



**PROPOSED BUSINESS PLAN
SUBMITTED TO TANZANIA
INVESTMENT CENTRE**

AUGUST 2024

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EXECUTIVE SUMMARY

Carbon Tanzania is a trailblazing social enterprise committed to reshaping the landscape of conservation in Africa through innovative business methodologies. Our core ethos revolves around transforming the traditional paradigms of conservation by integrating economic incentives for local communities, thereby ensuring tangible benefits from preserving natural resources. At the heart of our mission is the belief that effective conservation strategies must align with economic imperatives, fostering a symbiotic relationship between people and their environment. Our mission at **Carbon Tanzania** is multifaceted. We aim to empower local communities to become stewards of their natural heritage by engaging them in conservation efforts through participatory decision-making processes, capacity-building initiatives, and equitable benefit-sharing mechanisms. Through our endeavors, we aim to preserve biodiversity, mitigate climate change, and enhance livelihoods, thereby contributing to sustainable development goals and promoting environmental stewardship.

Looking towards the future, our vision is one where forests thrive, biodiversity flourishes, and communities prosper harmoniously with nature. We envision landscapes where conservation is not merely a moral obligation but also a lucrative opportunity, driving sustainable development and fostering resilience against environmental challenges. By catalyzing economic incentives for conservation, we seek to create a paradigm shift where the protection of natural ecosystems becomes an integral component of sustainable development strategies. In pursuit of our objectives, we have outlined a comprehensive set of strategies designed to maximize our impact and ensure long-term sustainability. These strategies encompass community-centered approaches, diversified revenue streams, innovative financing mechanisms, strategic partnerships, technology integration, capacity building, and policy advocacy. Through these concerted efforts, we aim to not only achieve our conservation goals but also create a scalable and replicable model that can be adapted and implemented in diverse contexts across the region.

Financial projections indicate a promising trajectory for Carbon Tanzania, with steady revenue growth expected over the next five years. This growth will be driven by increasing demand for carbon credits and strategic partnerships with corporate clients and international agencies. Initial investment requirements will be met through a combination of equity financing, grants, and debt financing, with projected returns on investment exceeding industry benchmarks within the first five years of operations.

CHAPTER ONE

INTRODUCTION

1.1. GENERAL BACKGROUND

In the heart of East Africa, within the borders of Tanzania, lies a region of unparalleled ecological significance and biodiversity. Carbon Tanzania operates in this remarkable landscape, characterized by its vast savannahs, dense rainforests, and towering mountains, each contributing to the intricate balance of nature. Our organization is dedicated to the preservation and sustainable management of these vital ecosystems through innovative and impactful conservation strategies. Carbon Tanzania's mission is to safeguard Tanzania's natural heritage by engaging directly with local communities, integrating economic development with environmental stewardship. We recognize that the most effective conservation efforts are those that align the interests of local populations with the goals of environmental preservation. By creating financial incentives through the generation of carbon credits, we ensure that conservation efforts provide tangible benefits to those who live in and depend on these landscapes.

Our work centers on preventing deforestation and promoting forest regeneration, which are critical to combating climate change and maintaining biodiversity. Through rigorous monitoring and verification processes, we generate carbon credits that are traded in international markets. These activities not only contribute to global climate change mitigation but also provide sustainable income streams for local communities, fostering economic resilience and enhancing livelihoods. The urgency of our mission cannot be overstated. The pressures of human activity, including deforestation, agricultural expansion, and infrastructure development, pose significant threats to Tanzania's ecosystems. Carbon Tanzania addresses these challenges through a multi-faceted approach that includes community engagement, capacity building, and advocacy for sustainable land-use practices.

We are committed to making conservation a collaborative effort. By empowering local communities with the knowledge, resources, and economic incentives to protect their natural environment, we foster a sense of ownership and stewardship. Our partnerships with governmental and non-governmental organizations, as well as private sector stakeholders, are crucial in creating a comprehensive and sustainable conservation framework. Carbon Tanzania stands as a beacon of hope and innovation in the field of environmental conservation. Our dedication to preserving Tanzania’s natural beauty and ecological integrity is matched by our commitment to creating sustainable development opportunities for local communities. We envision a future where conservation is not merely a duty but a shared aspiration that leads to prosperity and harmony.



1.2. BACKGROUND OF CARBON TANZANIA

Carbon Tanzania was founded on the bedrock of environmental sustainability and social responsibility, emerging as a trailblazer in the realm of conservation. With a visionary outlook aimed at revolutionizing traditional paradigms of landscape preservation, we have charted a course that harmonizes business acumen with ecological stewardship. Central to our ethos is an unwavering commitment to empowering local communities as

vanguards of conservation, acknowledging their pivotal role in safeguarding East Africa's rich biodiversity.

From our inception, we embarked on a transformative journey to reshape the conservation landscape, pioneering innovative solutions that leverage market mechanisms to catalyze positive environmental outcomes. Our distinctive model underscores that conservation is not solely a moral obligation but also an economic opportunity, yielding tangible benefits for both inhabitants and the environment. Through initiatives such as forest conservation-based carbon credit generation, sustainable forestry, we endeavor to cultivate sustainable livelihoods for local communities while simultaneously preserving critical habitats and mitigating climate change.

Carbon Tanzania's forest-based carbon projects undergo rigorous verification utilizing updated methodologies, ensuring international certification and demonstrating measurable social and biodiversity advantages. Our projects are deeply integrated within participating communities and local governance structures, fostering long-term sustainability and instilling confidence in the efficacy of our initiatives. Moreover, the certification of carbon credits establishes a vital conduit to international finance, enabling local communities to derive revenue from the protection of their legally-owned natural resources. Consequently, conservation evolves from a cost burden to a source of economic empowerment for these communities.

Recognized as one of the most cost-effective means of climate mitigation, forest conservation delivers manifold economic, social, and environmental benefits to local communities. By safeguarding forests, we not only combat climate change but also foster sustainable development and enhance resilience among vulnerable populations. In this manner, Carbon Tanzania epitomizes a holistic approach to conservation, where environmental stewardship converges with socioeconomic prosperity to forge a sustainable future for East Africa and beyond.

1.3. OVERVIEW OF THE CONSERVATION LANDSCAPE IN TANZANIA

Tanzania boasts a diverse and captivating conservation landscape, characterized by a mosaic of ecosystems that range from the iconic savannahs of the Serengeti to the dense montane forests of the Eastern Arc Mountains. Within these habitats thrives an astonishing array of flora and fauna, including globally significant species such as the African elephant, lion, and giraffe. However, amidst this natural splendor lies a pressing reality: the delicate balance of these ecosystems is increasingly threatened by human activities such as deforestation, poaching, and unsustainable land use practices. In recent years, there has been a growing recognition of the critical importance of conservation in Tanzania, spurred by mounting concerns over biodiversity loss, climate change, and the need for sustainable development. Governments, NGOs, and local communities have rallied behind innovative approaches aimed at safeguarding the nation's natural heritage. Among these approaches, forestry-based carbon crediting has emerged as a promising tool for addressing these multifaceted challenges.

Carbon Tanzania stands at the forefront of this conservation movement, spearheading market-based solutions that leverage the power of carbon finance to incentivize forest conservation and promote sustainable land management practices. Through their internationally verified forest carbon projects, Carbon Tanzania empowers local communities to derive economic benefits from the protection of their forests, thereby fostering a sense of ownership and stewardship over these invaluable resources. By integrating carbon offsetting into conservation strategies, Carbon Tanzania not only mitigates climate change but also addresses socio-economic challenges, such as poverty alleviation and sustainable livelihood development. As Tanzania continues to navigate the complex interplay between conservation, development, and climate change, Carbon Tanzania remains steadfast in its commitment to pioneering innovative solutions that harmonize environmental sustainability with socio-economic progress. By forging partnerships with governments, NGOs, and local communities, Carbon Tanzania aims to catalyze a transformative shift towards a future where nature and humanity thrive in harmony.

1.4. IMPORTANCE OF CONSERVATION AND CARBON OFFSETTING IN TANZANIA

In the unique ecological landscape of Tanzania, the significance of nature conservation cannot be overstated. Forests stand as crucial guardians of the Earth's climate, serving as indispensable carbon sinks that absorb and store carbon dioxide from the atmosphere. By safeguarding these forests from deforestation and degradation, we not only uphold biodiversity but also mitigate the adverse impacts of climate change, thereby securing the well-being of present and future generations.

Tropical forests are the lungs of the earth, regulating life-supporting oxygen levels in the atmosphere. They also provide livelihoods to local communities across the tropics, supplying basic resources, protecting water and soil quality for human agriculture and food production, while also harboring some of the most biodiverse wildlife on earth.

It is now established that effectively protecting and restoring forests has the potential to mitigate over 30% of global climate impacts by 2030, thereby significantly mitigating the effects of climate change. Our projects currently protect over 2,200,000Ha of natural forests in East Africa, preventing the emission of over 1,400,000 tons of CO₂ each year.

In Africa, unlike in other parts of the tropics, deforestation is being driven mainly by shifting agriculture. In Tanzania, poorly planned and illegal agriculture is responsible for 80% of forest loss, so our projects are designed to address this threat by empowering communities to enforce their land use plans and defend their land rights.

Carbon-based finance emerges as a potent tool in achieving these dual objectives. It provides a robust mechanism for incentivizing forest conservation while concurrently curbing greenhouse gas emissions. Through activities such as reforestation, afforestation, and enhanced forest management, carbon offset projects generate valuable carbon credits that can be traded on both voluntary and compliance markets.

This creates a sustainable avenue for financing conservation initiatives, ensuring the continuity of vital preservation efforts.

At the forefront of this endeavor, Carbon Tanzania harnesses the potency of market mechanisms to unlock the economic value inherent in forests. By transforming these ecosystems from a perceived liability into a tangible asset, we empower local communities to derive tangible benefits from their stewardship of natural resources. Through strategic partnerships and innovative approaches, Carbon Tanzania strives to cultivate a sustainable future where forests flourish, communities prosper, and the planet thrives.

CHAPTER TWO

BUSINESS DESCRIPTION

2.1. OVERVIEW

Carbon Tanzania stands as a dynamic and forward-thinking social enterprise, deeply entrenched in its dedication to revolutionizing conservation paradigms across the Tanzanian landscape. Our core ethos revolves around the twin pillars of environmental sustainability and community engagement, which guide our every endeavor. Through a fusion of innovation and dedication, we spearhead transformative projects meticulously designed to safeguard the rich tapestry of forests and wildlife while catalyzing socio-economic growth within local communities. At the heart of our mission lies a profound commitment to environmental stewardship. We recognize the irreplaceable value of Tanzania's diverse ecosystems and understand the imperative to protect them for future generations. We harness the power of innovative technologies, cutting-edge methodologies, and robust partnerships to implement projects that serve as bulwarks against deforestation, habitat degradation, and biodiversity loss.

Yet, our vision extends beyond conservation alone. We understand that true sustainability requires the active participation and empowerment of local communities. As such, community engagement is woven into the fabric of every initiative we undertake. We work hand in hand with community members, listening to their needs, respecting their knowledge, and empowering them as stewards of their own environment. By fostering ownership and agency, we not only enhance the effectiveness of our conservation efforts but also foster social cohesion and resilience within communities. Moreover, we recognize the interconnectedness of environmental and socio-economic well-being. Hence, our projects are designed to serve as catalysts for holistic development. Through sustainable land management practices, eco-tourism initiatives, and capacity-building programs, we create avenues for economic empowerment and prosperity. By nurturing

alternative livelihoods and generating sustainable income streams, we alleviate pressure on natural resources while enhancing the quality of life for local residents.

2.2. LEGAL STRUCTURE

Carbon Tanzania's legal structure is meticulously crafted to align with Tanzanian regulations, underscoring our commitment to operating ethically and responsibly within the country's legal framework.



We Are Registered

As a private limited company, we are registered under Tanzanian law, an imperative step that ensures our operations are conducted in accordance with the statutes and regulations governing business entities in the region.



We Are Flexible

This legal framework affords us the necessary flexibility to pursue our conservation objectives effectively, allowing us to navigate the complexities of the conservation landscape with agility and precision. It provides us with the latitude to innovate, adapt, and respond swiftly to emerging challenges

Central to our legal structure is our commitment to stringent corporate governance standards. We recognize that transparency and accountability are foundational principles upon which trust, and credibility are built. As such, we uphold the highest standards of integrity and professionalism in all our operations, ensuring that our stakeholders can have confidence in the integrity of our practices and the reliability of our outcomes. Our adherence to these corporate governance standards extends across every facet of our organization, from financial management and decision-making processes to stakeholder engagement and reporting mechanisms. By fostering a culture of transparency, we not only uphold our legal obligations but also cultivate trust and credibility among our stakeholders, fostering long-term partnerships and driving sustainable impact.

2.3. PRODUCTS AND SERVICES

2.3.1. Offsetting businesses.

Carbon Tanzania provides businesses with tailored carbon offset solutions to mitigate the environmental impact of their operations, to contribute to their net-zero transition strategies, while helping to demonstrate corporate social responsibility. Carbon Tanzania can offer assistance in the comprehensive management of your emissions, including measurement, reduction wherever feasible, and offsetting any remaining unavoidable emissions. Through this integrated approach, we aim to support your commitment to environmental responsibility while fostering sustainable practices for a greener future.



Carbon Tanzania can offer assistance in the comprehensive management of your emissions, encompassing measurement, reduction wherever feasible, and offsetting any remaining unavoidable emissions.

2.3.2. Offsetting vehicle emissions

Individuals and businesses can offset the carbon emissions generated by their vehicles through the purchase of verified carbon offset credits from Carbon Tanzania. Carbon offsets for vehicles are designed to “balance out” the annual greenhouse gas emissions of a single consumer vehicle.



OFFSETTING VEHICLE EMISSIONS

Carbon Tanzania offers a seamless solution for offsetting vehicle emissions, empowering individuals and businesses to neutralize their carbon footprint while supporting conservation initiatives in Tanzania.

Through precise emissions measurement, tailored reduction strategies, and certified carbon offsetting, we provide a direct means to counteract the environmental impact of transportation.

Our commitment to transparency and personalized solutions ensures that every contribution not only mitigates emissions but also fosters sustainable development and biodiversity conservation in local communities. Drive with purpose and offset with impact with Carbon Tanzania.

2.3.3. Offsetting household emissions

Carbon Tanzania offers carbon offset solutions for household emissions, enabling individuals to neutralize the carbon footprint of their daily activities and energy consumption.



To offset annual household carbon dioxide emissions, individuals can select the number of residents in their household from the options provided, with costs ranging from \$182.75 for a single individual to \$834.25 for five individuals.

These figures represent the estimated cost range for offsetting emissions for one year. By engaging in this initiative, individuals demonstrate a commitment to environmental stewardship and contribute to the collective effort to combat climate change.

2.3.4. Offsetting the emissions hotel stay

Hotels and resorts can partner with Carbon Tanzania to offset the carbon emissions associated with their operations and guests' stays, demonstrating a commitment to sustainable tourism practices.



To offset carbon dioxide emissions from hotel stays with certified carbon offsets, guests are invited to select the number of nights they plan to stay in a hotel and the number of individuals in their group.

The cost to offset these emissions ranges from \$1.00 to \$9.20, depending on the duration of the stay and the number of guests.

This initiative enables guests to actively participate in mitigating their environmental impact while supporting sustainable practices within the hospitality industry.

2.3.5. Tree gift certificate

Individuals can gift tree certificates to friends and loved ones, contributing to forest conservation efforts in Tanzania while raising awareness about environmental issues.



Each gift certificate priced at US\$15 enables the protection of one tree for one year, effectively preventing the release of one tonne of carbon dioxide.

Additionally, each certificate includes the unique GPS reference of the designated tree.

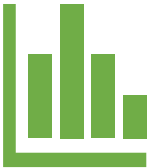
Our target market primarily consists of businesses and organizations worldwide that are committed to reducing their carbon footprint and supporting impactful conservation initiatives. Carbon Tanzania engages with global corporations, financial institutions, and multinational entities that seek to enhance their environmental sustainability through verified carbon offset projects. By providing high-quality carbon credits, we enable these organizations to meet their sustainability goals while contributing to the preservation of

Tanzania’s invaluable ecosystems. The process for engaging with our target market is shown below, as reflected on our website (www.carbontanzania.com):



INDIVIDUALS

We are delighted to offer individuals the opportunity to make a tangible impact on the environment through our gift certificates. Each certificate not only protects a tree for one year, preventing the release of one tons of carbon dioxide, but also provides the recipient with a unique GPS reference to track their tree's location.



BUSINESSES

Our tailored approach begins with thorough emissions assessments, providing businesses with valuable insights into their environmental impact. From there, we collaborate closely with our clients to develop customized strategies for reducing emissions through energy efficiency measures, waste reduction initiatives, and sustainable supply chain practices.



HOTELS

We are excited to extend our services to the hospitality industry, offering comprehensive solutions for managing carbon emissions. From conducting emissions audits to implementing energy-efficient practices and offsetting unavoidable emissions, our tailored approach ensures that hotels can minimize their environmental footprint while enhancing their sustainability credentials.



OVERALL

We look forward to partnering with a diverse range of individuals, businesses, and organizations to measure, reduce, and offset carbon emissions. By working together, we can collectively address the challenges of climate change and create a more sustainable future for all.

2.5. UNIQUE VALUE PROPOSITION

Carbon Tanzania distinguishes itself through the following key projects and initiatives:

- 1. Yaeda - Eyasi Landscape Project.** Covering 110,527 hectares and involving 12 village communities, this project has prevented 171,700 trees from being cut annually, benefiting approximately 61,000 people. with a total finance disbursed to date of US\$2,010,245

2. Makame Savannah Project: Spanning 104,065 hectares (with 364,322 hectares in the Wildlife Management Area), this project engages five village communities and has prevented 268,000 trees from being cut per year, with a total finance disbursed to date of US\$1,603,353

3. Ntakata Mountains Project: Encompassing 216,000 hectares and involving eight village communities, this project has disbursed US\$9,296,777 in finance to date and prevented 1,250,000 trees from being cut annually, benefiting approximately 36,000 people.

These projects highlight our commitment to forest conservation, community empowerment, and sustainable development. By purchasing carbon offsets or participating in our various initiatives, customers not only mitigate their carbon footprint but also contribute directly to the preservation of Tanzania's natural heritage.

2.5. COMPETITIVE ANALYSIS

In the conservation market, Carbon Tanzania faces competition from other carbon offset projects, conservation organizations, and eco-tourism ventures operating in Tanzania and globally. However, our unique value proposition, community-centered approach, and diverse portfolio of projects set us apart from traditional competitors. We offer a comprehensive range of carbon offset solutions tailored to the needs of individuals, businesses, and organizations, backed by verified impact data from our conservation projects. By leveraging strategic partnerships, innovative technology, and a commitment to transparency, Carbon Tanzania aims to maintain a leadership position in the conservation industry and drive positive environmental and social change in Tanzania and beyond.

CHAPTER THREE

MARKET ANALYSIS

3.1. MARKET SIZE AND GROWTH POTENTIAL

The market for conservation and carbon offsetting in Tanzania is poised for significant growth, driven by increasing awareness of environmental issues, growing concerns over climate change, and a burgeoning eco-tourism industry. Tanzania's vast and diverse ecosystems, attract millions of tourists each year, creating opportunities for carbon offset projects and sustainable tourism initiatives.

The carbon offset market in Tanzania has witnessed steady growth in recent years, fueled by a rise in corporate sustainability initiatives, government-led conservation efforts, and international demand for verified carbon credits. With Tanzania's abundant forests and rich biodiversity, there is ample potential for the expansion of forest carbon projects, particularly in areas threatened by deforestation and land degradation.

3.2. TARGET CUSTOMER SEGMENTS

Carbon Tanzania's target customer segments encompass a diverse array of stakeholders, each with distinct needs and motivations:

- **Businesses.** Global corporations and businesses looking to enhance their corporate social responsibility (CSR) initiatives and reduce the environmental impact of their operations.
- **Individuals.** Eco-conscious individuals seeking to offset their carbon footprint and contribute to environmental conservation efforts.
- **Tourism Industry.** Hotels, resorts, and tour operators interested in promoting sustainable tourism practices and offering carbon-neutral travel options to eco-conscious travelers.

- **Government Agencies and NGOs.** Organizations involved in conservation and environmental initiatives, both domestically and internationally, seeking to support carbon offset projects and biodiversity conservation efforts in Tanzania.

Each of these customer segments represents a unique opportunity for Carbon Tanzania to engage and collaborate in advancing its mission of environmental conservation and sustainable development.

3.3. MARKET TRENDS AND DYNAMICS

Several key trends are shaping the market for conservation and carbon projects in Tanzania:

- **International Demand.** Tanzania's verified carbon credits are gaining traction in international markets, as businesses and organizations worldwide seek to meet their sustainability goals and offset their carbon emissions through certified projects in developing countries like Tanzania.

- **Growing Awareness:** There is a palpable increase in awareness of environmental issues and climate change among Tanzanians, driven by a combination of factors such as media coverage, educational campaigns, and advocacy efforts by environmental organizations.

- **Eco-Tourism Boom.** Tanzania's burgeoning eco-tourism industry is driving demand for sustainable travel experiences and carbon-neutral tourism options. Travelers are increasingly seeking out destinations and accommodations that prioritize environmental sustainability and conservation.

- **Policy Support.** The Tanzanian government has demonstrated a commitment to promoting conservation and sustainable development through policies and regulations that incentivize carbon offset projects and protect natural habitats.

These trends collectively indicate a growing market for conservation and carbon offsetting in Tanzania, with ample opportunities for innovation, collaboration, and impact.

3.4. REGULATORY ENVIRONMENT

The regulatory environment for conservation and carbon offsetting in Tanzania is governed by a complex network of laws, policies, and regulations at both the national and international levels. At the national level, key regulations include the Environmental Management Act (on which the Carbon Trading Regulations of 2022 are based), the Forest Act, and the National Environmental Policy, which provide the legal framework for environmental conservation and management in Tanzania.

Additionally, Tanzania is a signatory to various international agreements and initiatives aimed at combating climate change and promoting sustainable development. These include the Paris Agreement and the United Nations Framework Convention on Climate Change (UNFCCC), which set global targets and standards for carbon emissions reduction and environmental conservation. At the local level, community-based conservation initiatives and wildlife management areas are governed by community by-laws and regulations, which may vary depending on the specific area and community involved.

Overall, the regulatory environment in Tanzania is supportive of conservation and carbon offsetting initiatives, providing a solid foundation for the growth and expansion of the market in the years to come. However, ongoing efforts are needed to ensure effective implementation and enforcement of existing regulations, as well as to address emerging challenges such as illegal logging, poaching, and habitat destruction.

CHAPTER FOUR

OPERATIONS PLAN

4.1. FOREST CONSERVATION METHODS.

Carbon Tanzania implements a holistic approach to forest conservation, utilizing a blend of established methods and innovative techniques to safeguard Tanzania's invaluable ecosystems. Our conservation initiatives encompass:

- 1. Community-Based Conservation.** We actively engage with local communities to foster sustainable land management practices and reduce deforestation rates. In the Makame Savannah Project, spanning 104,065 hectares with involvement from five village communities, we collaborate with residents to implement community forest management plans, establish sustainable agriculture practices, and provide alternative livelihood opportunities. This approach has resulted in the prevention of 268,000 trees from being cut annually.
- 1. Forest Protection.** Through forest protection activities, land based emissions are avoided and carbon sequestration is enhanced. In the Ntakata Mountains Project, covering 216,000 hectares and engaging eight village communities, we have disbursed US\$9,296,777 to date for communities who are protecting the forests. This has prevented an estimated 1,250,000 trees from being cut down each year, reducing emissions and contributing to carbon storage.
- 2. Biodiversity Monitoring.** We conduct regular biodiversity surveys across project areas, utilizing methodologies such as camera traps, transect walks, and species inventories. For instance, in the Yaeda - Eyasi Landscape Project, we monitor the diverse wildlife populations inhabiting the 110,527-hectare area, including species like elephants, lions, and various endemic bird species.

3. **Carbon Offset generation.** The above activities and initiatives allow us to verify the emission reductions that are achieved annually, reductions that contribute to mitigating climate change. Through initiatives like the Yaeda - Eyasi Landscape Project and others, we generate verified carbon credits the sale of which provides financial incentives for forest conservation and sustainable land management. These credits are internationally certified and contribute to both environmental and social benefits, aligning with our mission of promoting conservation as an economic imperative.

4.2. PROJECT IMPLEMENTATION STRATEGY

Our project implementation strategy is guided by collaboration, innovation, and impact. We prioritize:

1. **Community Engagement.** We involve local communities in project planning, implementation, and decision-making processes, ensuring their voices are heard and their needs are addressed. This collaborative approach fosters a sense of ownership and stewardship over conservation efforts.
2. **Stakeholder Collaboration.** We forge partnerships with government agencies, NGOs, businesses, and academic institutions to leverage resources, expertise, and networks. These collaborations amplify the impact of our projects and promote sustainable development outcomes.
3. **Adaptive Management.** We adopt an adaptive management approach, continuously monitoring and evaluating project performance to adapt strategies as needed. Lessons learned from project implementation inform future actions, driving continuous improvement and effectiveness.
4. **Capacity Building.** We invest in capacity-building activities to empower local communities and project partners with the knowledge and skills necessary for effective conservation management. Trainings on sustainable land management, biodiversity monitoring, and project management enhance local capacity and promote sustainability.

5. Innovation and Technology. We embrace innovative technologies such as Geographic Information Systems (GIS), remote sensing, and mobile data collection tools to enhance project efficiency and effectiveness. These technologies enable us to collect, analyze, and disseminate data, informing evidence-based decision-making and optimizing conservation outcomes.

4.3. PARTNERSHIPS AND COLLABORATIONS

Carbon Tanzania values partnerships and collaborations as essential drivers of conservation success. We collaborate with:

- **Government Agencies.** Partnering with government agencies at all levels enables us to align our conservation efforts with national priorities and policies, facilitating regulatory compliance and fostering mutual support.
- **NGOs and Conservation Organizations.** Collaborating with NGOs and conservation organizations allows us to share resources, expertise, and best practices, amplifying the impact of our collective efforts and promoting knowledge exchange.
- **Local Communities.** Engaging with local communities is fundamental to our approach, as we recognize the importance of community ownership and participation in conservation initiatives. By collaborating with communities, we ensure that our projects are culturally appropriate, socially acceptable, and economically beneficial.
- **Businesses and Corporation.** Partnering with businesses and corporations enables us to access funding, technical support, and market opportunities for carbon offset projects and sustainable initiatives. Corporate partnerships contribute to the financial sustainability of our projects and promote corporate social responsibility (CSR) objectives.
- **Academic and Research Institutions.** Collaborating with academic and research institutions facilitates scientific research, data collection, and monitoring activities, enhancing the scientific rigor and credibility of our conservation efforts.

These partnerships strengthen our capacity, broaden our reach, and maximize the impact of our conservation interventions.

4.4. TECHNOLOGY INFRASTRUCTURE

Carbon Tanzania invests in technology infrastructure to support our conservation operations and enhance project effectiveness. Our technology infrastructure includes:

- **Geographic Information Systems (GIS)**. GIS software and spatial data are used to map forest ecosystems, analyze land use patterns, and identify priority conservation areas. GIS tools facilitate spatial planning, monitoring, and decision-making processes, optimizing resource allocation and project outcomes.
- **Remote Sensing Technologies**. Satellite imagery and aerial surveys are employed to monitor changes in forest cover, detect deforestation and degradation, and assess ecosystem health. Remote sensing data provide valuable insights into landscape dynamics and support evidence-based conservation planning and management.
- **Mobile Data Collection Tools**. Mobile data collection apps and devices enable field teams to collect, store, and transmit data in real-time, streamlining data collection workflows and enhancing data accuracy and reliability. Mobile data collection tools support biodiversity monitoring, socio-economic surveys, and project management activities, improving efficiency and data quality.
- **Communication and Information Systems**. Robust communication and information systems facilitate internal communication, collaboration with partners, and public outreach efforts. These systems include email, messaging platforms, and project management tools, enabling seamless communication and coordination among project teams and stakeholders.

By leveraging technology, Carbon Tanzania enhances our capacity to collect, analyze, and disseminate data, optimize decision-making processes, and improve project efficiency and impact. Our commitment to innovation and technology ensures that we

remain at the forefront of conservation practice, driving positive change for Tanzania's environment and communities.

CHAPTER FIVE

FINANCIAL PLAN & PROJECTIONS.

5.1. REVENUE MODEL

Carbon Tanzania's revenue model is primarily based on income generated from carbon offset projects. These projects involve the sale of verified carbon credits, which are generated through the monitoring, reporting and verification of forest conservation and sustainable land management initiatives. The company earns revenue through credit sales from various projects, including the Yaeda Eyasi Landscape, Makame Savannah, Ntakata Mountains, and Ruvuma Wilderness. Over the next ten years, Carbon Tanzania anticipates significant growth in project-based revenue, driven by the expansion of existing projects and the development of new initiatives.

5.2. COST STRUCTURE

The cost structure of Carbon Tanzania comprises direct costs associated with project implementation (including revenues shared with the participating communities), as well as general overheads related to business operations. Direct costs for carbon projects include managing authority revenue shares, CT management costs, issuance fees, validation/verification costs (involving the payment of consultants), carbon credit issuance fees and DNA (VPO) fees. These costs vary depending on the specific project and include expenses related to community engagement, project management, and compliance with certification standards.

General overheads encompass salaries, business development, marketing, communications, office overheads, and professional services. Salaries cover personnel expenses for general, executive, finance, human resources, local communications and media costs, field staff, and auxiliary staff. Office overheads

encompass administrative costs and professional development provision. Professional services cover legal, financial, and scientific advisory fees.

Costs associated with business development, raising investment finance, marketing, sales and communications expenses including PR, media, content creation, conference attendance, sales meetings and global customer relationship management are borne by Carbon Tanzania's global sales agent following a Sales Agent Commission Agreement by which the agent is paid a fixed percentage of sales revenues received by Carbon Tanzania for its Verified Emissions Reductions.

5.3. BREAK-EVEN ANALYSIS.

The break-even analysis for Carbon Tanzania involves determining the point at which total revenue equals total costs, resulting in neither profit nor loss. With projected revenue growth from carbon offset projects, the company aims to achieve profitability within the forecast period. By effectively managing direct costs and general overheads, Carbon Tanzania seeks to attain financial sustainability and contribute to its mission of environmental conservation and community development.

5.4. FIVE YEARS FINANCIAL PROJECTIONS.

The financial projections for Carbon Tanzania over the next five years include income statements, cash flow statements, and balance sheets. These projections reflect the anticipated revenue, expenses, and financial performance of the company based on project-based income and operating costs. With expected growth in project revenue and careful management of costs, Carbon Tanzania aims to achieve positive cash flow, profitability, and long-term viability as a leading player in the conservation sector. The company's financial projections demonstrate its commitment to transparency, accountability, and fiscal responsibility in fulfilling its mission and objectives.

NOTE: Five Years Financial Projections has been annexed in Appendix I

CHAPTER SIX

RISK MANAGEMENT

6.1. IDENTIFICATION OF RISKS

Carbon Tanzania operates within a dynamic and multifaceted environment where various risks, both internal and external, can potentially impact its operations and objectives. Recognizing the complexity of its endeavors, the organization diligently identifies and assesses a range of risks that could undermine its conservation efforts and financial sustainability.

One significant risk that Carbon Tanzania navigates is the volatility of the market, particularly in the carbon credit sector. Fluctuations in carbon credit prices and demand can significantly affect the organization's revenue projections and overall financial stability. In addition, regulatory changes pose a notable risk, as alterations in government policies, regulations, or certification standards could impact project compliance and operational costs. Ensuring adaptability to such changes is crucial for maintaining project viability and effectiveness. Furthermore, Carbon Tanzania acknowledges the importance of fostering positive relationships with local communities as integral to its conservation endeavors. However, challenges in community engagement and maintaining positive relations may arise, posing risks to project acceptance and implementation. Addressing these challenges requires proactive communication, participatory decision-making, and a commitment to addressing community concerns and aspirations.

Environmental factors also present inherent risks to Carbon Tanzania's operations. Natural disasters, climate change impacts, and ecological disturbances have the potential to disrupt project activities, jeopardizing conservation outcomes and community well-being. Proactive risk management strategies, including robust contingency plans, are essential for mitigating the impacts of such events and ensuring project resilience. Moreover, technical challenges represent another facet of risk that Carbon Tanzania must

navigate. Issues related to technology, data collection, and project monitoring may arise, impacting the organization's ability to effectively measure and report on project outcomes. Investing in technological solutions, capacity building, and continuous improvement initiatives is essential for mitigating these risks and enhancing project efficiency.

Financial risks, including funding constraints, exchange rate fluctuations, and economic instability, also pose significant challenges to Carbon Tanzania's sustainability. Robust financial planning, diversified revenue streams, and proactive risk assessment are crucial for mitigating these risks and ensuring the organization's long-term financial viability. Finally, legal and compliance risks represent potential threats to Carbon Tanzania's operations and reputation. Legal disputes, contractual obligations, and compliance issues could lead to reputational damage and financial liabilities if not adequately managed. Establishing clear contractual agreements, maintaining compliance with regulatory requirements, and implementing robust monitoring mechanisms are essential risk mitigation strategies in this regard.

6.2. RISK MITIGATION STRATEGIES

In response to these identified risks, Carbon Tanzania employs a comprehensive set of risk mitigation strategies aimed at minimizing potential disruptions and ensuring the successful implementation of its conservation initiatives. Diversification is a key strategy employed by Carbon Tanzania to mitigate the risk of market volatility. By diversifying its project portfolios and revenue streams, the organization reduces its reliance on a single market or project, thereby enhancing its resilience to market fluctuations and economic uncertainties. stakeholder engagement is another critical component of Carbon Tanzania's risk mitigation strategy. By fostering positive relationships with local communities, government agencies, NGOs, and other stakeholders, the organization can proactively address concerns, build trust, and garner support for its conservation efforts. This approach not only helps mitigate the risk of community resistance but also promotes collaboration and collective action towards shared conservation goals.

Adaptive management is integral to Carbon Tanzania's approach to risk mitigation, particularly in the face of environmental uncertainties and changing conditions. By continuously monitoring project performance, collecting relevant data, and adjusting strategies as needed, the organization can effectively respond to emerging risks and capitalize on new opportunities. Technological innovation plays a vital role in Carbon Tanzania's risk mitigation efforts, particularly concerning data collection, monitoring, and decision-making. By leveraging cutting-edge technologies and digital solutions, the organization can improve the accuracy, efficiency, and transparency of its operations, thereby reducing the risk of technical challenges and enhancing overall project effectiveness.

Financial planning and management are fundamental aspects of Carbon Tanzania's risk mitigation strategy. By conducting robust financial planning, diversifying funding sources, and implementing stringent budgetary controls, the organization can mitigate financial risks such as funding constraints, exchange rate fluctuations, and economic instability, ensuring its long-term financial sustainability. Legal compliance and risk management go hand in hand at Carbon Tanzania. By maintaining compliance with relevant laws, regulations, and certification standards, the organization can mitigate the risk of legal disputes, reputational damage, and financial liabilities. Clear contractual agreements, transparent reporting, and proactive monitoring are essential components of this risk mitigation strategy.

Contingency Plans

Despite the implementation of robust risk mitigation strategies, Carbon Tanzania recognizes the importance of having contingency plans in place to address unforeseen challenges and disruptions effectively. These contingency plans are designed to provide the organization with a framework for responding to emergencies, mitigating adverse impacts, and maintaining project continuity in the face of adversity.

Emergency response protocols are an essential component of Carbon Tanzania's contingency plans. These protocols outline specific steps and procedures to be followed in the event of natural disasters, environmental emergencies, or other unforeseen events that pose an immediate threat to project operations or community well-being. By establishing clear lines of communication, coordinating response efforts, and mobilizing resources effectively, the organization can minimize the impact of emergencies and ensure the safety and security of project stakeholders. Resource mobilization is another critical aspect of Carbon Tanzania's contingency plans. In the event of funding constraints, budgetary shortfalls, or unexpected expenses, the organization must have mechanisms in place to access contingency funds or seek additional financing from alternative sources. This may involve tapping into reserve funds, securing emergency grants or loans, or launching fundraising campaigns to bridge funding gaps and ensure the continuity of project activities.

Adaptive strategies are essential for Carbon Tanzania's contingency planning efforts, particularly concerning environmental uncertainties and changing conditions. By remaining flexible, responsive, and adaptive in its approach to project management, the organization can effectively navigate unforeseen challenges, capitalize on new opportunities, and maintain project momentum even in the face of adversity. Community support and engagement are critical elements of Carbon Tanzania's contingency plans. In times of crisis or uncertainty, the organization must rely on the support and solidarity of local communities to overcome challenges, address concerns, and maintain project momentum. Building strong relationships, fostering open communication, and demonstrating a commitment to community well-being are essential for garnering community support and ensuring the success of contingency response efforts.

Effective communication strategies are integral to Carbon Tanzania's contingency plans, particularly concerning stakeholder engagement and crisis communication. Clear, timely, and transparent communication is essential for managing stakeholder expectations, addressing concerns, and maintaining trust during times of uncertainty.

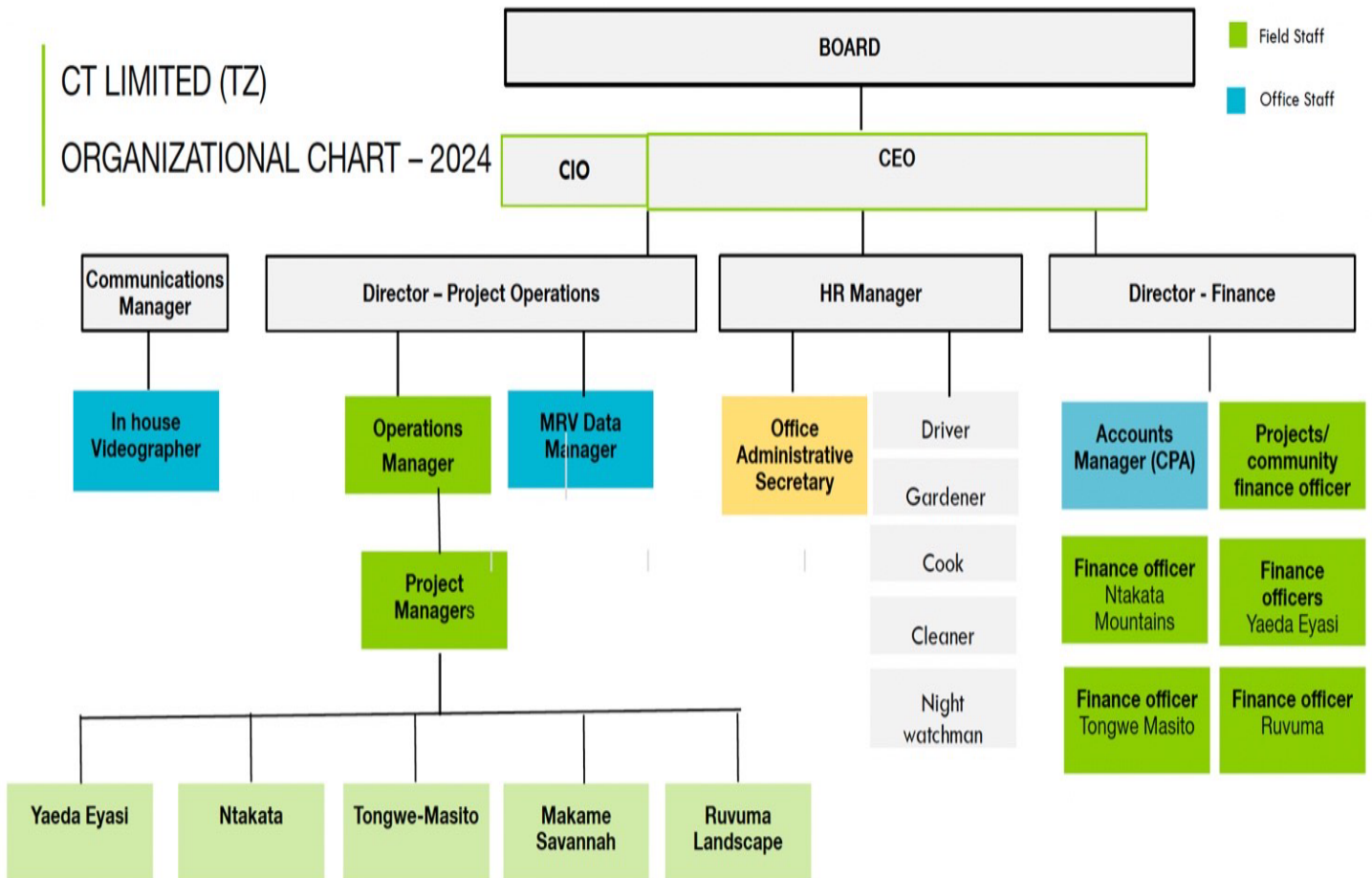
By proactively communicating with project stakeholders, including local communities, government agencies, and funding partners, the organization can effectively coordinate response efforts, minimize disruptions, and ensure the continuity of project activities. Carbon Tanzania's risk management framework encompasses a comprehensive set of strategies and contingency plans aimed at mitigating potential risks, maximizing opportunities, and ensuring the successful implementation of its conservation initiatives. By proactively identifying risks, implementing robust risk mitigation strategies, and developing contingency plans, the organization can effectively navigate the complex and dynamic environment in which it operates, ultimately achieving its conservation goals and promoting sustainable development in Tanzania.

CHAPTER SEVEN

MANAGEMENT STRUCTURE

CT LIMITED (TZ)

ORGANIZATIONAL CHART – 2024



APPENDIX I: FIVE YEARS FINANCIAL PROJECTIONS

CT Ltd - 5 year financial projection

All figures in USD

| | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 |
|--|--------------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Income | | | | | | | | | | |
| Carbon Project-based revenue | | | | | | | | | | |
| Credit Sales Yaeda | \$1,204,000 | \$1,548,000 | \$1,548,000 | \$2,064,000 | \$1,800,000 | \$2,250,000 | \$2,250,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 |
| Credit sales Makame | \$1,400,000 | \$1,600,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 | \$3,600,000 | \$4,500,000 | \$4,500,000 | \$4,500,000 |
| Credit sales Ntakata | \$3,150,000 | \$3,600,000 | \$2,000,000 | \$2,000,000 | \$2,000,000 | \$2,000,000 | \$2,400,000 | \$3,000,000 | \$3,000,000 | \$3,000,000 |
| Credit sales Tongwe-Masito | \$3,500,000 | \$3,500,000 | \$3,500,000 | \$3,500,000 | \$3,500,000 | \$3,500,000 | \$4,200,000 | \$5,250,000 | \$5,250,000 | \$5,250,000 |
| Credit sales Ruvuma Wilderness | \$900,000 | \$1,200,000 | \$14,730,612 | \$5,358,468 | \$5,225,400 | \$6,247,995 | \$6,247,995 | \$7,497,594 | \$7,497,594 | \$7,497,594 |
| Total Project / Product Based Income | \$6,654,000 | \$7,948,000 | \$24,776,612 | \$15,922,468 | \$15,525,400 | \$16,997,995 | \$18,697,995 | \$23,247,594 | \$23,247,594 | \$23,247,594 |
| Direct Costs (Carbon Projects) | | | | | | | | | | |
| 1 Yaeda Eyasi Landscape | | | | | | | | | | |
| Managing Authority (community) revenue share | \$734,440 | \$944,280 | \$944,280 | \$1,259,040 | \$1,098,000 | \$1,372,500 | \$1,372,500 | \$1,830,000 | \$1,830,000 | \$1,830,000 |
| CT management costs (inc project staff) | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 |
| Issuance fees | \$68,800 | \$68,800 | \$68,800 | \$68,800 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 |
| Validation / verification costs | | | \$30,000 | | | | | | | |
| DNA (VPO) | \$96,320 | \$123,840 | \$123,840 | \$165,120 | \$144,000 | \$180,000 | \$180,000 | \$240,000 | \$240,000 | \$240,000 |
| 2 Makame Savannah | | | | | | | | | | |
| Managing Authority (community) revenue share | \$854,000 | \$976,000 | \$1,830,000 | \$1,830,000 | \$1,830,000 | \$1,830,000 | \$2,196,000 | \$2,745,000 | \$2,745,000 | \$2,745,000 |
| CT management costs (inc project staff) | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 | \$25,000 |
| Issuance fees | \$38,000 | \$38,000 | \$57,000 | \$57,000 | \$57,000 | \$57,000 | \$57,000 | \$57,000 | \$57,000 | \$57,000 |
| Validation / verification costs | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 |
| DNA (VPO) | \$112,000 | \$128,000 | \$240,000 | \$240,000 | \$240,000 | \$240,000 | \$288,000 | \$360,000 | \$360,000 | \$360,000 |
| 3 Ntakata Mountains | | | | | | | | | | |
| Managing Authority (community) revenue share | \$1,921,500 | \$2,196,000 | \$1,220,000 | \$1,220,000 | \$1,220,000 | \$1,220,000 | \$1,464,000 | \$1,830,000 | \$1,830,000 | \$1,830,000 |
| CT management costs (inc project staff) | \$45,000 | \$45,000 | \$50,000 | \$52,500 | \$55,125 | \$57,881 | \$60,775 | \$63,814 | \$67,005 | \$70,355 |
| Issuance fees | \$85,500 | \$85,500 | \$38,000 | \$38,000 | \$38,000 | \$38,000 | \$38,000 | \$38,000 | \$38,000 | \$38,000 |
| Validation / verification costs | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 | \$75,000 |
| DNA (VPO) | \$252,000 | \$288,000 | \$160,000 | \$160,000 | \$160,000 | \$160,000 | \$192,000 | \$240,000 | \$240,000 | \$240,000 |
| 4 Ruvuma Wilderness | | | | | | | | | | |
| Project development costs | \$120,000 | \$80,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Managing Authority (WMA) revenue share | \$250,000 | \$250,000 | \$8,985,673 | \$3,268,665 | \$3,187,494 | \$3,811,277 | \$3,811,277 | \$4,573,532 | \$4,573,532 | \$4,573,532 |
| CT management costs (inc project staff) | \$20,000 | \$21,000 | \$22,050 | \$23,153 | \$24,310 | \$25,526 | \$26,802 | \$28,142 | \$29,549 | \$31,027 |
| Validation and verification costs | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Issuance fees | \$0 | \$0 | \$233,235 | \$84,842 | \$82,736 | \$79,141 | \$79,141 | \$79,141 | \$79,141 | \$79,141 |
| DNA (VPO) | | | \$1,178,449 | \$428,677 | \$418,032 | \$499,840 | \$499,840 | \$599,808 | \$599,808 | \$599,808 |
| 3 Tongwe-Masito FRs | | | | | | | | | | |
| Project development costs | \$120,000 | \$140,000 | \$120,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Managing Authority (community) revenue share | \$0 | \$0 | \$2,135,000 | \$2,135,000 | \$2,135,000 | \$2,135,000 | \$2,562,000 | \$3,202,500 | \$3,202,500 | \$3,202,500 |
| CT management costs (inc project staff) | \$10,000 | \$10,000 | \$20,000 | \$21,000 | \$22,050 | \$23,153 | \$24,310 | \$25,526 | \$26,802 | \$28,142 |
| Validation and verification costs | \$50,000 | \$30,000 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Issuance fees | \$0 | \$0 | \$66,500 | \$66,500 | \$66,500 | \$66,500 | \$66,500 | \$66,500 | \$66,500 | \$66,500 |
| DNA (VPO) | \$0 | \$0 | \$280,000 | \$280,000 | \$280,000 | \$280,000 | \$336,000 | \$420,000 | \$420,000 | \$420,000 |
| Total Project and Product Delivery Costs | \$4,977,560 | \$5,624,420 | \$18,002,827 | \$11,598,298 | \$11,318,247 | \$12,335,817 | \$13,514,145 | \$16,658,963 | \$16,664,837 | \$16,671,005 |
| Total Gross Profit | \$1,676,440 | \$2,323,580 | \$6,773,785 | \$4,324,170 | \$4,207,153 | \$4,662,178 | \$5,183,850 | \$6,588,631 | \$6,582,757 | \$6,576,589 |
| General Overheads | | | | | | | | | | |
| 1 Salaries | | | | | | | | | | |
| <i>General (Global)</i> | | | | | | | | | | |
| CEO | \$120,000 | \$122,400 | \$124,848 | \$127,345 | \$129,892 | \$132,490 | \$135,139 | \$137,842 | \$140,599 | \$143,411 |
| CIO | \$120,000 | \$122,400 | \$124,848 | \$127,345 | \$129,892 | \$132,490 | \$135,139 | \$137,842 | \$140,599 | \$143,411 |
| Head of Finance | \$75,000 | \$76,500 | \$78,030 | \$79,591 | \$81,182 | \$82,806 | \$84,462 | \$86,151 | \$87,874 | \$89,632 |
| Head of HR | \$50,000 | \$51,500 | \$53,045 | \$54,636 | \$56,275 | \$57,964 | \$59,703 | \$61,494 | \$63,339 | \$65,239 |
| Comms team (Manager, content) | \$25,000 | \$25,500 | \$26,010 | \$26,530 | \$27,061 | \$27,602 | \$28,154 | \$28,717 | \$29,291 | \$29,877 |
| Field Staff total | \$250,000 | \$262,500 | \$275,625 | \$289,406 | \$303,877 | \$319,070 | \$335,024 | \$351,775 | \$369,364 | \$387,832 |
| Auxiliary Staff total | \$20,000 | \$22,000 | \$24,200 | \$26,620 | \$29,282 | \$32,210 | \$35,431 | \$38,974 | \$42,872 | \$47,159 |
| Total Salaries | \$660,000 | \$682,800 | \$706,606 | \$731,473 | \$757,461 | \$784,632 | \$813,053 | \$842,796 | \$873,938 | \$906,561 |
| 2 Business Development, Marketing and comms | | | | | | | | | | |
| PR, media and content | \$25,000 | \$25,000 | \$20,000 | \$20,000 | \$20,000 | \$20,000 | \$20,000 | \$20,000 | \$20,000 | \$20,000 |
| Government engagement | \$50,000 | \$50,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 |
| Total BD & Marketing | \$75,000 | \$75,000 | \$80,000 | \$80,000 | \$80,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 |
| 3 Office Overheads | | | | | | | | | | |
| Total office admin costs | \$70,000 | \$73,500 | \$77,175 | \$81,034 | \$85,085 | \$89,340 | \$93,807 | \$98,497 | \$103,422 | \$108,593 |
| Professional development provision | \$50,000 | \$52,500 | \$55,125 | \$57,881 | \$60,775 | \$63,814 | \$67,005 | \$70,355 | \$73,873 | \$77,566 |
| Total Office Overheads | \$120,000 | \$126,000 | \$132,300 | \$138,915 | \$145,861 | \$153,154 | \$160,811 | \$168,852 | \$177,295 | \$186,159 |
| 4 Professional Services | | | | | | | | | | |
| Legal and Finance | \$115,000 | \$150,000 | \$100,000 | \$80,000 | \$80,000 | \$50,000 | \$50,000 | \$50,000 | \$50,000 | \$50,000 |
| MEL Scientific Advisory fees | \$36,000 | \$40,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 | \$30,000 |
| Total Professional Services | \$151,000 | \$190,000 | \$130,000 | \$110,000 | \$110,000 | \$80,000 | \$80,000 | \$80,000 | \$80,000 | \$80,000 |
| Total General Overheads | \$1,006,000 | \$1,073,800 | \$1,048,906 | \$1,060,388 | \$1,093,322 | \$1,077,786 | \$1,113,864 | \$1,151,648 | \$1,191,233 | \$1,232,721 |
| EBITDA | \$670,440 | \$1,249,780 | \$5,726,879 | \$3,263,782 | \$3,113,832 | \$3,584,392 | \$4,069,985 | \$5,436,983 | \$5,391,524 | \$5,343,869 |
| Cashflow | | | | | | | | | | |
| Capital Expenses | | | | | | | | | | |
| 1 Land purchase Company Headquarters Arusha | \$40,000 | | | | | | | | | |
| 2 New office development Arusha (build) | \$80,000 | | | | | | | | | |
| 3 New office development Tanganyika (build) | \$60,000 | | | | | | | | | |
| 4 New office development Ruvuma (build) | | \$65,000 | | | | | | | | |
| 5 Vehicles | \$50,000 | \$35,000 | \$35,000 | | \$55,000 | | | | | |
| Total CapEx | \$230,000 | \$100,000 | \$35,000 | \$0 | \$55,000 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cash Generated | \$440,440 | \$1,149,780 | \$5,691,879 | \$3,263,782 | \$3,058,832 | \$3,584,392 | \$4,069,985 | \$5,436,983 | \$5,391,524 | \$5,343,869 |