

**LEADERS LINK COMPANY LIMITED**

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**BUSINESS PLAN  
FOR  
INTERGRATED MIX FARMING PROJECT**

**PREPARED FOR:**

LEADERS LINK COMPANY LIMITED  
P.O. Box 2429  
DAR ES SALAAM

## **1.0. EXECUTIVE SUMMARY**

The shareholders of LEADERS LINK COMPANY LIMITED have resolved to establish a project for Integrated mix farming. The projects will farm special grass and other crops for local and export market. To legalize all this and in order for them to operate profitably professionally and legally, they approached our firm and assigned us to do the following:-

- To write a bankable feasibility study reports will show cost and revenue of PHASES II, III & IV.
- To amend write and fill all key Legal and administrative documents connected to the Sale Agreement/Lease agreement.
- To fill register and pay for registration fees certificate of Incentive and all other related documents to relevant offices.
- To apply for capital deemed capital goods to Tanzania Revenue Authority and lastly to
- Assist them to plan how to operate profitably professionally but within the ambit of law among others.

## **2.0. PROJECT CONCEPT AND CAPACITY**

The directors of this company among others plan in Phases II & III to do the following:-

- To purchase a land for farming various crops
- To construct spacious warehouses.
- To order a new standby generator which will be used during blackouts.
- To order a spacious motor vehicle (special) which will be fitted with cold room facilities to assist distribution of beef and chickens to their customers.
- To construct a spacious office block which will accommodate administrative block, managers office, directors board room e.t.c. and lastly

- To recruit more professionals in this field to enable the project to operate professionally.

All this will be possible once the said project will be registered and issued with certificate of Incentive. – We have no doubt to this as we plan to present a detailed business plan in this respect which will be supported with all key legal and administrative documents.

## **2.1. LEGAL STRUCTURE**

In phase 1 the project was and still is operating within the ambit of law to prove this fact the company is a holder of the following key legal and administrative documents:-

- Memorandum and articles of Association.
- Certificate of Incorporation
- Tax Identification Number
- Business Licence
- Latest Annual Returns which was filled to BRELA
- Insurance Documents
- Valuation Report
- Land Documents plus Land Rent Tax clearance certificate.
- Letter from Financial Institution showing the latest approval of an overdraft facility to the company and lastly.
- A board resolution among others.

All these are annexed together with the feasibility study report under Annexed B” and of course they form part of this study/

## **2.2. THE INVESTMENT**

Total investment cost of this project has been projected to cost USD 505,000. The project will be fully financed by foreign equity. Details of all this are as per Appendix 1 in this feasibility study report.

## **2.3. MARKET SEGMENTS**

The market in Eastern Zones, Northern Zone, Central Zone and Coast region is unlimited this is due to the fact that booming for industries and easy to find other markets like in Eastern Zone, Central Zone and neighboring countries, the hub of agriculture in the Tanzania especially in neighboring zone there is population of about 20 million people who took meat and other various crops. There is more than 290 tourist hotels in near by zone and Central Zone especially Dodoma is a strategic located as one of the market place expected, this prove the fact that the establishment programme of this project will meet a ready market in this respect. All this is debated in details in the main report.

## **2.4. FINANCIAL AND OTHER RELATED ISSUES**

In this project document we have taken trouble to compute key financial figures among them they include that of:-

- The Investment Pattern
- The Project cash Flow statement
- Projected Profit and Loss Statement
- Projected Balance Sheet Statement
- Depreciation Schedule and Lastly
- The Internal Rate of Return

All the above mentioned computations prove both the profitability and viability of this project – details of all this are debated under para 6.0 -6.6 in this feasibility study report and the same are supported from “Appendix 1 – 7”

## **2.5. CONCLUSION**

Going by facts and figures in this project document one can easily conclude that the project was and still is viable. Profitable socially accepted and with a lot of social impact together with other multiplying issues.

## **2.0 MAIN REPORT**

### **2.1 BACKGROUND INFORMATION**

As stated in the Executive Summary, the new shareholders of this company have decided to establish this project of integrated mix farming. To reach to this decision they have approached our firm and have assigned us to do the following:-

- To write a detailed feasibility study report and present the same to Tanzania Investment Centre policy and to the Tanzania Investment Act, 1997.
- To write a bankable business plan and present the same to Tanzania Investment Centre in order to apply for Certificate of Incentive.
- Once all this is done they have assigned us to update all key legal and administrative documents and lastly apply for exemption of all capital deemed capital goods to Tanzania Revenue Authority once the Certificate of Incentive is granted.

### **2.2 PROJECT CONCEPT**

Key issues connected to the establishment of this project is to capitalize on the wide market connected to this business – another issue which the shareholders of this company want to achieve is to improve quality of their products they also plan to increase the number of staff by employing well motivated staff – all these efforts will increase productivity at the farm and of course increase market share to the advantage of the promoters of this project.

### **2.3 PROJECT STRUCTURE AND TECHNOLOGY**

The company plan to start with farming various short term crops, which will be sold to various nearby market and some products will be for export. The company will import new and modern equipment's for farming of various crops.

The company aims to introduce new breeds (Cows, Goats and sheeps) which will also provide some to out growers to allow them to buy back fresh breed cows and chicken from those outgrowers. The modal has been adopted very well from India, Ghana, Botswana and Uganda. The slaughter houses will have modern slaughtering machine which will imported from India and japan.

### **2.3 LEGAL STRUCTURE**

All key legal and administrative documents connected to this project are in order the same are listed serially under para 1.2 above, as stated in the executive summary all are annexed together with this study and form part of this study.

### **3.1 MARKET SEGMENTS**

Markets connected to this projects can be Illustrated as under.

### **3.2 DISTRIBUTION CHANNELS**

The company have its our van which time and again is used to distribute the produces to the customers. It has been planned in this phase after the approval Tanzania Investment Centre to buy vehicle which will be dealing with customers who are located away from Morogoro e.g. Dodoma, Dar es Salaam and Tanga, neighboring countries such as Kenya, Zambia, Congo and Malawi – to date one can conclude that all channels of distribution of their products are operating efficiently.

### **3.4 SWOT ANALYSIS**

We have tasted the marketability of the entire project based on a professional approach (SWOT ANALYSIS) the result if this approach have revealed the following basis facts:-

## **Strength**

Strength of this project is backed by several policies e.g. Agriculture Policy of Tanzania, the Investment Policy among others. The location of the project is another added advantage.

## **Weakness**

The project is affected both by capital budget and partially with operational budget, besides the fact that the company is enjoying an overdraft from one of financial institution here in Morogoro Region the current interest rate changed time and again affects smooth running of the project. The shareholders cum directors of this company have resolved and decided to apply for term loan from in order to diffuse the financial gap currently experienced in the company cash flow.

## **Opportunities**

Due to the fact that the project is located in the heart of tourism industry, the opportunities connected to this project are unlimited – to cap it all, the economic performance of Morogoro, Dodoma, Dar es Salaam, Tanga and other neighboring countries added advantage and indeed it is an opportunity to promoters of this project.

## **Threats**

There are investors in Dar es Salaam, Arusha and Moshi especially foreign investors who have established supermarkets and they import meat and chicken from abroad and from South Africa and sometimes from East African region, this might pose a threat to this business. We expect the government will take proper action to safeguard the local market which crate a lot of multiplying effects to the government of United Republic. Based on the aforementioned analysis one can

easily conclude that the project stand a better chance of proving to be both profitable and sustainable.

### **Demand**

Figures in this feasibility study report prove that demand of horticulture products, meat and chicken in Morogoro, Dodoma Region, override the levels of supply.

### **Supply at the Farm**

Supply of chicken is steady through the year as the promoters of this project have professional plans of rotation once the 1<sup>st</sup> stock of chicken is sold another stock is ready for sale this approach is capable of maintaining the supply of chicken for twelve months. In short, supply of chicken in Coast Region and Dar es Salaam as debated under para 3.1 will always find a ready market to the advantage of shareholders of this company.

## **4.0 JUSTIFICATION OF THIS PROJECT**

### **4.1 WHY THE PROJECT**

The project in question is important to the economy, the locality where this project is located is also important for people and indeed to all Tanzanians as there is a lot of spiral over effect both socially and economically.

### **4.2 THE AGRICULTURE POLICY**

The ministry agriculture have its own policy, among key issues connected to this policy is to encourage projects of this nature. - This being the case we expect and believe that the shareholders of this company will be supported not only by the government but also by Tanzania Investment Centre all the above mentioned facts justify why this project need to be supported and financed of course after it has been registered with Tanzania Investment Centre.

#### **4.4 THE IMPACT OF THIS BUSINESS TO THE ECONOMY**

The company in order to make food for chicken and cows the company will buy a lot of cereals to farmers in and outside Morogoro region, all this have a possible multiplying effect to the economy of not only Morogoro Region but also to the economy of United Republic of Tanzania. All these facts as it has been the case before, justify the importance of this project and justify its implementation.

#### **4.5 ECONOMIC VISION 2025**

The Tanzania economic vision 2025 among others forget to improve the economy of Tanzania. Going by annexed financial statements and what has been portrayed in the audit accounts and management accounts, it goes without saying therefore that the project is in conformity to the economic vision 2025 – this fact justify implementation of this project.

### **5.0 EMPLOYMENT, MANAGEMENT AND CONTROL**

#### **5.1 THE ADMINISTRATION SET UP & EMPLOYMENT**

The management of this company is guided by official policies (management and accounting). All staff are well motivated and are guided by the following administrative structure. The project expect to have twenty two direct employees. But the nature of this project is expected to more than 400 indirect employments.

#### **5.2 ACCOUNTS DEPARTMENT**

At the farm the accounts department is properly guided by a registered chief accountant, the chief accountant is a member of NBAA and he is time and again assisted by well motivated staff in stores, purchases department and in the accounts department. The chief accountant has a duty of preparing daily,

weekly, monthly and yearly and reports all this prove the administration live of command in the accounts department to be very effective.

### **5.3 STORES AND REPORTING SYSTEM**

The stores is managed by a celebrated storekeeper who is conversant with stores accounting, as it has been the case with the chief accountant he also reports to the board daily, weekly, monthly and yearly this proves that store accounting is water tight to guarantee a tight stores accounting.

### **5.4 INTERNAL AUDITOR AND EXTERNAL AUDITORS**

Internal auditors are assigned to monitor internal control of all business transaction of the company external auditors are assigned to prepare final accounts in conformity to the National Board of accounts and Auditors Act and of course they work closely with Tanzania Revenue Authority.

### **5.5 THE BOARD**

The board of directors is the policy maker of the entire organization the board is also the watchdog of the company.

## **6.0 PROJECTED COST AND REVENUE OF THE PROJECT**

### **6.1 ASSUMPTION**

When we were computing the annexed financial statements we assumed as follow:-

- Tourism industry will continue to boom in the southern circuit.
- Peace and tranquility will continue to be maintained in Tanzania.
- The economy of Tanzania will stabilize and will continue to grow positively.

### **6.2 THE INVESTMENT PATTERN**

The investment pattern is as per appendix 1 in this feasibility study report the ratio of contribution has been projected to be at the ratio of 33% 67% respective – What has been shown as equity include total investment made so far at face value, a detailed valuation report tells it all.

### **6.3 PROJECTED CASH FLOW STATEMENT**

Projected cash flow statement is as per appendix 2 in this feasibility study report the cash flow is positive thought the trading period save for year 3 and year 6 this is so due to an element of the investment of plant and equipment of course repair and maintenance of buildings.

### **6.5 PROJECTED PROFIT & LOSS STATEMENT**

Projected profit and loss statement are annexed under appendix 4. The figures show profitability through the trading period.

### **6.6 PROJECTED BALANCE SHEET**

The projected balance sheet is annexed under appendix 5 in this feasibility study report. The annexed balance sheet prove the viability of this project.

### **6.7 PROJECTED DEPRECIATION SCHEDULE**

The projected depreciation schedule is annexed under appendix 6 we have taken trouble to compute all this in order to alert the management to plan for a profession replacement of fixed asset in their official fixed asset register.

### **6.8 PROJECTED INTERNAL RATE OF RETURN**

This project is related to farming/ agriculture or projects like animal husbandry the I.R.R at the rate of 19.5% to us is favorable.

## **7.0 PROFESSIONAL OPINION**

### Economic Consideration

The contribution of projects of this nature to national GDP Prove that projects of this nature need to be encouraged – a lot of different taxes will be taped as it is the case now. (Refer to annexed data/statistics)

### Social Benefits Connected to Projects

A lot of people will be employed and a lot of people will get a ready market to sell their products like maize, vegetables e.t.c. all this have a very positive social impact and political impact.

## **7.3 ENVIRONMENT ISSUES AND OTHER HEALTH HAZARDS**

The management expect to employ experts in this respect as the result we don't expect any health hazards to affect smooth running of the entire project.

## **7.4 OTHER BALUE ADDED ISSUES**

A lot of people will benefit once this project will be expanded to accommodate phase 11 & 111. Farmers, professionals and villages surrounding the area, shops of spares, petrol stations to name but few are among indirect beneficiaries of this projects.

## **7.5 IMPLEMENTATION SCHEDULE**

The company has already purchase land in Morogoro and expecting acquisition of Derivative through Tanzania Investment Centre will be finish before March 2025.

December 2024 the company will Import fabricated structures and slaughtering machines which will expected to reach on Jan 2025. The installation process will finish before March 2025, and startup of project will be expecting to be on April 2025.

## **7.6 CONCLUSION**

The project is viable, profitable and sustainable as it has social political and economic impact to the country and that it is in line with a lot of policies and of course it is in line with the economic vision 2025, we thus recommend the project to be registered by TRA, assisted by government officials and financed by financial institution.

# **FINANCIAL STATEMENTS**

PARTICULAR	AMOUNTS USD
Land and Buildings	65,000
Plant & Machines	190,000
Motor Vehicles	103,000
Furniture & Fixtures	10,000
Pre Expenses	10,000
Working Capital	127,000
<b>TOTAL</b>	<b>505,000</b>

FIXED ASSETS SCHEDULE						
NAME OF ASSETS		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Land and Buildings		65,000	61,750	58,500	55,250	52,000
Plant & Machines		190,000	152,000	114,000	76,000	38,000
Motor Vehicle		103,000	95,000	90,000	85,000	80,000
Furniture & Fixtures		10,000	8,750	40,000	35,000	30,000
<b>Total</b>		<b>368,000</b>	<b>317,500</b>	<b>302,500</b>	<b>251,250</b>	<b>200,000</b>
Depreciation		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Land and Buildings		3,250	3,250	3,250	3,250	3,250
Plant & Machines		38,000	38,000	38,000	38,000	38,000
Motor Vehicles		8,000	5,000	5,000	5,000	5,000
Furniture & Fixtures		1,250	1,250	1,250	1,250	1,250
<b>ANNUAL DEPRECIATION</b>		<b>50,500</b>	<b>47,500</b>	<b>47,500</b>	<b>47,500</b>	<b>47,500</b>
<b>CLOSING FIXED ASSETS</b>		<b>317,500</b>	<b>270,000</b>	<b>255,000</b>	<b>203,750</b>	<b>152,500</b>

OTHER OPERATING COST						
Other Operations Cost		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Motor Vehicle running expens		26,000	28,340	30,891	33,671	36,701
Salaries and Wages		36,000	39,600	43,560	47,916	52,708
Administrative Overhead Costs		15,000	16,500	18,150	19,965	21,962
Utility Costs		15,000	16,500	18,150	19,965	21,962
Interest on Loan		10,000	9,000	8,100	7,290	6,561
Communication Exepnses		25,000	27,500	30,250	33,275	36,603
<b>Total Costs</b>		<b>127,000</b>	<b>137,440</b>	<b>149,101</b>	<b>162,082</b>	<b>176,495</b>

PROJECTED BALANCE SHEET						
		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Fixed Assets		368,000	1,267,000	2,248,800	3,288,370	4,402,063
Long term Assets						
Depreciation		50,500	47,500	47,500	47,500	47,500
<b>Total long term assets</b>		<b>317,500</b>	<b>1,219,500</b>	<b>2,201,300</b>	<b>3,240,870</b>	<b>4,354,563</b>
Current Assets						
Cash		505,000	580,750	667,863	768,042	883,248
Account Receivable		127,000	146,050	167,958	193,151	222,124
Inventory		0	0	0	0	0
<b>Total Current Assets</b>		<b>632,000</b>	<b>726,800</b>	<b>835,820</b>	<b>961,193</b>	<b>1,105,372</b>
<b>Total Assets</b>		<b>949,500</b>	<b>1,946,300</b>	<b>3,037,120</b>	<b>4,202,063</b>	<b>5,459,935</b>
<b>Current Liabilities</b>						
Accounts Payable		31,750	36,513	41,989	48,288	55,531
Other Current Liablit		3,750	4,313	4,959	5,703	6,559
<b>Subtotal Current Liabi</b>		<b>35,500</b>	<b>40,825</b>	<b>46,949</b>	<b>53,991</b>	<b>62,090</b>
<b>Long term Liabilities</b>						
Long term Liabilitie		0	0	0	0	0
<b>Total Liabilities</b>		<b>35,500</b>	<b>40,825</b>	<b>46,949</b>	<b>53,991</b>	<b>62,090</b>
<b>Captil and Reserves</b>						
Owners Contribution		505,000	1,085,873	2,324,261	4,875,409	10,066,974
<b>Retained Earning</b>		<b>40,373</b>	<b>111,691</b>	<b>179,938</b>	<b>262,165</b>	<b>361,174</b>
<b>Total Capital</b>		<b>580,873</b>	<b>1,238,389</b>	<b>2,551,148</b>	<b>5,191,565</b>	<b>10,490,237</b>

PROJECTED INCOME STATEMENT						
		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Sales Revenue		732,250	878,700	1,054,440	1,265,328	1,518,394
Cost of Sales		14,645	14,645	14,645	14,645	14,645
<b>Gross Profit</b>		<b>717,605</b>	<b>864,055</b>	<b>1,039,795</b>	<b>1,250,683</b>	<b>1,503,749</b>
<b>Operating Expenses</b>						
Administrative Overhead						
Costs		15,000	15,150	15,302	15,455	15,609
Motor Vehicle running		26,000	26,260	26,523	26,788	27,056
Salaries and Wages		36,000	36,360	36,724	37,091	37,462
Depreciation		50,500	51,005	51,515	52,030	52,551
Utility Costs		15,000	15,150	15,302	15,455	15,609
Insurance		12,625	12,751	12,879	13,008	13,138
Interest on Loan		10,000	10,100	10,201	10,303	10,406
<b>Total Expenses</b>		<b>124,125</b>	<b>125,366</b>	<b>126,620</b>	<b>127,886</b>	<b>129,165</b>
<b>Profit before Tax</b>		<b>593,480</b>	<b>738,689</b>	<b>913,175</b>	<b>1,122,797</b>	<b>1,374,584</b>
Tax (30%)		178,044	221,607	273,953	336,839	412,375
<b>Profit After Tax</b>		<b>415,436</b>	<b>517,082</b>	<b>639,223</b>	<b>785,958</b>	<b>962,209</b>

RETURN ON INVESTMENT (ROI)					
YEAR	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
PROFIT AFTER TAX	415,436	517,082	639,223	785,958	962,209
EQUITY	505,000	505,000	505,000	505,000	505,000
% RATE OF RETURN	82.26%	102.39%	126.58%	155.64%	190.54%