

**VERCOE VEHICLE MANUFACTURE COMPANY LIMITED**

# **Business Plan**

**“QUALITY PRODUCTS & IDEAL  
SERVICES IS OUR VITAL  
PHYLOSOPHY”**

**VERCOE VEHICLE MANUFACTURE COMPANY LIMITED**

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**Table of Contents**

**Page no.**

**Cover Page ..... 1**

**Table of Contents ..... 2**

**Confidentiality Agreement ..... 3**

**Executive Summary ..... 4**

**Objectives & Mission ..... 5**

Company Summary ..... 5

**Company location ..... 5**

Products and services ..... 5

Products Description ..... 5

**Market Analysis Summary ..... 6-**

**9**

**Sales Forecast ..... 10**

**Management Summary ..... 10**

**Personnel Plan ..... 10**

**Financial Projections ..... 11**

Key Assumptions ..... 11

**Projected profit and loss ..... 12**

**Projected Balance Sheet ..... 14**

**Projected cash flow ..... 14**

**Funding Requirements ..... 15**

**Appendices ..... 16**

## **CONFIDENTIALITY AGREEMENT:**

The undersigned reader acknowledges that the information provided by **VERCOE VEHICLE MANUFACTURE COMPANY LIMITED** in this business plan is confidential; therefore, reader agrees not to disclose it without the express written permission of **VERCOE VEHICLE MANUFACTURE COMPANY LIMITED**.

It is acknowledged by reader that information to be furnished in this business plan is in all respects confidential in nature, other than information, which is in the public domain through other means, and that any disclosure or use of same by reader may cause serious harm or damage to **VERCOE VEHICLE MANUFACTURE COMPANY LIMITED**

Upon request, this document is to be immediately returned to **VERCOE TRAILER MANUFACTURE COMPANY LIMITED**



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**Signature**

Modest S. Magessa

10<sup>th</sup> August 2024

This is a business plan it does not imply an offering of securities.

## 1.0 Executive Summary:

### Introduction

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED is an established business Limited Company (CAP.212) with a valid Business License number 20000047441. The Company currently is engaged in the importation of Trailers Manufacturing & Assembling. The company is dedicated to providing the highest quality workmanship, meeting the agreed delivery dates, and executing the custom work exactly in accordance with the customer's concept. The focus of this business plan is to identify its future target clients, explain its marketing strategy, and to expand company operations and marketing so it can substantially increase profitability.

### Location:

Our Company located at Kisarawe 2 Kigamboni in Dar es Salaam Region

### The Company

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED was established in 2022 as a Limited Company by share as clearly shown in our Memorandum and Article of Company, since of our commencement we have lent a lot in the relevant industry and during this time has developed a reputation of excellence and quality products and these outputs lead us to expanding by locally manufacturing.

### Our Products, Services and delivery

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED expecting to be Manufacturing and assembling of trailers

### The Market:

Since our commencement of operations and based on our Research done, we found that the market within the country and East and Central Africa is big especially in the trailers market segment, we focusing on internal and external markets, where by our projection of targeting on selling of about 15% within a Country and 10% out of the Country mainly Zambia, Congo, Rwanda, Burundi, Mozambique, and so forth. The marketing research and tailored marketing strategy described in this business plan projected to get revenue worth \$ 260,000.00 and above annually.

### Capital/Bankers/Financial Considerations

The company has sufficient capital to let the Business run smoothly, the capital sources are from owner's contributions and loan or grants from outsiders and our main banker who saved with us is **STANBIC (TANZANIA) BANK**

The purpose of this Business plan is to fulfill the mandatory requirements for being eligible registered Investor, and the projected amount and timeframe can be varying due to non-expectations events.

## 1.1 Objectives and Mission

### 1.1.1 Objectives

The objectives of VERCOE VEHICLE MANUFACTURE COMPANY LIMITED include:

1. **Expanding Business** – By Introduce Trailers locally manufacturing & assembling
2. **Focusing on external markets** - Highlighting the highly trailers demanded in Africa.
3. **Costs cutting** – Avoiding various unnecessary shipping & freight expenses
4. **Quality assurance** – Eliminate substandard by direct manufacturing supervision
5. **Advertising**- Increase the advertising campaign to the existing and potential customers
6. **Customer Service** – Provide to the customers the highest quality service at cost effective pricing and attain customer satisfaction through repeat customers; referrals and surveys.

### 1.1.2 Mission:

It is the mission of VERCOE VEHICLE MANUFACTURE COMPANY LIMITED to Manufacture the best quality trailers, with value pricing and provide exceptional customer service after the sale of the trailers, (**Customer satisfaction is our vital Philosophy**). We plan to establish a successful partnership with our customers, our employees, and our suppliers that respects the interests and goals of each party.

## 2.0 Company Summary:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED is headquartered in Dar es salaam, located at Kisarawe II in Kigamboni Municipality and was established as a Limited Company by shares in 2022 as Trailers Manufacturer.

## 2.1 Company Ownership

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED was founded in 2023, and is a Limited Company by shares as follow:

- i. Ally Amour Salim, Tel. no. 0713 - 476643 (Tanzanian)  
P.O. BOX 16344 number of shares is fifty one thousand (51,000)  
Dar es salaam, Tanzania
- ii. Liang Yongmei  
Room 705,235 Xiaobei Road number of shares is nine thousand (9,000) Yuexiu District, Guangzhou, China
- iii. Yang Haiquan  
Room 705,235 Xiaobei Road number of shares is nine thousand

(9,000) Yuexiu District, Guangzhou, China

## 2.2 Company Location:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED is located at Kisarawe 2 Kigamboni - Kigamboni Municipality in Dar es Salaam.

## 3.0 Products:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED will manufacturing and sell trailers to the local and other countries customers from the neighborhood.

## 3.1 Product Description:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED will assist its customers on selecting the best trailers on their request at a price that meets or exceeds their expectations. In the event of technical problem, we will be always ready to assist customer on reverting the relevant problem.

## 4.0 Market Analysis Summary:

In Tanzania Trailers, manufacturing industry includes about eight Major company's specialty segments covers about only twenty-five percent (25%) of entire internal market, customers' demands are higher compared to the currently trailers manufactured.

Demand is driven largely by the needs of other industrial companies and is therefore linked to economic growth. The profitability of individual companies depends on technical expertise and efficient manufacturing; large companies have economies of scale in purchasing raw materials.

## 4.1 Market Segmentation:

VERCOE TRAILER MANUFACTURE COMPANY LIMITED will focus on the ability to complete the relevant project with the required equipment by having all the necessary equipment, VERCOE VEHICLE MANUFACTURE COMPANY LIMITED market segmentation scheme is locally, and focuses on the target markets of East and Central African Countries.

**Table 1.3: Market Analysis:**

Market Analysis		2024	2025	2026	2027	2028
Potential Customers	Growth	2024	2025	2026	2027	2028
Local customers	15%	30	35	40	46	53
External customers	10%	11	12	13	14	15
<b>Total customers</b>	<b>25</b>	<b>31</b>	<b>47</b>	<b>53</b>	<b>60</b>	<b>68</b>

#### **4.2 Target Market Segment Strategy:**

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED knows that satisfied customers aid the Company by referring its business to other clients who need the services.

Currently, VERCOE VEHICLE MANUFACTURE COMPANY LIMITED serves market segment, the choice of targeted markets is based on an in-depth understanding of the customer's needs. The Company's skills and capabilities will allow effectively competing and building on to its reputation within its area as well as outside. Therefore, by having sufficient funding and developing a marketing strategy will improve the Company's profitability levels and aid in building a strong customer base

**We will utilize the following sales literature to reach our target market:**

- magazines/journals
- online listings
- yellow pages
- trade directory and so forth

#### **4.3 Service Business Analysis:**

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED exists in a competitive market that faces virtually unlimited competition and high demand, the ability of the company to differentiate its products and services or enter into a niche market is limited. The company will engage in a low-cost leadership strategy while maintaining a suitable level of quality.

As simple as it may be, VERCOE VEHICLE MANUFACTURE COMPANY LIMITED method of executing exceptional customer service has an important effect on the bottom line: People want to give their business to those who appreciate it. Skillful use of advertising, having the necessary equipment and strong communication will bring the business to the Company desires.

##### **4.3.1 Competition and Buying Pattern:**

As mentioned before VERCOE VEHICLE MANUFACTURE COMPANY LIMITED exists in a competitive market, but it is the opinion of the Company and other competitors cannot match the Company's work ethics and impeccable customer service skills, we will compete directly with other competitors by effectively meeting customer's needs and fulfilling the client's demands which will aid us in generating future business, "If clients are happy, they will recommend us to others who need the service"

## 5.0 Web Plan Summary:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED plans to create a new website to provide an Internet presence that will better represent it through digital images and text and serve to more effectively market and expand its market, the enhanced website will include:

- Pictures and video Statements/testimonials of satisfied customers
- Links to businesses who have given positive statements and referrals
- Banner ads
- Link for visitors to opt in to the Company's email list

## 5.1 Website Marketing Strategy:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED will use email marketing campaigns for their outreach to current and prospective customers, Technology is available that incorporates video with email and offers very powerful, robust and dynamic features, another benefit is in communicating through the use of streaming video embedded within the email, Management believes that the use of this technology will give the Business a strong competitive edge and outreach to the community.

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED is planning to incorporate an email drip campaign with video into its marketing efforts. This technology will more effectively market to its customer and potential customer base; the built-in analytics provide immediate feedback as to the campaigns effectiveness and who actually viewed the message. Auto responders with a specific message can be utilized as an immediate follow-up tool. This new email marketing campaign technology will serve to position us to achieve and sustain name recognition in front of our current market within the local community. This type of marketing is cost effective and efficient, the first thing most of us do every day is checking our email in-box.

## 5.2 Development Requirements:

Development and requirements, VERCOE VEHICLE MANUFACTURE COMPANY LIMITED enhanced Internet presence and email campaign digital marketing system because it is easy and not complicated.

## 6.0 Strategy and Implementation Summary:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED plans to use a direct sales force and relationship selling to reach its target markets, these channels are most appropriate because of time to market, reduced capital requirements, and fast access to established distribution channels

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED plans to advertise in Yellow Pages and local newspapers, and create a website with information of the company, construction background, and contact information will be available online. References to the website will be mentioned in all other forms of advertising once the website is in effect

## 6.1 **SWOT Analysis:**

The following SWOT analysis captures the key strengths and weaknesses within the company, and describes the opportunities and threats facing, the Company did not fully consider due to the relevant manufacturing industry still not started yet, although during of the selling operations the company managed to attain some achievements as briefly outlined here below:

### 6.1.1 **Strengths:**

The strengths of VERCOE VEHICLE MANUFACTURE COMPANY LIMITED

- **Outstanding reputation** – Expanding of customer’s networking
- **Quality** - The Company guarantees all the products sold are of the highest quality
- **Customer Care** - The Company takes extra time to make sure the customer is satisfied with the service provided
- **Personnel Experience and Professionalism** – the wholly Management and operational team leads by qualified and ethical staff

### 6.1.2 **Weaknesses:**

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED weaknesses some competitors selling substandard products as original at the lowest price which lead us to non-fair market competition.

### 6.1.3 **Opportunities**

Opportunities for VERCOE VEHICLE MANUFACTURE COMPANY LIMITED include Growing market with a significant percentage

- Increasing sales opportunities beyond our Country leads to open new business windows especially trailers marketing
- Products recognized by clients so company’s goodwill increased

### 6.1.4 **Threats:**

The only obstacle to VERCOE VEHICLE MANUFACTURE COMPANY LIMITED success would be further downswings in the economy

## 6.2 **Competitive Edge:**

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED will be having a strong competitive edge due to its philosophy of fully concentration on business ethics.

## 6.3 **Marketing Strategy:**

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED strategy is to continue to expand services into country and East and Central African countries by utilizing a website, social media advertising and search engine optimization (SEO).

#### 6.4 Sales Strategy:

Excellent customer relation skills and work ethic is a primary focus for VERCOE VEHICLE MANUFACTURE COMPANY LIMITED these skills will be useful in making customers comfortable in trusting the Company to provide their services, maintaining their customer's satisfaction, the company feels, is an implicit part of building a relationship that will encourage repeat business.

##### 6.4.1 Sales Forecast:

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED projections are based on previous year's sales history, the planned increase in advertising for the company and future expansion will make the company even more appealing to prospective customers.

As the following table shows, the company plans to deliver sales of \$262,500 in 2024, \$317,625 in 2025, and \$384,326.25 in 2026, \$465,034.76 in 2027 \$562,692.06 in 2028 of plan implementation. The Company Plans to increase its revenue by at least 25% each year

Table 2.5: Sales Forecast:

Sales Forecast					
Year	2024	2025	2026	2027	2028
Sales					
Trailers Sales	\$262,500	\$317,625	\$384,326.25	\$465,034.76	\$562,692.06
Total Sales	\$200,000	\$260,000	\$384,326.25	\$465,034.76	\$562,692.06
Direct Cost of Sales					
	2024	2025	2026	2027	2028
Raw Materials	\$80,000	\$104,000	\$135,200	\$175,760	\$228,488
Total Direct Cost of Sales	\$80,000	\$104,000	\$135,200	\$175,760	\$228,488

The Company has established some basic milestones to keep the business plan priorities in place, Responsibility for implementation falls on the shoulders of the VERCOE VEHICLE MANUFACTURE COMPANY LIMITED

#### 7.0 Management Summary:

The Company has blessed to have a vibrant Professional team with vast technical experience whom are ultimately responsible to make sure the highest products are produced, all these requires an optimal management's decisions, closely monitoring business activities and consistence quality control.

## 7.1 Personnel Plan:

The Company's management philosophy is based on **responsibility** and **mutual respect**; maintain an environment and structure that will encourage **productivity** and respect to customers and entire employees.

At VERCOE VEHICLE MANUFACTURE COMPANY LIMITED

, everyone is considered as an individual and the Company respects their dignity and recognizes their merit. Employees will be encouraged to have a sense of security and pride in their jobs, and will afford equal opportunity for employment, development, and advancement for those qualified.

VERCOE VEHICLE MANUFACTURE COMPANY LIMITED employees will be committed to:

- Providing a safe work environment to protect employees, customers and the public in general
- Produce and Supply safe products of high quality standards
- Continuously improving the company's safety program to reduce the risk of accidents and occupational illness in a changing work environment
- Encouraging employees to participate in accident prevention programs and take personal responsibility for their own and their co-workers' health and safety
- Regulatory compliance and contribution to high safety standards for our industry
- Monitoring workplaces, enforcing safe work practices, and communicating the company's safety performance to employees and other stakeholders

Table 4.6: Personnel:

Personnel Plan	2024	2025	2026	2027	2028
Technical staff	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Total People	30	35	40	43	43
Total Payroll	\$120,000	\$130,000	\$140,000	\$145,000	\$145,000

## 8.0 Financial Projections:

### 8.1 Key Assumptions:

1. We assume a conservative presence and steady growth in the market
2. We assume there will be no further economic crashes that would greatly hinder our target market's access to their construction needs
3. Projected Investment in equipment and materials: It is anticipated that the \$650,000 funding will provide necessary capital for the following:

- **Machinery and Equipment**, \$210,000: these funds will be used for purchasing the relevant machinery and workshop equipment.
- **Building infrastructure & Renting**, \$130,000: these funds will be used for fixing machinery, equipment, and general infrastructure, facility for workshop, storage, and Rent.
- **Labor charges & Administration costs** \$130,000: these funds will be used for general administration of the project includes fees and licensing process
- **Advertising & Web design**, \$25,000: will funding the more aggressive advertising campaign to reach more potential customers.
- **Employees**, \$105,000: this amount will cover annual personnel’s payroll & other miscellaneous costs

**Table 8.1: Milestones for initial investment:**

Milestones	Budget
Machinery & Equipment	\$250,000.00
Building infrastructure & Rent	\$130,000.00
Labor charges & administration	\$100,000.00
Advertising & Web Design	\$25,000.00
Employees	\$145,000.00
Trailers shunting Tractor unit	\$40,000.00
Pick-up double cabin for escort	\$40,000.00
<b>Grand total</b>	<b>\$650,000</b>

The following sections of this plan will serve to describe VERCOE VEHICLE MANUFACTURE COMPANY LIMITED financial plan in more detail

### 8.2 Projected Profit and Loss

The Company has planned to have funding worth \$450,000 projected to be received during the 3<sup>rd</sup> quarter of 2024 and the rest at the 4<sup>th</sup> quarter at the same year

The sales forecast to be \$360,000 in 2024, \$414,000 in 2025, \$496,800 in 2026, \$591,192 in 2027, and \$709,430.04 in 2028 respectively. The net profits are forecast to be 72% in 2024, 71% in 2025, 71% in 2026, 71% in 2027, and 72% in 2028 respectively

#### **Important note:**

The expense for advertising in 2025 will be financed from our own funding; the payroll expense for the technical employee starting January to December will be also financed from our own funding.

TABLE 8.2 PROJECTED PROFIT AND LOSS:

**PROJECTED PROFIT AND LOSS**

VERCOE TRAILER MANUFACTURE COMPANY LIMITED					
INCOME					
	2024	2025	2026	2027	2028
Revenue	US\$	US\$	US\$	US\$	US\$
Trailers sales	262,500.00	317,625.00	384,326.25	465,034.76	562,692.06
<b>Total revenue</b>	<b>262,500.00</b>	<b>317,625.00</b>	<b>384,326.25</b>	<b>465,034.76</b>	<b>562,692.06</b>
Cost of Sales					
Raw Materials	183,750.00	187,425.00	194,922.00	206,617.32	223,146.71
<b>Cost of goods sold</b>	<b>183,750.00</b>	<b>187,425.00</b>	<b>194,922.00</b>	<b>206,617.32</b>	<b>223,146.71</b>
<b>Gross Profit</b>	<b>78,750.00</b>	<b>130,200.00</b>	<b>189,404.25</b>	<b>258,417.44</b>	<b>339,545.36</b>
EXPENSES					
Operating expenses					
Sales and marketing	10,000.00	10,200.00	10,60 <sup>1</sup> .00	11,244.48	12,144.04
Depreciation	21,100.00	3,315.00	3,380.00	3,445.00	3,510.00
Insurance	3,200.00	3,264.00	3,394.56	3,598.23	3,886.09
Payroll and Payroll Tax	3,000.00	3,060.00	3,182.40	3,373.34	3,643.21
Property taxes	500.00	510.00	530.40	562.22	607.20
Maintenance, repair, and overhaul	10,400.00	10,608.00	10,816.00	11,024.00	11,232.00
Utilities	0.00	5,100.00	5,304.00	5,622.24	6,072.02
Administrative fees	0.00	306.00	318.24	337.33	364.32
Interest expense on long-term debt	300.00	1,791.06	1,316.00	817.19	293.44
Other	2,243.50	1,020.00	1,060.80	1,124.45	1,214.40
<b>Total operating expenses</b>	<b>56,743.50</b>	<b>39,174.06</b>	<b>39,910.40</b>	<b>41,148.50</b>	<b>42,966.73</b>
<b>TOTAL EXPENSES</b>	<b>56,743.50</b>	<b>39,174.06</b>	<b>39,910.40</b>	<b>41,148.50</b>	<b>42,966.73</b>

<sup>1</sup> .2.1 Important Assumptions for Projected Profit and Loss

The sales are expected to rise by 25% each year starting with year 1

TAXES					
Income Tax	6,601.95	27,307.78	44,848.15	65,180.68	88,973.59
<b>TOTAL TAXES</b>	<b>6,601.95</b>	<b>27,307.78</b>	<b>44,848.15</b>	<b>65,180.68</b>	<b>88,973.59</b>
<b>NET PROFIT</b>	<b>15,404.55</b>	<b>63,718.16</b>	<b>104,645.69</b>	<b>152,088.26</b>	<b>207,605.04</b>

PROJECTED PROFIT AND LOSS ASSUMPTION					
	2024	2025	2026	2027	2028
Annual cumulative price (revenue) increase	0.00%	21.00%	21.00%	21.00%	21.00%
Annual cumulative inflation (expense) increase	0.00%	2.00%	4.00%	6.00%	8.00%

### 8.3 Projected Balance Sheet:

Table 8.3

#### PROJECTED BALANCE SHEET

VERCOE VEHICLE AUTO PARTS COMPANY LIMITED						
ASSETS						
Current Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
	US\$	US\$	US\$	US\$	US\$	US\$
Cash and short-term investments	50,000.00	380,455.81	440,987.79	542,037.25	690,095.46	893,211.70
Accounts receivable	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
Total inventory		199,500.00	199,500.00	199,500.00	199,500.00	199,500.00
Prepaid expenses	3,000.00	60,000.00	60,000.00	60,000.00	60,000.00	60,000.00
Deferred income tax	199,500.00	-	-	-	-	-
Other current assets	60,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
	5,000.00					
<b>Total current assets</b>	<b>317,500.00</b>	<b>647,955.81</b>	<b>708,487.79</b>	<b>809,537.25</b>	<b>957,595.46</b>	<b>1,160,711.70</b>
Property and Equipment	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Buildings	29,500.00	29,500.00	29,500.00	29,500.00	29,500.00	29,500.00
Land	-	-	-	-	-	-
Capital improvements	-	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00
Machinery and equipment	3,000.00	208,000.00	208,000.00	208,000.00	208,000.00	208,000.00
	208,000.00					
Less Accumulated depreciation expense		21,100.00	24,415.00	27,795.00	31,240.00	34,750.00
<b>Total Property and Equipment</b>	<b>240,500.00</b>	<b>219,400.00</b>	<b>216,085.00</b>	<b>212,705.00</b>	<b>209,260.00</b>	<b>205,750.00</b>
Other Assets	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Goodwill	-	-	-	-	-	-
Deferred income tax	-	-	-	-	-	-
Long-term investments Deposits	-	-	-	-	-	-
Other long-term assets	-	-	-	-	-	-
	-	-	-	-	-	-
<b>Total Other Assets</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>TOTAL ASSETS</b>	<b>558,000.00</b>	<b>867,355.81</b>	<b>924,572.79</b>	<b>1,022,242.25</b>	<b>1,166,855.46</b>	<b>1,366,461.70</b>

LIABILITIES						
Current Liabilities	Initial balance	Year 1	Year 2	Year 3	Year 4	Year 5
Accounts payable	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Accrued expenses	-	-	-	-	-	-
Notes payable/short-term debt	-	-	-	-	-	-
	-					

Capital leases	-	-	-	-	-	-
Other current liabilities	100.00	100.00	100.00	100.00	100.00	100.00
<b>Total Current Liabilities</b>	<b>2,100.00</b>	<b>2,100.00</b>	<b>2,100.00</b>	<b>2,100.00</b>	<b>2,100.00</b>	<b>2,100.00</b>
<b>Debt</b>	<b>Initial balance</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Long-term debt/loan	50,000.00	40,951.26	31,450.08	21,473.85	10,998.80	-
Other long-term debt	-	-	-	-	-	-
<b>Total Debt</b>	<b>52,100.00</b>	<b>43,051.26</b>	<b>33,550.08</b>	<b>23,573.85</b>	<b>13,098.80</b>	<b>2,100.00</b>
<b>Other Liabilities</b>	<b>Initial balance</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Other liabilities (specify)	205,900.00	303,000.00	306,000.00	309,000.00	312,000.00	315,000.00
Other liabilities (specify)	-	205,900.00	205,900.00	205,900.00	205,900.00	205,900.00
<b>Total Other Liabilities</b>	<b>205,900.00</b>	<b>508,900.00</b>	<b>511,900.00</b>	<b>514,900.00</b>	<b>517,900.00</b>	<b>520,900.00</b>
<b>TOTAL LIABILITIES</b>	<b>258,000.00</b>	<b>551,951.26</b>	<b>545,450.08</b>	<b>538,473.85</b>	<b>530,998.80</b>	<b>523,000.00</b>
<b>EQUITY</b>						
	<b>Initial balance</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Owner's equity (common)	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00	50,000.00
Paid-in capital	-	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
Preferred equity	250,000.00	-	-	-	-	-
Retained earnings	-	15,404.55	79,122.71	183,768.40	335,856.66	543,461.70
<b>TOTAL EQUITY</b>	<b>300,000.00</b>	<b>315,404.55</b>	<b>379,122.71</b>	<b>483,768.40</b>	<b>635,856.66</b>	<b>843,461.70</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>558,000.00</b>	<b>867,355.81</b>	<b>924,572.79</b>	<b>1,022,242.25</b>	<b>1,166,855.46</b>	<b>1,366,461.70</b>

#### 8.4 Projected Cash Flow:

The cash flow projection shows that provisions for ongoing expenses are adequate to meet the needs of the company, as the business will generate sufficient cash flow to support operations. The Company has planned for funding worth \$500,000, which are projected to be injected during the 1st quarter to 3<sup>rd</sup> quarter of year 2024

The funding will be used to upgrade equipment, purchase consumable items, employ technical employees, and increase marketing and advertising campaign as listed in the Milestones Table 3:5 on pg. 10

TABLE 8.4

#### PROJECTED CASH FLOW PROJECTION:

VERCOE TRAILER MANUFACTURE COMPANY LIMITED						
Operating activities	Year 1	Year 2	Year 3	Year 4	Year 5	Total
	US\$	US\$	US\$	US\$	US\$	US\$
Net income	15,404.55	63,718.16	104,645.69	152,088.26	207,605.04	543,461.70
Depreciation	21,100.00	3,315.00	3,380.00	3,445.00	3,510.00	34,750.00
Accounts receivable	3,000.00	3,000.00	3,000.00	3,000.00	3,000.00	15,000.00
Inventories	-	-	-	-	-	-
Accounts payable	-	-	-	-	-	-
Amortization	-	-	-	-	-	-

Other liabilities	-	-	-	-	-	-
Other operating cash flow items	-	-	-	-	-	-
<b>Total operating activities</b>	39,504.55	70,033.16	111,025.69	158,533.26	214,115.04	593,211.70
<b>Investing activities</b>	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Capital expenditures	-	-	-	-	-	-
Acquisition of business	-	-	-	-	-	-
Sale of fixed assets	-	-	-	-	-	-
Other investing cash flow items	300,000.00	-	-	-	-	300,000.00
<b>Total investing activities</b>	300,000.00	-	-	-	-	300,000.00
<b>Financing activities</b>	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Long-term debt/financing	- 9,048.74	- 9,501.18	- 9,976.24	- 10,475.05	- 10,998.80	- 50,000.00
Preferred stock	-	-	-	-	-	-
Total cash dividends paid	-	-	-	-	-	-
Common stock	-	-	-	-	-	-
Other financing cash flow items	-	-	-	-	-	-
<b>Total financing activities</b>	- 9,048.74	- 9,501.18	- 9,976.24	- 10,475.05	- 10,998.80	- 50,000.00
<b>Cumulative cash flow</b>	330,455.81	60,531.98	101,049.46	148,058.22	203,116.24	843,211.70
<b>Beginning cash balance</b>	50,000.00	380,455.81	440,987.79	542,037.25	690,095.46	
<b>Ending cash balance</b>	380,455.81	440,987.79	542,037.25	690,095.46	893,211.70	

#### 8.4.1 Important Assumptions:

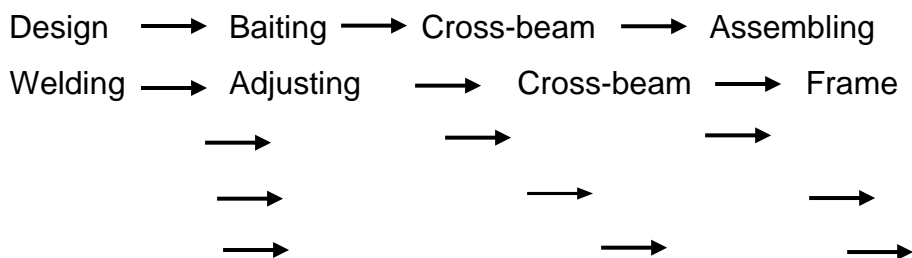
- We assume a conservative presence and steady growth in the market
- We assume there will be no further economic crashes that would greatly hinder our target market's access to their construction needs

#### 9.0 Funding Requirements:

The total funding requirements of the business are depicted on the projected Balance Sheet, the approximate breakdown of how these funds will be spent, the main sources for the funding will be from shareholders' funds; bank lending and accumulated profits, and the funds will be mainly required for acquisition of Equipment; Marketing; Staffing and reinvestment.

#### 10.0 Appendices

##### Trailers assembling process:



Assembling	Frame	Welding	→	Ambush
Suspension			→	
Assembling	Suspension	Welding	→	
Plate laying	checkered plate	Welding	→	Checkered
			→	Painting

## Director's Curriculum Vitae

### CURRICULUM VITAE (CV) MODEST SILVANUS MAGESSA

#### 1. PERSONAL DETAILS:

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Contacts Address	:	P.O. Box 16344 Dar es salaam
Mobile	:	+ 255 - 659 - 971870
E-mail	:	modestsil@yahoo.com
Date of birth	:	03 <sup>rd</sup> October, 1967
Place of birth	:	Moshi/Kilimanjaro
Gender	:	Male
Religion	:	Christian
Marital status	:	Married, two (2) children
Nationality	:	Tanzanian
Language	:	English fluent, Swahili native speaker

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#### 2. EDUCATIONAL BACKGROUND:

2020 - 2025	Doctor of Philosophy (PhD.) in Business Management, The Open University of Tanzania (OUT) - Tanzania
2013 - 2015	Master of Business Administration (MBA- Marketing), The Open University of Tanzania (OUT) - Tanzania
2011 - 2012	Bachelor of Business Administration (BSc.) General (Hons) University of Greenwich - London SE9 2UG United Kingdom
2009 - 2010	Advanced Diploma in Business-Ncc Education Wilmslow Road, Manchester M20 2EZ United- Kingdom
2007 - 2008	Diploma in Business-Ncc Education Wilmslow Road, Manchester M20 2EZ United- Kingdom
1995 - 1996	Diploma in Personnel Management - ICS Learning centres Glasgow G3 8EF, United Kingdom.
1987 - 1990	Certificate of Secondary Education (O - Level) Kapsengere Secondary School - Rift valley, Kenya.

#### 3. TRAININGS:

2010 - 2011	Certificate in customs clearing course - Institute of Tax Administration P.O. Box 9321 Dar es Salaam.
March 2003 - May 2003	Certificate in Advanced Ms-Word, Ms-Excel and Ms-Access - University of Dar es Salaam (UDSM).

#### **WORK EXPERIENCE:**

1994 - 2004	Employed by M/s Super Doll Trailer manufacture Co. Ltd P.O. Box 16541 Dar es Salaam as clearing and forwarding Officer.
2007 - May 2013	Employed by M/s Otec Online (T) Ltd P.O. Box 22164 Dar es Salaam as Director of Operations and Administration.
June 2013 - 2018	Employed by M/s Ademark Company Ltd P.O Box 65473 Dar es salaam as Marketing & Operations Manager
2019 - To Date	Vercoe Vehicle Auto Parts Company Limited as Executive Director P.O. Box 16344 Dar es salaam

#### **4. ADDITIONAL SKILLS AND EXTRA CURRICULAR ACTIVITIES**

- IT working knowledge in Microsoft - Excel, Access and Word, Internet, TRA - General Custom's procedures & formalities.
- Driving Licence Class "B"

#### **5. REFEREES:**

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I certify that the information given in this curriculum vitae is complete, true and accurate to the best of my knowledge.

4<sup>th</sup> January 2024.



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**Modest S. Magessa**