

PROJECT TO PURCHASE 30 TRUCKS AND 30 TRAILERS



PANONE AND COMPANY LIMITED

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1. Executive Summary

Panone and Company Limited is a private limited liability company which is registered under laws of Tanzania (Companies Act, 2002)

The company has the following core Business activities:

- Sales of Fuel (Petrol, Diesel & Kerosene)
- Fuel Cargo transportation services

To acquire and build fully fledged retail outlets, Panone and company Ltd has a total of 19 fuel stations

We also operate a fleet of trucks which currently stands at 187 trucks which are doing both local cargo transportation and transit cargo transportation. It's good to note that our fleet comprise of mainly fuel tankers.

2. Business Overview

2.1 Business History

Panone and Company Limited was incorporated in the year 2003 and as name connotes it's coined from a family name. The started its business as sole proprietor aiming at covering the whole state to carry fuel retail business as well as transportation of fuel products.

The company has continued to grow its core business of fuel retailing as well as transportation. Currently the company has 19 fuel stations and a fleet of 187 fuel tankers.

The key underlying objective of the company is firstly to capture the whole market in Tanzania through our variety distribution channels. Secondly is to offer the world class transportation services for petroleum products across the east African region.

2.2 Ownership

This is a family business such that the shareholders and directors belong in the same family. This relationship has proven invaluable, and has resulted into good governance structure.

2.3 Vision and Mission Statement

Mission:

The mission of Panone and Company Limited is to become a leading profitable wholesale and retail fuel company maintaining good corporate citizenship.

Vision:

To become the largest fuel retailer across all regions in Tanzania, through excellent services provision

3. Proposed Asset finance facility to Purchase 30 Units of Trucks and 30 Units of Trailers at cost of USD 4,954,524/=

3.1 Description of Product

3.1.1 Asset finance Loan to Purchase 30 Trucks

Panone and company Ltd will source 10 brand new Trucks from Scania a supplier in Tanzania at a unit cost of USD 133,340 making a total cost of USD 1,333,400 in which only 20% of the total cost to be financed by the bank. 20 FAW Trucks from Transinnovation Motors Tanzania Limited a supplier in Tanzania at a unit cost of USD 59,427.71 with duties in Tanzania. Therefore, the amount of facility will be USD 1,188,554.20/=

3.1.2. Asset finance Loan to Purchase 30 Tanker Semi Trailer

The company intends to purchase 25 brand new Aluminium Tanker Semi Trailer from Serin Ltd in Turkey at a unit cost of USD 82,010 and 5 Trailers from Aluminium Trailers Limited a supplier in Tanzania at a unit cost of USD 76,464 together with duties at Tanzania. Therefore, the amount of facility will be USD 2,432,570/=

4. Loan Tenure and Project Return on Investment

The loan duration is expected to be 4 years as advised by our four years' income projection from the project.

4.1 Projected income statement yearly and monthly for 4 years

The projected income statement shows the project will run profitably for the entire period of four years with each truck doing at least one and half trips of transit haulage per month.

Yearly Projected Income statements

PROJECTED INCOME STATEMENTS FOR 30 TRUCKS
FOR THE PERIOD OF FOUR YEARS

	Year 1 TZS'000	Year 2 TZS'000	Year 3 TZS'000	Year 4 TZS'000
Sales	9,813,600	9,813,600	9,813,600	9,813,600
Direct Costs	(3,958,972)	(3,958,972)	(3,958,972)	(3,958,972)
Gross Profit	5,854,628	5,854,628	5,854,628	5,854,628
Gross Margin	60%	60%	60%	60%
Operating Expenses	(3,607,774)	(3,607,774)	(3,607,774)	(3,607,774)
Profit Before interest and tax	2,246,854	2,246,854	2,246,854	2,246,854
Interest Expenses	(771,135)	(552,073)	(335,771)	(124,590)
Tax Expense (30%)	(442,716)	(508,434)	(573,325)	(636,679)
Profit after tax	1,033,003	1,186,347	1,337,758	1,485,585
Margin	11%	12%	14%	15%

Monthly Projected Income statements

Year 1	January	February	March	April	May	June	July	August	September	October	November	December
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
Sales	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800
Direct Costs	(363,216)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)	(322,042)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)
Gross Profit	454,584	495,758	489,289	495,758	495,758	475,579	495,758	495,758	489,289	495,758	495,758	475,579
Gross Margin	56%	61%	60%	61%	61%	58%	61%	61%	60%	61%	61%	58%
Operating Expenses	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)
Profit Before interest and tax	153,936	195,110	188,641	195,110	195,110	174,931	195,110	195,110	188,641	195,110	195,110	174,931
Interest Expenses	(72,122)	(70,731)	(69,328)	(67,914)	(66,489)	(65,053)	(63,605)	(62,145)	(60,674)	(59,191)	(57,695)	(56,188)
Tax Expense (30%)	(24,544)	(37,314)	(35,794)	(38,159)	(38,586)	(32,964)	(39,452)	(39,890)	(38,390)	(40,776)	(41,225)	(35,623)
Profit after tax	57,270	87,066	83,519	89,037	90,035	76,915	92,054	93,076	89,577	95,144	96,191	83,121
Margin	7%	11%	10%	11%	11%	9%	11%	11%	11%	12%	12%	10%

Year 2	January	February	March	April	May	June	July	August	September	October	November	December
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
Sales	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800
Direct Costs	(363,216)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)	(322,042)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)
Gross Profit	454,584	495,758	489,289	495,758	495,758	475,579	495,758	495,758	489,289	495,758	495,758	475,579
Gross Margin	56%	61%	60%	61%	61%	58%	61%	61%	60%	61%	61%	58%
Operating Expenses	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)
Profit Before interest and tax	153,936	195,110	188,641	195,110	195,110	174,931	195,110	195,110	188,641	195,110	195,110	174,931
Interest Expenses	(54,668)	(53,136)	(51,591)	(50,034)	(48,464)	(46,881)	(45,285)	(43,675)	(42,053)	(40,417)	(38,767)	(37,104)
Tax Expense (30%)	(29,780)	(42,592)	(41,115)	(43,523)	(43,994)	(38,415)	(44,948)	(45,431)	(43,977)	(46,408)	(46,903)	(41,348)
Profit after tax	69,487	99,382	95,935	101,554	102,653	89,636	104,878	106,005	102,612	108,286	109,440	96,479
Margin	8%	12%	12%	12%	13%	11%	13%	13%	13%	13%	13%	12%

Year 3	January	February	March	April	May	June	July	August	September	October	November	December
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
Sales	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800
Direct Costs	(363,216)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)	(322,042)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)
Gross Profit	454,584	495,758	489,289	495,758	495,758	475,579	495,758	495,758	489,289	495,758	495,758	475,579
Gross Margin	56%	61%	60%	61%	61%	58%	61%	61%	60%	61%	61%	58%
Operating Expenses	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)
Profit Before interest and tax	153,936	195,110	188,641	195,110	195,110	174,931	195,110	195,110	188,641	195,110	195,110	174,931
Interest Expenses	(35,426)	(34,119)	(32,798)	(31,463)	(30,115)	(28,752)	(27,375)	(25,984)	(24,579)	(23,159)	(21,725)	(20,275)
Tax Expense (30%)	(35,553)	(48,297)	(46,753)	(49,094)	(49,499)	(43,854)	(50,320)	(50,738)	(49,219)	(51,585)	(52,016)	(46,397)
Profit after tax	82,957	112,694	109,091	114,553	115,497	102,326	117,414	118,388	114,844	120,366	121,370	108,259
Margin	10%	14%	13%	14%	14%	13%	14%	14%	14%	15%	15%	13%

Year 4	January	February	March	April	May	June	July	August	September	October	November	December
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
Sales	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800	817,800
Direct Costs	(363,216)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)	(322,042)	(322,042)	(328,511)	(322,042)	(322,042)	(342,221)
Gross Profit	454,584	495,758	489,289	495,758	495,758	475,579	495,758	495,758	489,289	495,758	495,758	475,579
Gross Margin	56%	61%	60%	61%	61%	58%	61%	61%	60%	61%	61%	58%
Operating Expenses	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)	(300,648)
Profit Before interest and tax	153,936	195,110	188,641	195,110	195,110	174,931	195,110	195,110	188,641	195,110	195,110	174,931
Interest Expenses	(18,810)	(17,331)	(15,835)	(14,325)	(12,798)	(11,256)	(9,697)	(8,123)	(6,532)	(4,924)	(3,300)	(1,658)
Tax Expense (30%)	(40,538)	(53,334)	(51,842)	(54,236)	(54,694)	(49,103)	(55,624)	(56,096)	(54,633)	(57,056)	(57,543)	(51,982)
Profit after tax	94,588	124,446	120,964	126,550	127,618	114,573	129,789	130,891	127,477	133,130	134,267	121,291
Margin	12%	15%	15%	15%	16%	14%	16%	16%	16%	16%	16%	15%

4.2 Projected Cash flow statement for 4 years

Cash flow projections for the four years shows the project will have positive net cash flow. The cumulative earning will be sufficient to cover the loan principle.

Yearly Projected Cash flow statement

PROJECTED STATEMENT OF CASH FLOW FOR 30 TRUCKS
FOR THE PERIOD OF FOUR YEARS

	Year 1 TZS '000'	Year 2 TZS '000'	Year 3 TZS '000'	Year 4 TZS '000'
CASH FLOWS FROM OPERATING ACTIVITIES				
(Loss) /profit before taxation	1,475,719	1,694,781	1,911,083	2,122,264
Adjustments for non-cash items:				
Depreciation charge for the year/ period	2,972,715	2,972,715	2,972,715	2,972,715
(Loss)/profit from operations before changes in working capital items	4,448,434	4,667,495	4,883,798	5,094,979
Changes in working capital items				
Change in trade receivable	-	-	-	-
Change in Liabilities	-	-	-	-
Cash (used in)/ generated from operating activities	4,448,434	4,667,495	4,883,798	5,094,979
Tax paid	(442,716)	(508,434)	(573,325)	(636,679)
Net cash (used in) /generated from operating activities	4,005,718	4,159,061	4,310,473	4,458,299
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of fixed assets	(11,890,858)	-	-	-
Disposal of fixed assets	-	-	-	-
Net cash used in investing activities	(11,890,858)	-	-	-
CASH FLOWS FROM FINANCING ACTIVITIES				
Loan Advanced	11,890,858			
Loan principal repayment	(1,529,866)	(1,645,253)	(1,777,872)	(1,930,296)
Net cash generated from financing activities	10,360,992	(1,645,253)	(1,777,872)	(1,930,296)
Net increase in cash and cash equivalents during the year	2,475,852	2,513,808	2,532,601	2,528,004
Cash and cash equivalents at the beginning of the year		2,475,852	4,989,660	7,522,261
Cash and cash equivalents at the end of the year	2,475,852	4,989,660	7,522,261	10,050,265

4.3 Projected Statements of financial position for four years.**PROJECTED STATEMENT OF FINANCIAL POSITION FOR 30 TRUCKS
FOR THE PERIOD OF FOUR YEARS**

	Year 1 TZS '000'	Year 2 TZS '000'	Year 3 TZS '000'	Year 4 TZS '000'
ASSETS				
Non-current assets				
Property, plant and equipment	8,918,144	5,945,429	2,972,715	-
Current assets				
Trade and other receivables				
Cash and cash equivalents	2,475,852	4,989,660	7,522,261	10,050,265
Total current assets	2,475,852	4,989,660	7,522,261	10,050,265
Total assets	11,393,995	10,935,089	10,494,976	10,050,265
EQUITY AND LIABILITIES				
Equity				
Retained income	1,033,003	2,219,350	3,557,108	5,042,693
Total equity	1,033,003	2,219,350	3,557,108	5,042,693
Non-current liabilities				
Loan account	10,360,992	8,715,739	6,937,867	5,007,572
Total non-current liabilities	10,360,992	8,715,739	6,937,867	5,007,572
Current liabilities				
Trade payables	-	-	-	-
Total current liabilities	-	-	-	-
Total equity and liabilities	11,393,995	10,935,089	10,494,976	10,050,265

4.4 Fixed Assets Register.

The fixed assets register shows the project's cost and fixed assets moving schedule for four years. It shows also the loan amortisation schedule for the four years. *(Appendix. 01)*

5. Business Assumptions in preparing the projected financials

5.1 Projected Revenue

The acquired trucks will do at least one and half trips per month to Congo- Lubumbashi every month. The trailer tankers we are acquiring have a capacity to load 45 cubic meters.

We have assumed they will load a minimum of 40 cubic meters per trip.

The income per cubic meter is USD 200. This is the minimum charges we expect in the entire period. *(Appendix .02)*

5.2 Projected cost

We have used historical cost for the Congo route ranging from fuel consumed per truck, Border fees, driver mileage as well as other operational overhead cost. *(Appendix 03)*

5.3 Interest rates

We have assumed that the banks interest rate will remain stable during the period and for purpose of computations we have assumed 9% interest rate. *(Appendix 01)*

5.4 Business outlook

The business has continued to show steady improvement from last year's decline due to COVID-19 pandemic, we assume this trend will be sustained to the future.

6. Management and staffing

6.1 Organizational Structure

Patrick Ngiloi – Chief Executive Officer
Qualifications: Diploma in Business Administration
Age: 55 years
Experience: 25 years

Joel Kirai – General Manager

Qualifications: MBA Finance

Age: 45 years

Experience: 16 years

Boniface Muthaura – Project Manager

Qualifications: Bachelor of Commerce

Age: 38 years

Experience: 12 Years

Fred Sanga – Finance and Administration Manager

Qualifications: Bachelor of Commerce (marketing Option)

Age: 32 years

Experience: 5 years

6.2 Management Team

The management team is very capable and have been in the company for a long time. Their practical management of the company has proved to be a vital tool in continued growth of the company and are committed to oversee this project to completion.

APPENDICES

Appendix 01. Fixed Assets Register and Loan amortisation Schedule

Fixed Assets Register

Description	Cost (usd)	Forex	Costs (TZS)	Total @ unit	Qty	Tot Costs(TZS)	Tot Costs(\$)
Scania Trucks	133,340	2,400	320,016,000	320,016,000	10	3,200,160,000	1,333,400
Faw Trucks	59,428	2,400	142,626,504	142,626,504	20	2,852,530,080	1,188,554
Serin Trailers	82,010	2,400	196,824,000	196,824,000	25	4,920,600,000	2,050,250
Al. Trailers	76,464	2,400	183,513,600	183,513,600	5	917,568,000	382,320
Total						11,890,858,080	4,954,524

Annual Depreciation

Time	Costs	Additions	Disposal	Total Costs	Depr Rate	Depreciation	NBV
Year 1	11,890,858,080	-	-	11,890,858,080	25%	2,972,714,520	8,918,143,560
Year 2	11,890,858,080	-	-	11,890,858,080	25%	2,972,714,520	5,945,429,040
Year 3	11,890,858,080	-	-	11,890,858,080	25%	2,972,714,520	2,972,714,520
Year 4	11,890,858,080	-	-	11,890,858,080	25%	2,972,714,520	-

Fixed Assets Financing Plan

Na.	Description	Total Costs (TZS)	Financing Means	Annual rate	Loan Durability
1	Scania Trucks (80%)	2,560,128,000	Scania Financing	8.5%	Four Years
	Scania Trucks (20%)	640,032,000	Finance by Bank	14%	Four Years
2	Faw Trucks (20%)	570,506,016	Finance by Bank	14%	Four Years
	Faw Trucks(80%)	2,282,024,064	LC	2%	Two Years
3	Serin Trailers (50%)	2,460,300,000	Finance by Bank	14%	Four Years
	Serin Trailers(50%)	2,460,300,000	LC	2%	One Years
5	Al. Trailers (20%)	183,513,600	Finance by Bank	14%	Four Years
	Al. Trailers (7%)	64,229,760	Invoice Discounting		
	Al. Trailers (73%)	669,824,640	LC	2%	Two Years
Total		11,890,858,080			

LOAN AMORTIZATION

Long Term Loan Facility (4 Years)							
Annual Interest rate (14%)							
Year 1							
Months	Beginning Balance	Interest rate	Interest Amount	Amount (P+I)	Principal	Total Repayment	Outstanding Loan
January	3,854,351,616	1.1667%	44,967,436	3,899,319,052	60,358,413	105,325,849	3,793,993,203
February	3,793,993,203	1.1667%	44,263,254	3,838,256,457	61,062,595	105,325,849	3,732,930,608
March	3,732,930,608	1.1667%	43,550,857	3,776,481,465	61,774,992	105,325,849	3,671,155,616
April	3,671,155,616	1.1667%	42,830,149	3,713,985,765	62,495,700	105,325,849	3,608,659,916
May	3,608,659,916	1.1667%	42,101,032	3,650,760,948	63,224,816	105,325,849	3,545,435,100
June	3,545,435,100	1.1667%	41,363,409	3,586,798,509	63,962,439	105,325,849	3,481,472,660
July	3,481,472,660	1.1667%	40,617,181	3,522,089,841	64,708,668	105,325,849	3,416,763,993
August	3,416,763,993	1.1667%	39,862,247	3,456,626,239	65,463,602	105,325,849	3,351,300,390
September	3,351,300,390	1.1667%	39,098,505	3,390,398,895	66,227,344	105,325,849	3,285,073,046
October	3,285,073,046	1.1667%	38,325,852	3,323,398,898	66,999,997	105,325,849	3,218,073,049
November	3,218,073,049	1.1667%	37,544,186	3,255,617,235	67,781,663	105,325,849	3,150,291,386
December	3,150,291,386	1.1667%	36,753,400	3,187,044,786	68,572,449	105,325,849	3,081,718,937
Year 2							
January	3,081,718,937	1.1667%	35,953,388	3,117,672,324	69,372,461	105,325,849	3,012,346,475
February	3,012,346,475	1.1667%	35,144,042	3,047,490,518	70,181,807	105,325,849	2,942,164,669
March	2,942,164,669	1.1667%	34,325,254	2,976,489,923	71,000,594	105,325,849	2,871,164,075
April	2,871,164,075	1.1667%	33,496,914	2,904,660,989	71,828,935	105,325,849	2,799,335,140
May	2,799,335,140	1.1667%	32,658,910	2,831,994,050	72,666,939	105,325,849	2,726,668,201
June	2,726,668,201	1.1667%	31,811,129	2,758,479,330	73,514,720	105,325,849	2,653,153,481
July	2,653,153,481	1.1667%	30,953,457	2,684,106,938	74,372,392	105,325,849	2,578,781,090
August	2,578,781,090	1.1667%	30,085,779	2,608,866,869	75,240,069	105,325,849	2,503,541,020
September	2,503,541,020	1.1667%	29,207,979	2,532,748,999	76,117,870	105,325,849	2,427,423,150
October	2,427,423,150	1.1667%	28,319,937	2,455,743,087	77,005,912	105,325,849	2,350,417,238
November	2,350,417,238	1.1667%	27,421,534	2,377,838,772	77,904,314	105,325,849	2,272,512,923
December	2,272,512,923	1.1667%	26,512,651	2,299,025,574	78,813,198	105,325,849	2,193,699,725

Year 3							
January	2,193,699,725	1.1667%	25,593,163	2,219,292,889	79,732,685	105,325,849	2,113,967,040
February	2,113,967,040	1.1667%	24,662,949	2,138,629,989	80,662,900	105,325,849	2,033,304,140
March	2,033,304,140	1.1667%	23,721,882	2,057,026,022	81,603,967	105,325,849	1,951,700,173
April	1,951,700,173	1.1667%	22,769,835	1,974,470,008	82,556,013	105,325,849	1,869,144,159
May	1,869,144,159	1.1667%	21,806,682	1,890,950,841	83,519,167	105,325,849	1,785,624,992
June	1,785,624,992	1.1667%	20,832,292	1,806,457,284	84,493,557	105,325,849	1,701,131,435
July	1,701,131,435	1.1667%	19,846,533	1,720,977,968	85,479,315	105,325,849	1,615,652,120
August	1,615,652,120	1.1667%	18,849,275	1,634,501,394	86,476,574	105,325,849	1,529,175,545
September	1,529,175,545	1.1667%	17,840,381	1,547,015,927	87,485,467	105,325,849	1,441,690,078
October	1,441,690,078	1.1667%	16,819,718	1,458,509,796	88,506,131	105,325,849	1,353,183,947
November	1,353,183,947	1.1667%	15,787,146	1,368,971,093	89,538,703	105,325,849	1,263,645,244
December	1,263,645,244	1.1667%	14,742,528	1,278,387,772	90,583,321	105,325,849	1,173,061,923
Year 4							
January	1,173,061,923	1.1667%	13,685,722	1,186,747,645	91,640,126	105,325,849	1,081,421,797
February	1,081,421,797	1.1667%	12,616,588	1,094,038,384	92,709,261	105,325,849	988,712,535
March	988,712,535	1.1667%	11,534,980	1,000,247,515	93,790,869	105,325,849	894,921,666
April	894,921,666	1.1667%	10,440,753	905,362,419	94,885,096	105,325,849	800,036,570
May	800,036,570	1.1667%	9,333,760	809,370,330	95,992,089	105,325,849	704,044,481
June	704,044,481	1.1667%	8,213,852	712,258,333	97,111,997	105,325,849	606,932,485
July	606,932,485	1.1667%	7,080,879	614,013,364	98,244,970	105,325,849	508,687,515
August	508,687,515	1.1667%	5,934,688	514,622,202	99,391,161	105,325,849	409,296,354
September	409,296,354	1.1667%	4,775,124	414,071,478	100,550,725	105,325,849	308,745,629
October	308,745,629	1.1667%	3,602,032	312,347,661	101,723,817	105,325,849	207,021,812
November	207,021,812	1.1667%	2,415,254	209,437,067	102,910,594	105,325,849	104,111,218
December	104,111,218	1.1667%	1,214,631	105,325,849	104,111,218	105,325,849	(0)
Total			1,201,289,128			5,055,640,744	(0)

Appendix 02: Projected Revenue

Hits	
Number of Trucks	30
Estimated price per CBM	USD 200
Capacity (Ltrs)	40000
Capacity (CM)/Truck	40
Est. sales per truck	USD 12,000

Assumption(1.5 trip per truck per month)

Sales Projections (Per Month)								
Months	No. of Trucks	No. of Trips/month	Capacity (CBMs)/Truck	Total capacity (CBMs)	Price/CBM(\$)	Total sales (\$)	Forex	Total sales (TZS)
January	30	1.5	40	1,200	200	240,000	2350	817,800,000
February	30	1.5	40	1,200	200	240,000	2350	817,800,000
March	30	1.5	40	1,200	200	240,000	2350	817,800,000
April	30	1.5	40	1,200	200	240,000	2350	817,800,000
May	30	1.5	40	1,200	200	240,000	2350	817,800,000
June	30	1.5	40	1,200	200	240,000	2350	817,800,000
July	30	1.5	40	1,200	200	240,000	2350	817,800,000
August	30	1.5	40	1,200	200	240,000	2350	817,800,000
September	30	1.5	40	1,200	200	240,000	2350	817,800,000
October	30	1.5	40	1,200	200	240,000	2350	817,800,000
November	30	1.5	40	1,200	200	240,000	2350	817,800,000
December	30	1.5	40	1,200	200	240,000	2350	817,800,000
Total Sales								9,813,600,000

DIRECT COSTS

Description/Month	Cost/Truck	No. of Trucks	January	February	March	April	May	June	July	August	September	October	November	December
Road permits	126,630	30			3,798,900			3,798,900			3,798,900			3,798,900
Carbon tax	89,000	30			2,670,000			2,670,000			2,670,000			2,670,000
COMESA	266,000	30						7,980,000						7,980,000
ZABS	191,000	30						5,730,000						5,730,000
Road tolls	3,736,734	30	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020	112,102,020
Bridge Tolls (Kigamboni)	52,700	30	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000	1,581,000
Gate Tolls (Zambia)	202,500	30	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000	6,075,000
Tunduma Council	30,000	30	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Kapiri Council	30,000	30	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000	900,000
Fuel Expenses	6,256,000	30	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000	187,680,000
Tracking devices	235,000	30	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000	7,050,000
Repair and Maintenance	2,301,522	30	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806	5,753,806
Insurance (Local)	354,000	30	10,620,000											
SUMATRA	135,000	30	4,050,000											
Measur-Weight and calibration	413,486	30	12,404,570											
C28	470,000	30	14,100,000											
Total			363,216,396	322,041,826	328,510,726	322,041,826	322,041,826	342,220,726	322,041,826	322,041,826	328,510,726	322,041,826	322,041,826	342,220,726

Assumption: The costs will not change for the entire period

OPERATION COSTS

Description/Month	Unit cost	No. of Trucks	January	February	March	April	May	June	July	August	September	October	November	December
Salaries	250,000	30	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000
NSSF Employer Contribution	25,000	30	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
WCF Expense	2,500	30	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000
SDL Expense	10,000	30	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
Drivers Mileage	900,000	30	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000	27,000,000
Bank Charges	10,000	30	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
City service Levy	9,814	30	294,408	294,408	294,408	294,408	294,408	294,408	294,408	294,408	294,408	294,408	294,408	294,408
Fire extinguishers	2,085	30	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550	62,550

Depreciation Exp.			242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500	242,498,500
Internet and Telephone exp	2,130	30	63,900	63,900	63,900	63,900	63,900	63,900	63,900	63,900	63,900	63,900	63,900	63,900
Security and Parking fees	20,000	30	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
Stationery and printing exp	5,000	30	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Electricity	11,000	30	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Water bills	5,000	30	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
OSHA	4,275	30	128,250	128,250	128,250	128,250	128,250	128,250	128,250	128,250	128,250	128,250	128,250	128,250
NEMC	1,250	30	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500	37,500
Rent expenses	6,000	30	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000	180,000
Other expenses	500,000	30	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000	15,000,000
Total			295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108	295,420,108