaam-Tanzania currently; in future the company will establish itself in the following regions at:

- i) Mwanza
- ii) Mbeya
- iii) Arusha

- iv) Zanzibar
- v) Mtwara
- vi) Dodoma
- vii) Tabora
- viii) Kigoma
- ix) Shinyanga
- x) Iringa
- xi) Bukoba
- xii) Tanga
- xiii) Musoma
- xiv) Moshi
- xv) Morogoro
- xvi) Ruvuma.

The Head Office is situated Plot 120 Block BMISUFINI-MLANDIZI-KIBAHA-PWANI

4.2 MANAGEMENT AND OWNERSHIP

AGM,BOARD OF DIRECTORS, MANAGERS AND STAFF.

4.3 Owned by members

4.4 Business Description

Manufacture of the electrical equipment, accessories and items.

4.5 Major Customers

1. The wholesalers,
2. Retail-sellers,
3. Sub wholesalers.
4. Last consumers.
 - (i) Home users.(home appliances)
 - (ii) Office-users.
 - (iii) Industrial-users.

4.6 Products and services

1. Manufacture of;
 - (i) Air conditioners, dishwashers, clothes dryers, drying cabinets, freezers, refrigerators, kitchen stoves, water heaters, washing machines, trash compactors,

microwave ovens, and induction cookers are just a few examples of major appliances. It is commonly referred to as white goods.

- (ii) **Small Appliances** Small appliances are often compact electrical devices for the home that is also very practical and simple to install. Juicers, electric mixers, meat grinders, coffee grinders, deep fryers, herb grinders, food processors, electric kettles, waffle irons, coffee makers, blenders, and dough blenders, as well as rice cookers, toasters, exhaust hoods, are yet another category of kitchen appliances.
- (iii) **Consumer Electronics** Electronic (analog or digital) equipment designed for regular use, often in private homes, is referred to as consumer electronics or home electronics. Devices for entertainment, communication, and recreation are all considered to be consumer electronics. Examples include household gadgets such as radio receivers, TV sets, CD players, VCRs, DVD players, digital cameras, camcorders, and still cameras, as well as clocks, answering machines, computers, video game consoles, HiFi systems, and home theatre equipment.
Home Appliances- Coffee maker.

2. Import and sale of,

- (ii) Air conditioners, dishwashers, clothes dryers, drying cabinets, freezers, refrigerators, kitchen stoves, water heaters, washing machines, trash compactors, microwave ovens, and induction cookers are just a few examples of major appliances. It is commonly referred to as white goods.

- (iv) **Small Appliances** Small appliances are often compact electrical devices for the home that is also very practical and simple to install. Juicers, electric mixers, meat grinders, coffee grinders, deep fryers, herb grinders, food processors, electric kettles, waffle irons, coffee makers, blenders, and dough blenders, as well as rice cookers, toasters, exhaust hoods, are yet another category of kitchen appliances.
- (v) **Consumer Electronics** Electronic (analog or digital) equipment designed for regular use, often in private homes, is referred to as consumer electronics or home electronics. Devices for entertainment, communication, and recreation are all considered to be consumer electronics. Examples include household gadgets such as radio receivers, TV sets, CD players, VCRs, DVD players, digital cameras, camcorders, and still cameras, as well as clocks, answering machines, computers, video game consoles, HiFi systems, and home theatre equipment.
Home Appliances- Coffee maker.

Potential products-

All electronics (electrical items, equipment, goods and accessories)

4.7 Shareholder Structure of the Company.

Name,	Number of shares taken by each subscriber	Share percent %
QI XIALO-CHINESE	35000	70

ZHANG ZHAOFENG-CHINESE	15000	30
------------------------	-------	----

5.0 CURRENT POSITION AND FUTURE OUTLOOK

The company establishes one plant at Ubungo-Dar es salaam and the number of plants will increase as there will be other plants opened up to the other regions and planned internal promotional activities are implemented .It is targeted to increase production by 30% per year.

5.1 Vision

Our long-term The most trusted, respected, and sought after financial institution providing value-based innovation, financial education and support to our member-owners, employees, Volunteers, and communities we serve

5.2 Mission

- (iii) A strong, member financial cooperative providing value through:
 - (iv) Meeting members 'needs with quality services and products,
 - (v) Caring for members at every contact, and
 - (vi) Enhancing the communities we serve through volunteerism and leadership. Ultimately, we embrace the Society difference by bringing people together to achieve a better life for themselves and their communities.
- To meet the needs of the industrial world by providing superior service and high quality products, with integrity and honesty.

We have a passion for innovation.

We love what we do and it shows in the excellent service we offer to members. We share ideas and proactively look for ways to become more efficient and effective.

We engage inspired teamwork.

We are a team and we collaborate with each other to ensure we

make use of the intellectual capital and know-how at. We demonstrate high-level of enthusiasm, fun, and excitement.

We help our members, communities and each other.

We provide “help” to our key stakeholders, thereby helping them achieve their goals.

To continuously offer services and products that meet the changing needs of our members and to become the preferred service provider of building material to our customers, through continuous technological and customer care improvements with qualified and motivated employees, and contribute to national development and reducing the poverty.

The Society is a member-owned financial institution whose purpose is to promote the financial well-being of its members by providing comprehensive and progressive financial services and having access to a Society system that is strong, stable and successful.

5.3 Operating Principles:

- To provide these services in a professional, personal, and competitive manner,
- To provide a climate in which the Society volunteers and employees can achieve outstanding performance and personal growth.
- To support the advancement of our community, the Society philosophy, and in particular our own Society family
- To continue the emphasis of the Society strength through growth of Capital and surplus.

All of which shall be supported by a program of excellence in product quality and service while maintaining high standards of ethics and integrity

5.4 Objectives

LIGHTING INDUSTRY CO. LIMITED is committed to being a sound, progressive, and growing manufacturer of electronics by providing the members with products and services and products while maintaining our traditional values.

- To provide products that meet member needs and are deemed necessary to compete effectively in the market place.
- To manage effectively the physical and financial resources of the customers to make sure that they get reliable products.
- To provide an environment that will attract, develop, and retain the human resources necessary high level of member service.
- To maintain a structure that provides vision, integrity and leadership to the organization.
- To manage the Society in a socially responsible manner as a good corporate citizen
- To maintain and uphold the principles of co-operation in the continuing development of the Society system in Tanzania and elsewhere.

5.5 Values and Goals

INTEGRITY: We are truthful, accountable and faithful to our commitments,

RESPECT: We treat all members with equal dignity regardless of standing or position

EXCELLENCE: Outwork is performed to the highest standards.

FLEXIBILITY: In every interaction we look for the condition that will allow us to say “yes”.

Ethics

- We adhere to uncompromising standard of ethical conduct and integrity, including trust and respect for each other, our customers.
- We will be financially responsible in everything we do to ensure continued success.

Member Driven

- We are fundamentally committed to serving our customers with the best building products.
- We recognize the importance of listening closely to our customers and communities to better understand their unique

requirements. Anticipating their needs and providing creative solutions are key to our mutual success.

6.0 SUMMARY OF SECTOR PERFORMANCE

As technology continues to shape the global landscape, this East African nation stands at the forefront of embracing digital transformation and innovation. With a robust and rapidly expanding Electricity infrastructure, Tanzania has emerged as a promising destination for entrepreneurs and investors seeking lucrative prospects in electrical devices, accessories and items realm. This introduction explores the vast and untapped possibilities within the electrical items Industry in Tanzania.

From the bustling streets of Dar es Salaam to the vibrant tech hubs scattered across the country, Tanzania's electrical items revolution is evident in various domains, including telecommunications, e-commerce, software development, cyber security, and artificial intelligence, home appliances, industrial and electrical items. As the government actively promotes policies to foster a conducive business environment, local and international players are in a prime position to capitalize on the wealth of opportunities this dynamic industry presents.

Overview of The electrical items Industry in Tanzania, Current Status, and Growth Trajectory

The electrical device industry in Tanzania has been experiencing notable growth in recent years, transforming the nation's economy and society. With a population of over 60 million, Tanzania's electrical sector presents vast opportunities for expansion and innovation. As of 2021, the country has made significant strides in developing its digital infrastructure and increasing internet penetration, promoting e-commerce, e-governance, and e-learning initiatives. Mobile telecommunications plays a crucial role in the ICT landscape, use of home appliances with mobile money services, such as M-Pesa, driving financial inclusion and transforming how people conduct transactions.

Identifying key drivers and factors contributing to the industry's expansion in the country: The expansion of an industry in a country is influenced by several key drivers and contributing factors. Understanding these elements is vital for policymakers and businesses to make informed decisions. One critical driver is technological advancements that revolutionize processes, like how e-commerce

transformed the retail sector, leading to its rapid growth.

Economic policies also play a significant role; for instance, tax incentives to promote renewable energy fostered the renewable sector's expansion. Additionally, consumer behavior is instrumental, with the rising demand for healthy, organic food propelling growth in the agriculture industry. Government support and infrastructure development also contribute. Investment in transportation infrastructure has facilitated the logistics industry's boom, supporting efficient supply chains. Moreover, globalization can't be ignored. For instance, outsourcing IT services to the country due to skilled labor and cost-effectiveness has driven the IT industry's growth.

So, what are the Potential Areas of Investment and Business Opportunities?

In today's dynamic and tech-driven world, potential investment and business opportunities abound, offering enticing prospects for entrepreneurs and investors alike. Among these promising domains is mobile technology, where innovations reshape communication and user experience. Take, for instance, the rapid growth of mobile app development companies, offering solutions ranging from gaming to productivity tools. Digital services represent another enticing realm, encompassing various offerings such as digital marketing agencies, software-as-a-service (SaaS) providers, and cloud-based solutions tailored to multiple industries.

E-commerce is yet another flourishing sector, with an increasing preference for online shopping, providing openings for ventures specializing in logistics, online marketplaces, and personalized shopping experiences. Furthermore, IT infrastructure development remains a vital area of focus, given the escalating demand for robust systems to support the digital ecosystem. This spans data centers, network infrastructure providers, and cyber security firms, safeguarding valuable information in the virtual realm. By strategically navigating these investment opportunities, businesses can tap into the potential for growth and success in the ever-evolving landscape of modern technology.

Government initiatives: Government initiatives and policies are crucial in promoting business growth in the Information and Communication Technology (ICT) sector. Governments can drive innovation, attract investments, and boost overall economic development by creating an enabling environment. For instance, offering tax incentives and grants to start-ups and tech companies can encourage entrepreneurship and lead to the emergence of new businesses.

Implementing favorable policies regarding intellectual property rights and data protection can also attract global players to invest in the country, increasing job opportunities and revenue generation. Moreover, government support in building digital infrastructure, such as providing reliable broadband connectivity to rural areas, can facilitate the expansion of ICT services and improve access to technology for underserved populations.

Initiatives to promote digital literacy and skill development programs further empower the workforce, making them more competent to take advantage of emerging opportunities in the ICT sector. By fostering a conducive ecosystem through these initiatives, governments can catalyze the growth of the ICT sector, which, in turn, positively impacts the overall economy.

Challenges, Risks, and Mitigations

Venturing into Tanzania's electrical device technology development market presents opportunities and challenges. While the country's emerging electrical device sector offers the promise of growth and innovation, there are several risks that businesses should be mindful of to ensure successful market entry.

One major challenge is the infrastructure limitations. Tanzania's electricity supply still face gaps in rural areas, hindering the reach of electricity services.

To mitigate these challenges, conducting comprehensive market research and partnering with local firms to leverage their knowledge and networks can prove beneficial. Building scalable solutions that can adapt to infrastructure limitations will be crucial. Engaging with regulatory bodies and seeking legal counsel will ensure compliance while fostering innovation, which will help businesses stay ahead of the competition. Successful navigation of these risks will enable companies to capitalize on the vast opportunities of Tanzania's electrical devices market.

The electrical Industry in Tanzania presents a thriving landscape of business opportunities and growth potential. As the nation actively embraces digital transformation and innovation, entrepreneurs and investors find themselves in an advantageous position to tap into this dynamic sector.

With a rapidly expanding electricity infrastructure like BWAWA LA MWL. NYERERE PROJECT and government support fostering a conducive business

environment, diverse domains like mobile technology, digital services, e-commerce, and IT infrastructure development offer enticing prospects for ventures seeking success in the digital realm.

However, infrastructure limitations, regulatory complexities, and intense competition exist. By conducting thorough market research, adapting to local needs, and leveraging government initiatives, businesses can mitigate risks and unlock the vast potential Tanzania's electricity industry has to offer.

7.0 MARKETING STRATEGIES

As part of our marketing strategy, we will engage both penetrate (entry) and persistence strategies. The penetrate strategy will employ digital technology in conducting a social awareness teaser campaign for our services. This will be done using social media and an excellent company website. It will push the way for our products into the market. Location-wise we have opted Ubungo which is near the port of Dar Es Salaam.

As far for the persistence strategy, we look forward to develop and provide excellent services from our best manufactured products.

8.0 MARKET ANALYSIS

This section analyses the status of the market in as far as electrical devices, items and accessories are concerned in the United Republic of Tanzania. It covers the status quo of the market SWOC analysis, assesses market worthiness and outlines market strategy for the planned of the business.

8.1 Status-Quo of the market.

Tanzania Imports from China of Electrical, electronic equipment was US\$431.85 Million during 2022, according to the United Nations COMTRADE database on international trade. Tanzania Imports from China of Electrical, electronic equipment - data, historical chart and statistics - was last updated on December of 2023.

Tanzania's manufacturing sector generated USD 4.1 billion (8% of GDP) in 2018, compared to USD billion, representing an increase of 39% within a period of 4 years. Since agriculture has been the mainstay of the Tanzanian economy, the

manufacturing industry got centered on the processing of local agricultural goods. With the developments attained and techno-economic transformations in place, however manufacturing of products other than agriculture –based products has kicked in. this situation has provided more variety to the manufacturing sector a niche for our company to invest in manufacturing of electronics.

8.2 SWOC Analysis.

Subsection covers the analysis of the overall electronics manufacturing business in the country , and tries to place project in Tanzania market.

8.3 Strengths

The owner of the project have enough muscles to fund the project as their equity amounts up to 100% of the project.

The company also has expatriate staffs who are experienced in the running of the electronics manufacturing business. The management engaged for the project is well acquainted with the general Tanzanian market and has developed into the electronics manufacturing business.

8.4 Weakness

The **majority** shareholders of the company are foreigners and they might not be so acquitted with some legal procedures, environment and circumstances in business of electronics manufacturing in Tanzania but the company has planned to well cooperate the local experienced experts to peruse its course in the business.

8.5 Opportunities

There is assurance of availably of consumers of the electronics products in Tanzania, as manufacturing sector is growing and getting diversified.

Also Tanzania is expecting to be exporting electricity which will be generated from the Julius Nyerere Electricity power plant. So electricity is not an issue in the running of the project in both terms industrial running of the machines for manufacturing and assured electricity supply to the consumers.

Ii the governance Tanzania is characterized by peace and tranquility for there has been no havoc in the country. This is strength as it provides our business with assurance that we will operate smoothly resting assured that promoters' property is secured. With good investment act promoters of the company are guaranteed of freedom from nationalization of their stake in the company.

8.6 Challenges

The procedures in the country are many and relatively complex. The company engages experienced business consultants to overcome this impediment.

There is some completion in the sector electronics business is one of the fast growing business in the country, it attracts interest from big investors both within the country and outside the country. But the company has

9.0 SUMMARY OF PROJECT DESCRIPTION.

PROJECT NAME	LIGHTING INDUSTRY CO. LIMITED
ANNUAL PRODUCTION CAPACITY.	20,000,000 TONS PER YEAR.
EMPLOYMENT CREATION.	THE PROJECT INTENTS TO EMPLOY MORE THAN 27 EMPLOYEES AT THE RATIO OF; 10- SKILLED LABOURS. 17-UNSKILLED LABOURS. 24-LOCAL EMPLOYEES. 3-FOREIGN EMPLOYEES. THE NUMBER IS NOT FIXED SHALL BE INCREASING AS THE PROJECT EXPAND EACH AND EVERY TIME.
TECHNOLOGY USED IN MANUFACTURE OF WIRE MESH AND NAILS.	1. Design and prototyping The initial step is designing the electronic product and creating a prototype. This involves conceptualizing the product, designing the circuitry, and creating a prototype for testing and refinement. 2. Component sourcing Once the design is finalized, the necessary electronic

components are sourced from suppliers. These components can include integrated circuits, resistors, capacitors, connectors, and various other parts required for the product.

3. PCB assembly

The printed circuit board (PCB) is fabricated, and the electronic components are mounted onto it through a process called PCB assembly. Surface mount technology (SMT) is commonly used for this, where the components are soldered onto the PCB using automated machines.

4. Testing

After the PCB assembly, the electronic product undergoes rigorous testing to ensure its functionality, performance, and adherence to quality standards. Various tests, such as functional testing, environmental testing, and reliability testing, may be conducted

5. Enclosure manufacturing

The product's enclosure or casing is manufactured, which provides physical protection and houses the electronic components. Enclosures can be made of plastic, metal, or other materials, and they are often designed to be aesthetically appealing.

6. Final assembly

	<p>The PCB, along with other components such as displays, buttons, connectors, and cables, is integrated into the enclosure. This stage involves the final assembly of the electronic product.</p> <p>7. Quality control</p> <p>Quality control processes are implemented throughout the manufacturing process to ensure that each product meets the required standards. This includes consulting the <u>production quality control checklist</u> and performing inspections, testing, and quality assurance checks at different stages.</p>
<p>TRASFER OF TECHNOLOGY.</p>	<ul style="list-style-type: none"> • Holding a workshop where everyone tries out the new tech and compares it to the old. A virtual classroom is a useful option. It provides an engaging environment for learners to develop their skills and enables you to gather vital data on how successful the training is. • Having a friendly competition where one team uses the old tech and one team uses the new tech to see which is better. Use training software with integrated gamification with leaderboards and reward badges for encouraging employees to participate. • Training of staffs

10. PROJECT INVESTMENT COST. (TSH)

Land/Building,	280,000,000/=
Plant,	600,000,000/=
Vehicle,	40,000,000/=
Pre-expensive	100,000,000/=
Furniture and Fittings	30,000, 000/=
Working Capital	450,000,000/=
Total	1,500,000,000/=

11. PROJECT IMPLEMENTATION SCHEDULE

AT RISK	TASK NAME	ASSIGNED TO	START DATE	END DATE
01.	Industrial Services Marketing campaign.	DIRECTORS	06/01/2024	19/02/2024
02.	Services development	MANAGERS	20/02/2024	28/02/2024
03.	Service Associate selection and training	MANAGERS	01/03/2024	15/03/2024
04.	Outsourced product line development	MANAGERS	16/03/2024	30/03/2024
05.	Complete equipment selections and installations	MANAGERS	01/04/2024	15/04/2024
06.	Managers selections and training begin	MANAGERS	31/04/2024	01/05/2024
07.	Contractors selections for services and products	DIRECTORS	15/05/2024	31/05/2024
08.	Industrial services location	DIRECTORS	01/06/2024	30/06/2024
09.	Sale staff and retailers training Back office training. Applying in others provinces First sale of the product material s	HEAD OF HUMAN RESOURCE	01/07/2024	30/07/2024

12. CASH FLOW STATEMENT PROJECTION.

LIGHTING INDUSTRY CO. LIMITED
STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 DECEMBER 20: BER 2028

	Notes	2028 TZS	2027 TZS	2026 TZS	2025 TZS	2024 TZS
CASH FLOW FROM OPERATING ACTIVITIES						
Profit/(Loss) for the for the year		570,000,000	390,000,000	195,000,000	120,000,000	15,000,000
Adjustment for						
Depreciation expense	7	114,381,313	106,881,313	69,381,313	50,631,313	
		684,381,313	496,881,313	264,381,313	170,631,313	15,000,000
		684,381,313	496,881,313	264,381,313	170,631,313	15,000,000
Movements in working capital						
(Increase)/decrease in trade and other receivables		(15,000,000)	(30,000,000)	19,000,000	(24,000,000)	(20,000,000)
Increase/ (decrease) in trade and other payables		(20,000,000)	(50,000,000)	(18,000,000)	120,000,000	50,000,000
Increase/ (decrease) in Stock		320,000,000	124,000,000	(238,000,000)	(408,000,000)	(91,000,000)
Increase/ (decrease) in Loan						
Net change in working capital		285,000,000	44,000,000	(237,000,000)	(312,000,000)	(61,000,000)
Net cash flow generated/(used) from operating		969,381,313	540,881,313	27,381,313	(141,368,687)	(46,000,000)
CASH FLOW FROM INVESTING ACTIVITIES						
Purchase of equipment/LAND		(30,000,000)	(150,000,000)	(150,000,000)	(1,500,000,000)	(100,000,000)
			-	-	-	-
Net cash outflow from investing activities		(30,000,000)	(150,000,000)	(150,000,000)	(1,500,000,000)	(100,000,000)
CASH FLOW FROM FINANCING ACTIVITIES						
Capital introduced and paid		-		700,000,000	1,900,000,000	400,000,000
Net cash flow from financing activities		-	-	700,000,000	1,900,000,000	400,000,000
Net increase/(decrease) in cash and cash equivalent		939,381,313	390,881,313	577,381,313	258,631,313	254,000,000
Cash and cash equivalents at 01 January		1,480,893,939	1,090,012,626	512,631,313	254,000,000	-
Cash and cash equivalents at 31 December		2,420,275,253	1,480,893,939	1,090,012,626	512,631,313	254,000,000
Represented by:						
Cash and cash equivalent		2,420,275,253	1,480,893,939	1,090,012,626	512,631,313	254,000,000
Check		-	-	-	-	-

13. INCOME STATEMENT

Balance sheet	2024	2025	2026	2027	2028
Fixed assets	150,000,000	200,000,000	260,000,000	149,000,000.00	590,000,000.00
Current assets	19,580,000	207,546,650	240,000,000	250,000,000.00	2,500,000,000.00
Current Liabilities	185,000,000	216,292,750	17,000,000	1,735,000,000.00	150,000,000.00
Net Current assets	-138,745,800	-217,492,200	-253,056,800	(138,700,000.00)	(6000000000)
Net assets	291,520,800	130,000,000	294,573,100	258,000,000.00	250,000,000.00
Income statement					
Financed by					
Accumulated surplus	291,520,800	310,344,800	294,573,100	51,630,000.00	300,344,900.00
Total income	78,447,600	89,297,700	71,674,600	89,297,000.00	40,900,000.00
Total expenses	37,458,800	65,016,200	51,635,200	37,458,000.00	65,160,000.00
Net income	40,988,900	24,281,600	20,039,400	291,000,000.00	409,880,000.00

14. CONCLUSION

Over the past couple of years, Tanzania has made tremendous progress in industrial sector development. This plan has outlines our strategy form 2024 to 2028 and beyond. By working vigilantly to achieve our objectives, we will continue to engage the society in development of the industrial sector, more competitive building material industrial sector which provides top quality service to its members, and a climate in which our volunteers and employees can achieve outstanding performance and personal growth.