



OGTL Five-year Plan

Forecasts of Profit and Loss, Balance Sheet and assumptions for 2024 -2028



Part of AOG

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Executive Summary

- **Vision**
“OGTL is passionately committed to supply LPG to households and businesses of Tanzania. OGTL is aiming to contribute to the supply of at least one gas cylinder per Tanzanian dwellings over 10 years”
- **Mission**
“OGTL is supplying daily and safely, available, sustainable, affordable, portable and environmental friendly LPG.”
- **Strategy**
“ Capturing profitable growth whilst adapting the Company to Tanzania fast market development”
- **Summary**
 - Incorporated in 2006./ 100 M USD investment since 2015 / Another 46M USD needed to prepare OGTL 2.0 by 2025
 - Tanzania LPG market attractiveness / Market Size: 250KT incl 120KT local sales / 1.9 Kg /y/cap.7 Kg/y/cap by 2030.
 - 45 M USD Capex needed 2021-2023, infrastructure (16 M USD) and cylinders to support OGTL growth strategy.
 - Proven track record since 2018 despite challenges faced in 2022./ Continuous branded sales development
- **Business Environment**
 - Challenging yet conducive for the implementation of the above and below
 - Acquisition and business optimization opportunities

OGTL / OGZAN ESG Initiatives



What we daily do.....



Situation Analysis

Financial performance for past 3 years

TZS'000	Oryx Gas Tanzania Ltd			Increase /(Decrease)	
	Actual 2021	Actual 2022	Actual 2023	F22 Vs F21	F23 Vs F22
Product volumes (MT)	72,984	76,410	94,974	5%	24%
Gross Profit	48,756,714	53,007,482	76,686,900	9%	45%
GP per MT (USD/MT)	668,045	693,726	807,450	4%	16%
Fixed expenses (direct)	(13,811,648)	(15,547,345)	(17,835,284)	13%	15%
Fixed expenses (indirect)	(5,259,390)	(6,400,287)	(7,093,219)	22%	11%
Statutory EBITDA²	30,086,011	31,713,238	53,085,907	5%	67%
Depreciation	(19,271,717)	(15,111,873)	(13,612,580)	-22%	-10%
Cylinders deposits amortization	6,785,110	6,849,410	6,749,055	1%	-1%
Financial income / expenses third	(1,235,952)	(2,816,559)	(10,686,803)	128%	279%
Financial expenses Group (Int. + PCG)	(888,901)	(1,864,324)	(1,919,986)	110%	3%
Taxes	(4,678,774)	(6,686,410)	(12,323,545)	43%	84%
Net Profit before IMI	10,795,777	12,083,483	21,292,048	12%	76%

Performance goals

- Volume of the company to double 2023 volume (102KT) by end of 2028 (200Kt)
- Attain EBITDA of 40M USD by 2028
- Introduction of Autogas segment by 2025 to contribute to overall volume
- Engage third parties for hospitality, refill service and revaluation of cylinders to generate additional business income.
- Continue improvement of margin throughout each category
- Cost containment is one of the key items to support the strategic goals
- Embed marketing element to our ESG initiatives to promote volume
- Continue repairs and maintain our consumer sites, and depots to meet HSSEQ requirements and improve efficiency.
- Mitigation of FX losses.
- Minimum/zero product loss

Five-year Plan

Five years' P&L projection

TZS'000	Oryx Gas Tanzania Ltd								
	Budget 2024	Budget 2025	Budget 2026	Budget 2027	Budget 2028	Increase/(Decrease)			
Product volumes (MT)	88,669	107,832	152,469	176,169	203,390	22%	41%	16%	15%
Gross Profit	60,950,837	69,145,716	92,587,974	109,357,472	128,832,654	13%	34%	18%	18%
GP per MT (USD/MT)	687,396	641,235	607,256	620,753	633,426	-7%	-5%	2%	2%
Fixed expenses (direct)	(18,454,978)	(20,419,910)	(19,143,400)	(15,969,944)	(9,766,526)	11%	-6%	-17%	-39%
Fixed expenses (indirect)	(5,988,446)	(7,661,124)	(11,745,737)	(18,008,107)	(27,609,329)	28%	53%	53%	53%
Statutory EBITDA²	36,805,031	41,367,608	61,698,837	75,379,422	91,456,798	12%	49%	22%	21%
Depreciation	(20,270,582)	(19,017,348)	(21,677,819)	(23,796,829)	(26,342,971)	-6%	14%	10%	11%
Cylinders deposits amortization	7,264,650	7,022,685	5,006,079	5,616,829	6,354,076	-3%	-29%	12%	13%
Financial income / expenses third	(3,464,375)	(5,668,394)	(2,353,605)	(5,674,463)	(5,129,956)	64%	-58%	141%	-10%
Financial expenses Group (Int. + PCG)	(238,500)	(267,537)	(280,914)	(294,960)	(309,708)	12%	5%	5%	5%
Taxes	(6,148,338)	(7,968,585)	(14,837,402)	(17,930,500)	(23,109,884)	30%	86%	21%	29%
Net Profit before MI	13,947,886	15,468,429	27,555,176	33,299,500	42,918,356	11%	78%	21%	29%

Comments

- Investment in Sphere in 2025 that will be fully funded by separate term loan
- Depreciation will increase due to increased investment.
- Costs growth at estimated 10%

Balance Sheet

Five-year Balance Sheet projection

	2024	2025	2026	2027	2028
	TZ\$'000	TZ\$'000	TZ\$'000	TZ\$'000	TZ\$'000
ASSETS					
Non-current assets					
Property, plant and equipment	180,099,198	213,806,558	249,294,922	273,663,537	302,944,169
Intangible assets	8,378	8,378	8,378	8,378	8,378
Right-of-use	8,692,176	8,692,176	8,692,176	8,692,176	8,692,176
Total non-current assets	188,799,752	222,507,111	257,995,476	282,364,091	311,644,723
Current assets					
Inventories	7,477,706	8,702,888	10,190,839	11,832,821	13,723,223
Trade and other receivables	9,670,396	9,122,431	9,656,280	10,245,392	10,923,632
Balances due from related parties	766,427	1,561,215	1,828,140	2,122,696	2,461,816
Cash and bank balances	991,068	1,191,965	801,407	1,153,336	1,197,869
Total current assets	18,905,597	20,578,499	22,476,666	25,354,245	28,306,540
Total assets	207,705,348	243,085,610	280,472,142	307,718,336	339,951,263
EQUITY AND LIABILITIES					
Share capital	2,700,000	2,700,000	2,700,000	2,700,000	2,700,000
Retained earnings	108,486,022	112,511,131	140,066,307	173,365,807	206,284,162
Dividends	(16,200,000)	-	-	(10,000,000)	(15,000,000)
Total equity	94,986,022	115,211,131	142,766,307	166,065,807	193,984,162
Non-current liabilities					
NMB TL	11,330,029	7,514,551	3,193,841	-	-
Sphere TL	-	14,392,500	28,928,925	19,819,730	14,172,076
Lease liabilities	10,175,566	10,175,566	10,175,566	10,175,566	10,175,566
Deferred tax asset	4,540,904	4,540,904	4,540,904	4,540,904	4,540,904
Total non-current liabilities	26,046,499	36,623,521	46,839,236	34,536,200	28,888,546
Current liabilities					
Lease liabilities - Current Portion	853,486	853,486	853,486	853,486	853,486
Trade and other payables	22,724,093	28,849,692	32,833,498	37,225,797	42,273,768
Cylinder deposit	32,096,425	34,929,922	38,517,071	42,960,459	48,382,945
Bank overdrafts	28,035,004	23,654,039	15,698,722	23,112,768	22,604,536
Current tax asset	-	-	-	-	-
Balances due to related parties	2,963,820	2,963,820	2,963,820	2,963,820	2,963,820
Total current liabilities	86,672,828	91,250,958	90,866,598	107,116,329	117,078,555
Total equity and liabilities	207,705,348	243,085,610	280,472,142	307,718,336	339,951,263

Comments

- Solid Balance Sheet reflecting OGTL business strength and resilience
- Such Balance Sheet will trigger further dividends payment
- Trade receivable marginally growing driven by consumer sales for which credit terms will continue. Majority of the business remains a cash business
- PPE growth a reflection of the capex investments
- Long term debt to finance growth projects on 70/30 basis



Thank you



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