

Azam Media Limited

DTT Project - MUX - New Division

Assumptions for the project.

For changes please change figures in Yellow

<b>Investment</b>				
<b>Details</b>	<b>Year</b>	<b>Amount</b>		<b>Total</b>
Civil Construction	2024	5,000,000	2,800	14,000,000
Transmitter & Antenna	2024	7,500,000	2,800	21,000,000
Other Equipments	2024	8,000,000	2,800	22,400,000
Other Equipments	2025	5,000,000	2,850	14,250,000
Other Equipments	2026	4,500,000	2,900	13,050,000
<b>TOTAL INVESTMENT REQUIRED</b>		<b>30,000,000</b>		<b>84,700,000</b>
Other Assets - Op Bal				70,277,065
Intangibles - Op Bal				70,420,652

<b>Finance Cost</b>				
Bank charges		Bank Charges		
Interest - Banks		Int on Loans - Banks		
Interest charges from related party borrowing		Int on Loans - RP		
Interest Charges - Others				
Exchange gain - unrealized		Unrealized Forex Gain / Loss		
Exchange gain - realized		Realized Forex Gain / Loss		

<b>Expected loan</b>				
AMGL		Bank Loan		
Interest		Int on Loans - Banks		
Paid		Int on Loans - RP		
Balance				

		Depreciation				
		Expected Life	2024	2025	2026	2027
		10	700,000	1,330,000	1,197,000	1,077,300
		10	1,050,000	1,995,000	1,795,500	1,615,950
		10	1,120,000	2,128,000	1,915,200	1,723,680
		10	-	712,500	1,353,750	1,218,375
		10	-	-	652,500	1,239,750
			<b>2,870,000</b>	<b>6,165,500</b>	<b>6,913,950</b>	<b>6,875,055</b>
		10	7,027,707	6,324,936	5,692,442	5,123,198
		10	7,042,065	6,337,859	5,704,073	5,133,666

		222,645	244,910	269,400	296,340	325,975
		994,262				
		5,428,635	9,448,024	9,338,743	7,037,917	3,995,273
		5,051,889	6,062,267	7,274,720	8,729,664	10,475,597
		16,143,225				
		<b>27,840,656</b>	<b>15,755,200</b>	<b>16,882,864</b>	<b>16,063,922</b>	<b>14,796,845</b>

	USD	56,238	56,238	54,613	40,448	22,961
	USD	-	3,374	3,335	2,514	1,427
		-	5,000	17,500	20,000	24,388
		56,238	54,613	40,448	22,961	-
	<b>2,800</b>	<b>140,651,835</b>	<b>152,915,092</b>	<b>113,253,836</b>	<b>64,291,753</b>	-

		cl bal			
2028		2024	2025	2026	2027
969,570	CY Addition	57,400,000	14,250,000	13,050,000	
1,454,355	Op Bal	70,277,065	117,779,359	119,538,923	119,982,530
1,551,312	Depreciation	(9,897,707)	(12,490,436)	(12,606,392)	(11,998,253)
1,096,538					
1,115,775					
<b>6,187,550</b>		<b>117,779,359</b>	<b>119,538,923</b>	<b>119,982,530</b>	<b>107,984,277</b>
4,610,878	intang	63,378,587	57,040,728	51,336,655	46,202,990
4,620,299					

358,572
-
12,570,716
<b>12,929,288</b>

-
-
-
-

<b>2028</b>
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107,984,277  
(10,798,428)

**97,185,850**

41,582,691

Projections - BS - Tzs'000  
for the year ended December 31,

	2023	2024	2025	2026	2027	2028
<b>ASSETS</b>						
<b>NON CURRENT ASSETS</b>						
Property, plant and equipment	70,277,065	117,779,359	119,538,923	119,982,530	107,984,277	97,185,850
Intangible Assets	70,420,652	63,378,587	57,040,728	51,336,655	46,202,990	41,582,691
Deferred Tax Asset	2,654,016	-	-	-	-	-
Capital WIP	1,976,420	-	-	-	-	-
	<b>145,328,153</b>	<b>181,157,945</b>	<b>176,579,651</b>	<b>171,319,186</b>	<b>154,187,267</b>	<b>138,768,540</b>
<b>CURRENT ASSETS</b>						
Inventory	38,755,242	42,500,000	45,000,000	45,000,000	45,000,000	45,000,000
Accounts receivable	35,202,030	35,000,000	37,500,000	37,500,000	37,500,000	37,500,000
Cash and cash equivalents	977,850	8,287,039	9,622,320	4,738,692	3,633,606	72,697,602
	<b>74,935,122</b>	<b>85,787,039</b>	<b>92,122,320</b>	<b>87,238,692</b>	<b>86,133,606</b>	<b>155,197,602</b>
<b>TOTAL</b>	<b>220,263,275</b>	<b>266,944,984</b>	<b>268,701,971</b>	<b>258,557,878</b>	<b>240,320,873</b>	<b>293,966,143</b>
<b>EQUITY</b>						
Paid up capital	1,700,000	1,700,000	1,700,000	1,700,000	1,700,000	1,700,000
Accumulated Profit / (Loss)	39,202,259	79,829,892	120,748,136	165,066,125	213,620,873	267,266,143
<b>NON CURRENT LIABILITIES</b>	<b>40,902,259</b>	<b>81,529,892</b>	<b>122,448,136</b>	<b>166,766,125</b>	<b>215,320,873</b>	<b>268,966,143</b>
Borrowings	140,651,835	152,915,092	113,253,836	64,291,753	-	-
Deferred Tax Liabilities	7,013,852	-	-	-	-	-
<b>CURRENT LIABILITIES</b>						
Trade and other payables	31,493,696	32,500,000	33,000,000	27,500,000	25,000,000	25,000,000
Borrowings	201,633	-	-	-	-	-
ST Loan from Group Companies	-	-	-	-	-	-
<b>TOTAL LIABILITIES</b>	<b>179,361,016</b>	<b>185,415,092</b>	<b>146,253,836</b>	<b>91,791,753</b>	<b>25,000,000</b>	<b>25,000,000</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>220,263,275</b>	<b>266,944,984</b>	<b>268,701,971</b>	<b>258,557,878</b>	<b>240,320,873</b>	<b>293,966,143</b>

Projections - Profit & Loss - Tzs ' 000

	2023	2024	2025	2026	2027	2028
<b>Revenue</b>						
Sale of Hardware	47,775,477	50,164,251	52,672,463	55,306,087	58,071,391	60,974,960
Subscription Revenue	212,980,985	223,630,034	234,811,536	246,552,113	258,879,718	271,823,704
Channel Sales	1,431,000	1,502,550	1,577,678	1,656,561	1,739,389	1,826,359
Network Services	6,227,940	6,539,337	6,866,304	7,209,619	7,570,100	7,948,605
Advertisement	4,382,595	4,601,725	4,831,811	5,073,402	5,327,072	5,593,425
Other Income	645,991	678,291	712,205	747,815	785,206	824,466
<b>Total Revenue</b>	<b>273,443,988</b>	<b>287,116,187</b>	<b>301,471,997</b>	<b>316,545,597</b>	<b>332,372,876</b>	<b>348,991,520</b>
Cost of sales	144,920,588	152,166,617	159,774,948	167,763,696	176,151,880	184,959,474
<b>Total Direct Expenses</b>	<b>144,920,588</b>	<b>152,166,617</b>	<b>159,774,948</b>	<b>167,763,696</b>	<b>176,151,880</b>	<b>184,959,474</b>

<b>Gross Profit / (loss)</b>	<b>128,523,400</b>	<b>134,949,570</b>	<b>141,697,049</b>	<b>148,781,901</b>	<b>156,220,996</b>	<b>164,032,046</b>
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<u>Indirect costs</u>						
Administrative expenses	12,114,749	13,023,355	14,000,107	15,050,115	16,178,873	17,392,289
Selling & Distribution	29,015,597	31,191,767	33,531,149	36,045,985	38,749,434	41,655,642
<b>Total Indirect Expenses</b>	<b>41,130,346</b>	<b>44,215,122</b>	<b>47,531,256</b>	<b>51,096,100</b>	<b>54,928,308</b>	<b>59,047,931</b>
<b>EBIDTA</b>	<b>87,393,054</b>	<b>90,734,448</b>	<b>94,165,792</b>	<b>97,685,801</b>	<b>101,292,688</b>	<b>104,984,115</b>
Depreciation	9,008,924	9,897,707	12,490,436	12,606,392	11,998,253	10,798,428
Amortization	10,142,508	7,042,065	6,337,859	5,704,073	5,133,666	4,620,299
<b>EBITA</b>	<b>68,241,622</b>	<b>73,794,676</b>	<b>75,337,498</b>	<b>79,375,336</b>	<b>84,160,770</b>	<b>89,565,388</b>
Finance Cost	27,840,656	15,755,200	16,882,864	16,063,922	14,796,845	12,929,288
<b>Loss before tax</b>	<b>40,400,966</b>	<b>58,039,476</b>	<b>58,454,634</b>	<b>63,311,414</b>	<b>69,363,925</b>	<b>76,636,100</b>
Income tax	8,080,193	17,411,843	17,536,390	18,993,424	20,809,177	22,990,830
<b>Loss after tax</b>	<b>32,320,773</b>	<b>40,627,633</b>	<b>40,918,244</b>	<b>44,317,990</b>	<b>48,554,747</b>	<b>53,645,270</b>

Projections - CFS - Tzs '000  
for the year ended December 31,

	2023	2024	2025	2026	2027	2028
Profit / (Loss) as per P&L	32,320,773	40,627,633	40,918,244	44,317,990	48,554,747	53,645,270
<b>ADD</b>						
Depreciation	19,151,432	16,939,772	18,828,295	18,310,465	17,131,919	15,418,727
Interest Payable	5,428,635	9,448,024	9,338,743	7,037,917	3,995,273	-
Taxation	8,080,193	17,411,843	17,536,390	18,993,424	20,809,177	22,990,830
<b>Operating Profit / (Loss)</b>	<b>64,981,033</b>	<b>84,427,272</b>	<b>86,621,672</b>	<b>88,659,796</b>	<b>90,491,117</b>	<b>92,054,826</b>

<b>WORKING CAPITAL CHANGES</b>						
(Increase)/Decrease in Inventory	2,695,894	(3,744,758)	(2,500,000)	-	-	-
(Increase)/Decrease in Receivables	(21,430,343)	202,030	(2,500,000)	-	-	-
Increase / (Decrease) in Payables	(81,012,895)	1,006,304	500,000	(5,500,000)	(2,500,000)	-
<b>CASH FROM OPERATIONS</b>	<b>(99,747,344)</b>	<b>(2,536,424)</b>	<b>(4,500,000)</b>	<b>(5,500,000)</b>	<b>(2,500,000)</b>	<b>-</b>
Less: Interest Payment						
Tax Payments	4,981,726	19,795,261	17,536,390	18,993,424	20,809,177	22,990,830
<b>NET CASH FROM OPERATIONS</b>	<b>(39,748,037)</b>	<b>62,095,587</b>	<b>64,585,282</b>	<b>64,166,372</b>	<b>67,181,939</b>	<b>69,063,997</b>

<b>Investing Activities</b>						
FA purchased	(7,510,791)	(57,400,000)	(14,250,000)	(13,050,000)	-	-
<b>CASH UTILIZED IN INVESTING</b>	<b>(7,510,791)</b>	<b>(57,400,000)</b>	<b>(14,250,000)</b>	<b>(13,050,000)</b>	<b>-</b>	<b>-</b>

<b>FINANCING ACTIVITIES</b>						
Capital	-	-	-	-	-	-
LT Borrowings	51,465,240	2,815,233	(49,000,000)	(56,000,000)	(68,287,026)	-
ST Loan from Group Companies	-	-	-	-	-	-
<b>NET CASH FROM FINANCING ACTIVITIES</b>	<b>51,465,240</b>	<b>2,815,233</b>	<b>(49,000,000)</b>	<b>(56,000,000)</b>	<b>(68,287,026)</b>	<b>-</b>

<b>TOTAL CASH UTILIZED</b>	<b>4,206,412</b>	<b>7,510,820</b>	<b>1,335,282</b>	<b>(4,883,628)</b>	<b>(1,105,087)</b>	<b>69,063,997</b>
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<b>MOVEMENT IN CASH</b>						
At start of period	(3,430,193)	776,219	8,287,039	9,622,320	4,738,692	3,633,606
Increase during period	4,206,412	7,510,820	1,335,282	(4,883,628)	(1,105,087)	69,063,997
<b>At end of period</b>	<b>776,219</b>	<b>8,287,039</b>	<b>9,622,320</b>	<b>4,738,692</b>	<b>3,633,606</b>	<b>72,697,602</b>