



NEOMECH (T) LIMITED

Business Plan

&

Financial Projections



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1. Introduction

M/s Neomech (T) Limited, a private liability company registered in Tanzania on 2nd November 2023 having company registration number 169781761. The company was incorporated for setting up unit for manufacturing of sanitary pads and fiber / glass reinforced polymers or plastic tanks, roofing sheets, tiles, shingles and other related products. Hence, we have compiled Business Plan and the application for submission to Tanzania Investment Center in order to avail Certificate of Incentive for the proposed project.

The issuance of Certificate of Incentive is will help us to proceed with our implantation schedule whereby, the first three years will be towards mobilization, establishment and construction and schedule to start the commercial operation from the fourth year onwards. Hence, our implementation period is first three years starting from the year 2024.

We append below brief about the Project:

Particulars	Details
Name	M/S NEOMECH (T) LIMITED
Location	Kijiji Cha Dundani, Kitongoji Cha, Kibugulu, at Mkuranga
Project Cost	USD 1,500,000
Means of Finance	Bank Loan of USD 1,000,000 and balance promoters' contribution.
Type of Project	manufacturing of sanitary pads and fiber / glass reinforced polymers or plastic tanks, roofing sheets, tiles, shingles and other related products.
Promoters	Mr. Ruchit Samir Patel – British Mr. Davesh Ashokkumar Dave - Indian

The implementation of above project in Tanzania will generate additional direct and indirect employment opportunities in the region and contributes towards the overall development and growth.

The implementation of the project will be completed in first three years and expect to start commercial operation from the fourth year onwards. We have prepared financial projections and submit together with our application for your kind perusal.

2. Promoters

The Promoters of the company are Mr. Ruchit Samir Patel, holding British nationality and Mr. Davesh Ashokkumar Dave, holding Indian nationality. Both the promoters are having experience in running the business in Tanzania and are committed for implementation of the manufacturing unit in Tanzania. The experienced gathered by the promoters over the years is helpful and is one of the guiding forces for this new venture of setting up a manufacturing unit in Dar es Salaam, Tanzania.

Mr. Davesh Ashokkumar Dave brings his expertise in the areas of administration, liaising with authorities, logistics arrangements, setting up distribution channel and explore market in Tanzania. Whereas, Mr. Ruchit Samir Patel is having vast experience in finance and is helpful in arranging required funds for the project. Further, his knowledge on identifying required machineries for the project is an added advantage for the entity and he will be liaising with the suppliers for finalizing the importations. Both the promoters actively involved in setting up the proposed project.

3. Shareholding structure

Following is the shareholding structure of the company.

Name of Shareholder	Percentage of Shareholding
Mr. Ruchit Samir Patel	96%
Mr. Davesh Ashokkumar Dave	4%
TOTAL	100%

4. About the Project

The project is about setting up a manufacturing unit in Dar es Salaam, Tanzania. The manufacturing units brings many advantages and benefits both directly and indirectly in the region.

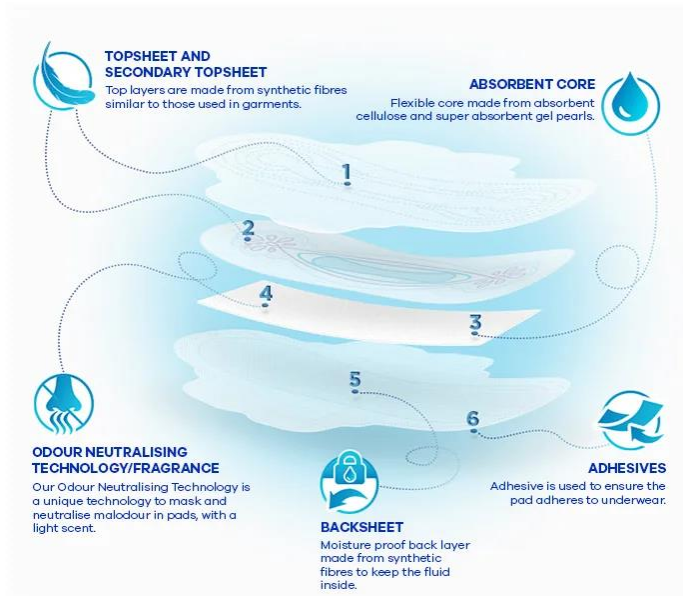
- **Promoters:** The promoters are having business experience in Tanzania and the promoters are having committed and willing to execute the project in the country.
- **Fund:** The required Finance for the project can be availed without any major hurdle as promoters are willing to contribute 33.33% of the overall project cost. The remaining balance funds shall be arranged from the Bank.
- **Area:** the area of the project will be covering 4 to 5 acres of land in the region of Makurunge, Dar es Salaam, Tanzania.
- **Technical strength:** The technically competent and skilled manpower shall be appointed for the business operation. This is to ensure to have better quality product for the consumer.
- **The technology:** The technology considered for implementation of this project is tried and tested and has less challenges. The technology is known to the world and available for implementation for the proposed business.
- **Employment generation:** The project shall generate both direct and indirect employment in the region. The direct employment includes 48 semi-skilled and 15 skilled employment.
- **Consumer:** the consumer in Tanzania will receive additional option to select after implementation of this project.
- **Price:** The price of the product shall be competitive so as to reach out to the market and consumer appropriately.
- **Government Tax:** The business operation shall generate tax for the Government in the form of Direct Tax and Indirect Tax.

5. Product

A. Sanitary Pad

Typically, raw materials like air laid paper or wood pulp, Tissue with SAP, PE films, glues and release papers are used for making sanitary items.

Product shall consist of a top sheet, middle absorbent core consisting of cotton, polyester and other absorbent fabrics and a leak proof layer consisting of typically, polyurethane laminate (PUL) at the bottom. Top sheet shall be the high absorbance layer and shall be fluid transporting to the below absorbent core.



The main raw materials used today for sanitary pads are mainly made from cotton. With the development of technology, people invent more synthetical materials including rayon (which is often considered as artificial celluloses), non-woven fabric, paper pulp, and a combination of these materials.

Swachh Micro	Swachh 1.3	Swachh 3.2	Swachh 5.0	Swachh 5.1
Manual sanitary pad making machine	Semi-automatic sanitary pad making machine	Automatic sanitary pad making machine	Automatic Mid speed sanitary pad making machine	Automatic high speed sanitary pad making machine
Speed - 2-3 pads/min	Speed - 8 pads/min	Speed - 16 pads/min	Speed - 70 pads/min	Speed - 100 pads /min
Add-ons - Fluff Pads	Add-ons - Maternity Pads	Add-ons - Maternity Pads, Pantliners	Add-ons - 3ply masks, N95 masks	Improved OEE and durability

B. FRP Tank

FRP tanks are made from fiberglass reinforced plastic. This is a composite material that combines the high strength of glass with the chemical inertness and increased durability of plastic.

Two typical manufacturing processes used for manufacturing FRP tanks include hand lay-up and filament winding. Hand lay-up involves manually placing the reinforcement material into a mold and then applying the resin.

Bonding the fiber and the polymer plastic is the second and most critical part of FRP manufacture. It can be achieved through several processes, including compression molding, bladder molding, wet layup, mandrel molding, chopper gun, autoclave and vacuum bag, filament winding, and pultrusion.

Fabrics are placed into a mould into which wet resin is then injected. Resin is typically pressurized and forced into a cavity which is under vacuum in resin transfer moulding. Resin is entirely pulled into cavity under vacuum in vacuum-assisted resin transfer moulding.

Fiberglass Reinforced Plastic tanks are filament-wound or hand laid up. Fibers are intertwined into a nexus veil that is wound onto a spool. In this spool, the fibers create a fiberglass layer with added resin, which keeps them bound together. Fiberglass tanks are constructed with seams (due to the winding)

FRP (Fibreglass Reinforced Plastics, also known as GRP, or Glass Reinforced Plastics) is a modern composite material of construction for chemical plant equipment like tanks and vessels. Chemical equipment that range in size from less than a metre to 20 metres are fabricated using FRP as material of construction.

FRP Chemical Equipment's are manufactured mainly by Hand Lay-up and filament winding processes. BS4994 still remains a key standard for this class of items.



DOUBLE LAYER LAMINATE:

Due to the corrosion resistant nature of FRP, the tank can be made entirely from the composite, or a second liner can be used. In either case, the inner liner is made using different material properties than the structural portion and laminate (a word commonly used for a layer of a composite material).

The liner, if made of FRP is usually resin rich and utilizes a different type of glass, called "C-Glass", while the structural portion uses "E-Glass". The thermoplastic liner is usually 2.3 mm thick (100 mils). This thermoplastic liner is not considered to contribute mechanical strength. The FRP liner is usually cured before winding or lay-up continues, by using either a BPO/DMA system, or using an MEKP catalyst with cobalt in the resin.

If the liner is not made of FRP, there are multiple choices for a thermoplastic liner. The engineer will need to design the tank based on the chemical corrosion requirement of the equipment. PP, PVC, PTFE, ECTFE, ETFE, FEP, CPVC, PVDF are used as common thermoplastic liners.

Due to FRP's weakness to buckling, but immense strength against tensile forces and its resistance to corrosion, a hydrostatic tank is a logical application for the composite. The tank is designed to withstand the hydrostatic forces required by orienting the fibres in the tangential direction. This increases the hoop strength, making the tanks an-isotropically stronger than steel (pound per pound).

FRP which is constructed over the liner provides the structural strength requirements to withstand design conditions such as internal pressure or vacuum, hydrostatic loads, seismic loads (including fluid sloshing), wind loads, regeneration hydrostatic loads, and even snow loads.

Tanks:

A typical storage tank made of FRP has an inlet, an outlet, a vent, an access port, a drain, and an overflow nozzle. However, there are other features that can be included in the tank. Ladders on the outside allow for easy access to the roof for loading. The vessel must be designed to withstand the load of someone standing on these ladders, and even withstand a person standing on the roof. Sloped bottoms allow for easier draining. Level gauges allow someone to accurately read the liquid level in the tank. The vessel must be resistant to the corrosive nature of the fluid it contains.

The size of FRP Vessels is rarely limited by manufacturing technology, but rather by economics. Tanks smaller than 7,500 liters (2,000 gallons) are easily manufactured out of cheaper materials, such as HDPE or PVC. Tanks larger than four meters are generally limited by shipping constraints, and the economics suggest a concrete or steel tank fabricated at the tank's location.

For chemical storage and air pollution control, the choice is to make multiple tanks of smaller diameters.

Typical FRP vessels and constructs limits are almost entirely based on the application parameters and resins used. The thermoplastic resin will suffer from creep at elevated temperatures and ultimately fail. However, new chemistry has produced resins that claim to be able to achieve even higher temperatures, which expand this field immensely. The typical maximum is 200 degrees Celsius.

Fiberglass vessels and constructs are also susceptible to degradation upon long-term exposure to sunlight. This deterioration is brought about by chemical changes which occur as a result of exposure to the ultraviolet (UV) portion of light. Degradation results in the fiberglass tanks and constructs, opening pores in the surface allowing styrene to wick out of the vessel or construct's walls, causing them to become embrittled, reducing the impact resistance and potential elongation properties of the part.

Degradation from UV light can be effectively inhibited by the addition of exterior gelcoats and sealants, which protect the fiberglass construct through removing UV access to the product's surface thus deflecting UV energy. The UV life of a part is dependent upon UV additive level and type as well as part thickness and design, pigment type, level and effectiveness of dispersion, processing conditions and the geographic location where the molded part is used.

It is important when comparing resin UV performance to ensure that the testing has been done on a consistent basis. Accelerated weathering data is presented. Generally, 2,000 hours corresponds to 1 year in Florida and 1,400 hours to 1 year in Southern Canada. Often terms like "UV-8" are used. UV-8 means the material can withstand 8,000 hours in a Xenon Ci-65 weatherometer. UV-2 or UV-4 would mean 2,000 or 4,000 hours respectively. Hence, UV-8 corresponds to approximately 4 years of continuous outdoor exposure in Florida.

It is important to understand which weatherometer, i.e. Carbon Arc or Xenon, was used, as well as the details of how the weatherometer was run. ASTM D-2565 is the recognized standard. Testing can be performed using actual outdoor weathering exposure, such as Florida and Arizona, to confirm this data.

Types of Tanks & Vessels:

FRP tanks and process vessels are used in various commercial and industrial applications, including chemical, water & wastewater, food & beverage, mining & metals, power, energy, and high-purity applications.

DESIGN STANDARDS:

- Bs4994-87 is the British Standards Standard for FRP Tanks and Vessels superseded by EN 13121.
- ASME RTP-1 (Reinforced Thermoset Plastic Corrosion Resistant Equipment) is the standard for FRP tanks and vessels held within the United States under 50 psi and located partially or fully above ground.
- ASTM 3299 which is only a product specification, governs the filament winding process for tanks. It is not a design standard.
- SS245:1995 Singapore Standard for Sectional GRP Water Storage Tanks.

What is BS 4994?

BS 4994 is a standard of specifications which is used for make FRP tanks. It is to avoid the uncertainty associated with specifying the thickness alone, that BS4994 introduced the concept of “unit properties”. It is property per unit width, per unit mass of reinforcement. For example, UNIT STRENGTH is defined as load in Newton per millimeter (of laminate width) for a layer consisting of 1 kg of glass per square meter. i.e. the unit is N/mm per Kg/m² glass.

ASME RTP-1

In RTP-1 specifications, the primary concerns relate stress and strain, such as hoop stress, axial stress, and breaking stress to the physical properties of the material, such as Young’s modulus (which may require an anisotropic analysis due to the filament winding process). These are related to the loads of the design, such as the internal pressure and strain.

BS EN-13121

This European standard replaces BS4994-87 which is marked now as Current, Obsolescent, Superseded.

SS-245-1995

This is the Singapore Standard for sectional GRP water tank, which is current.

Application of FRP tanks & Vessels:



FRP tanks can be used to store petroleum and other fuels, water and waste water, chemicals, food products and other materials. They are suitable for storing any fluid or gas that is not corrosive to FRP. FRP tanks are made from fiberglass reinforced plastic.

This presentation describes fiber reinforced polymer (FRP) systems used to reinforce and strengthen concrete, masonry, steel and timber structures including aramid (AFRP), basalt (BFRP), carbon (CFRP), and glass (GFRP) fibers.



6. Implementation Schedule

Sr. No.	Particulars	Done	Year -1				Year -2				Year -3				Y-4
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
1	Company Registration														
2	TIN														
3	Business License														
4	Bank Account														
5	Office														
6	Acquisition of Site and survey														
7	Appointment of Contractor and Architect														
8	Building permit														
9	Site mobilization														
10	Leveling														
11	Order for Plants														
12	Foundation														
13	Construction														
14	Fixing the Plants														
15	Test run														
16	Commercial Operation														

The above proposed schedule shows that, the commercial operation expected to commence during first quart of year 4. The project will be implemented by the professionals and hence, the promoters are optimistic to complete the project as per above schedule.

7. Cost of Project

The cost of the project includes all the capital expenses that are required for setting up the unit which is mainly include Plant and Machineries, Furniture and Fixtures, Development of Land and Building and initial working capital requirement.

The overall cost of the project is summarized as under: -

Particulars	Amount in USD
Plant and Machineries	1,000,000
Furniture and Fixtures	50,000
Vehicles	100,000
Land and Building Development	250,000
Working capital	100,000
Total	1,500,000

8. Means of Finance

In order to setup the project, the contribution from Promoters will be USD 500,000 and the balance shall be generated from Bank loan.

The means of finance for the above cost of project is summarized as under: -

Particulars	Amount in USD
Equity	500,000
Bank Loan	1,000,000
Total	1,500,000

9. SWOT Analysis

SWOT analysis is a strategic planning and strategic management technique used to help a organization identify Strengths, Weaknesses, Opportunities, and Threats related to business competition or project planning.

The SWOT analysis is appended below: -

STRENGTH

- Promoters are having experience of doing business in Tanzania.
- The project will have new and latest technology and machinery to be set up for production. This will give better quality product.
- Setting up manufacturing unit in Dar es Salaam provide strategic advantage of connectivity to the port for importation.

WEAKNESS

- The entity has to establish market for the product, as it is not readily available for the project to be set up.
- The entity has to establish and generate customer base for the product and compete with the existing supplier terms.
- Since the product is new to the market, the awareness is to be created in the market and among the customers.

OPPERTUNITIS

- The promoters are optimistic that Tanzania market has enough potential to explore more and identify the requirement and increase the market.
- The entity has opportunity to offer better terms for payments and better quality of product than the one already exists in the market so as to acquire majority shares in the market.

THREATS

- Competition with existing entities in the country.
- Competition with the importation of the similar products in the country.
- Any adverse change in statutory regulations or Government policy.
- Any adverse change in duties or taxes and fees.

10. Financial Projections

We append below project Income Statement, projected Balance Sheet and projected Cash flow showing following financial highlights.

- The initial three years have been considered towards implementation of the project.
- The overall annual revenue is expected to reach from USD 9 million to USD 19 million.
- The Profit Before Tax is expected to be USD 231,368 in the first year of operation and projected to reach to USD 482,424.
- The projected financial statement shows that, the project has capacity to generate required profit to meet the financial obligation of interest and repayment of loan.

Particulars	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10
Profit Before Depreciation, Interest and Tax	\$ 466,993	\$ 500,956	\$ 538,983	\$ 635,638	\$ 687,141	\$ 689,547	\$ 800,424
Interest and Repayment obligation	\$ 212,857	\$ 202,857	\$ 192,857	\$ 182,857	\$ 172,857	\$ 162,857	\$ 152,857
DSCR	2.19	2.47	2.79	3.48	3.98	4.23	5.24

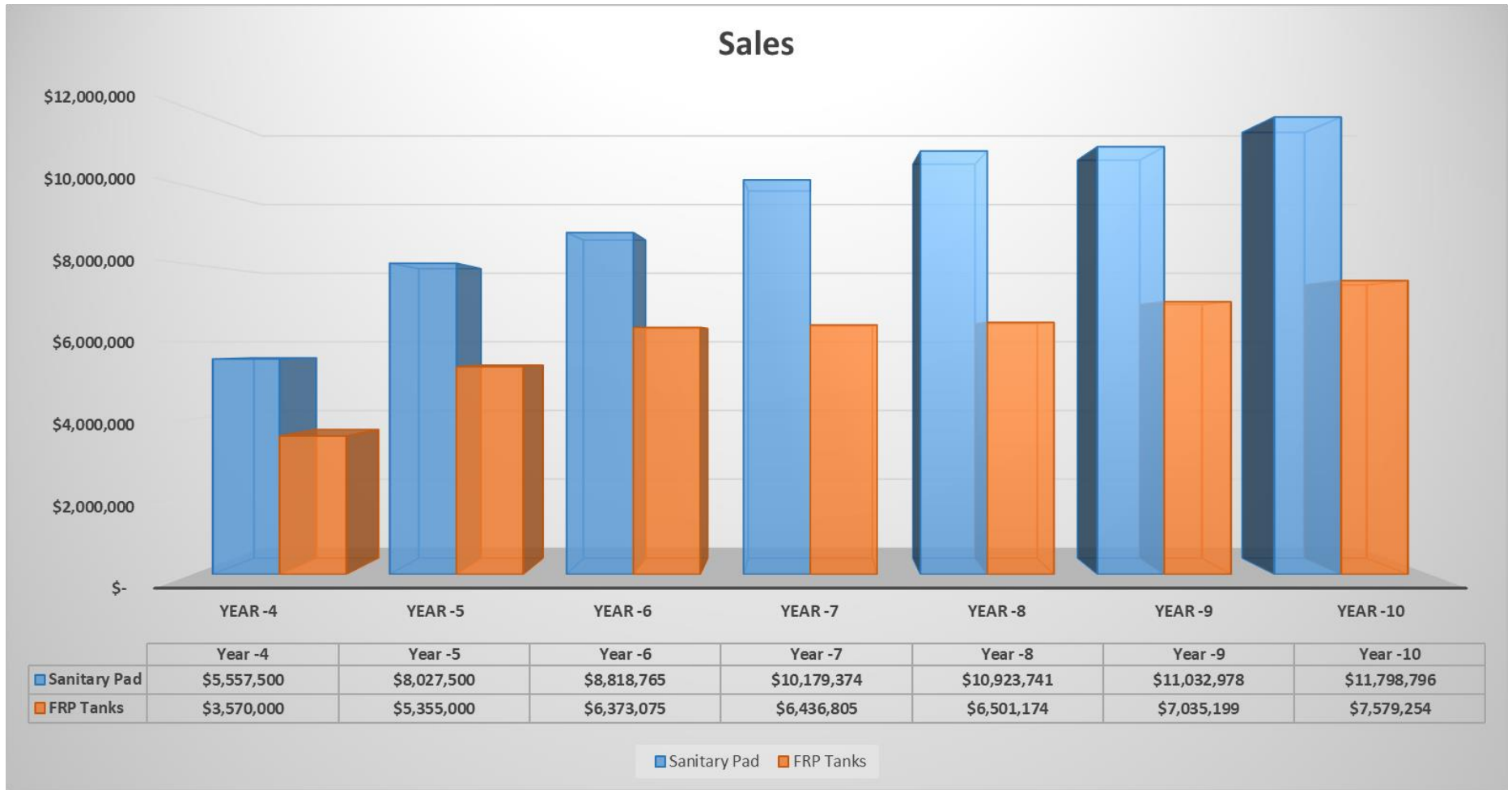
- The interest rate is considered as 7% p.a.
- The expected current ratio will be 1.18 in the year 4 and expected to reach as 1.51 in the year 10.

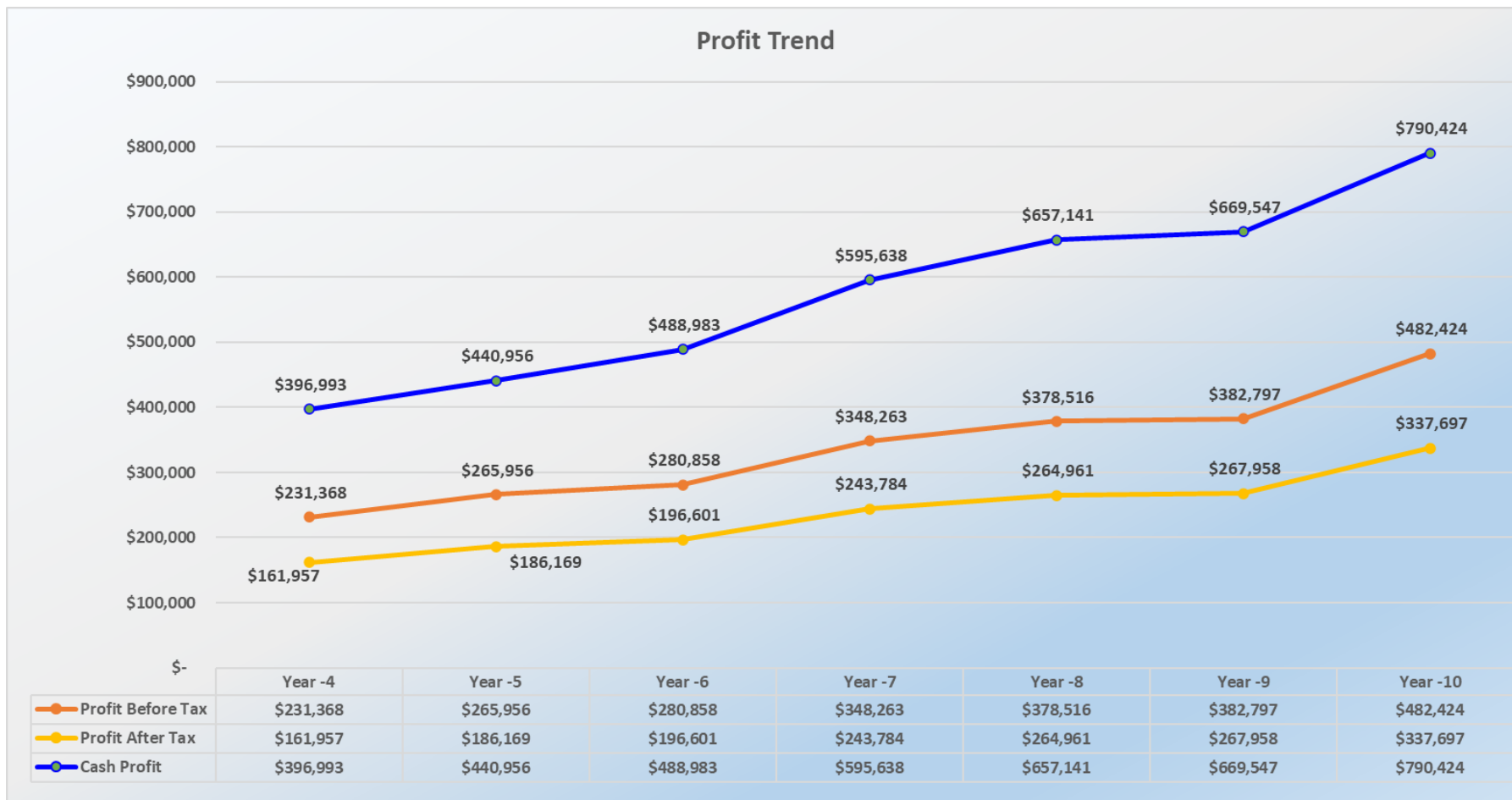
Particulars	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10
Current Ration	1.18	1.15	1.13	1.10	1.17	1.36	1.51

- The corporate tax has been considered as 30% on profit and City Service Levy has been considered as 0.3% on turnover.

NEOMECH (T) LIMITED

Projected Income Statement										
Particulars	Year -1	Year -2	Year -3	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10
Income										
Revenue	\$ -	\$ -	\$ -	\$ 9,127,500	\$ 13,382,500	\$ 15,191,839	\$ 16,616,179	\$ 17,424,914	\$ 18,068,177	\$ 19,378,050
Cost of Production										
Opening Stock	\$ -	\$ -	\$ -	\$ -	\$ 750,000	\$ 1,112,500	\$ 1,281,438	\$ 1,345,257	\$ 1,384,467	\$ 1,466,601
Purchase	\$ -	\$ -	\$ -	\$ 8,000,000	\$ 11,750,000	\$ 13,256,250	\$ 14,408,913	\$ 15,068,152	\$ 15,674,098	\$ 16,816,161
Less: Closing Stock	\$ -	\$ -	\$ -	\$ (750,000)	\$ (1,112,500)	\$ (1,281,438)	\$ (1,345,257)	\$ (1,384,467)	\$ (1,466,601)	\$ (1,576,515)
Cost of Production	\$ -	\$ -	\$ -	\$ 7,250,000	\$ 11,387,500	\$ 13,087,313	\$ 14,345,093	\$ 15,028,942	\$ 15,591,964	\$ 16,706,247
Gross Profit	\$ -	\$ -	\$ -	\$ 1,877,500	\$ 1,995,000	\$ 2,104,527	\$ 2,271,086	\$ 2,395,972	\$ 2,476,213	\$ 2,671,803
Expenses										
Salary and related cost	\$ -	\$ -	\$ -	\$ 916,500	\$ 962,325	\$ 1,010,441	\$ 1,060,963	\$ 1,114,011	\$ 1,169,712	\$ 1,228,198
Electricity	\$ -	\$ -	\$ -	\$ 60,000	\$ 61,200	\$ 62,424	\$ 63,672	\$ 64,946	\$ 66,245	\$ 67,570
Transport	\$ -	\$ -	\$ -	\$ 240,000	\$ 249,600	\$ 259,584	\$ 269,967	\$ 280,766	\$ 291,997	\$ 303,677
Rent	\$ -	\$ -	\$ -	\$ 48,000	\$ 48,960	\$ 49,939	\$ 50,938	\$ 51,957	\$ 52,996	\$ 54,056
Security	\$ -	\$ -	\$ -	\$ 30,000	\$ 30,600	\$ 31,212	\$ 31,836	\$ 32,473	\$ 33,122	\$ 33,785
Repairs and Maintenance	\$ -	\$ -	\$ -	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000
Printing and Stationery	\$ -	\$ -	\$ -	\$ 22,750	\$ 23,091	\$ 23,438	\$ 23,789	\$ 24,146	\$ 24,508	\$ 24,876
Advertisement and Promotion	\$ -	\$ -	\$ -	\$ 25,000	\$ 26,250	\$ 27,563	\$ 28,941	\$ 30,388	\$ 31,907	\$ 33,502
Telecommunication / Internet	\$ -	\$ -	\$ -	\$ 6,000	\$ 6,120	\$ 6,242	\$ 6,367	\$ 6,495	\$ 6,624	\$ 6,757
Insurance	\$ -	\$ -	\$ -	\$ 7,875	\$ 18,750	\$ 22,125	\$ 22,125	\$ 24,375	\$ 28,350	\$ 33,825
License and Fees	\$ -	\$ -	\$ -	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
City Service Levy	\$ -	\$ -	\$ -	\$ 27,383	\$ 40,148	\$ 45,576	\$ 49,849	\$ 52,275	\$ 54,205	\$ 58,134
Depreciation	\$ -	\$ -	\$ -	\$ 165,625	\$ 175,000	\$ 208,125	\$ 247,375	\$ 278,625	\$ 286,750	\$ 308,000
Interest Exp	\$ -	\$ -	\$ -	\$ 70,000	\$ 60,000	\$ 50,000	\$ 40,000	\$ 30,000	\$ 20,000	\$ 10,000
Total Expenses	\$ -	\$ -	\$ -	\$ 1,646,133	\$ 1,729,044	\$ 1,823,668	\$ 1,922,823	\$ 2,017,456	\$ 2,093,416	\$ 2,189,379
Profit Before Tax	\$ -	\$ -	\$ -	\$ 231,368	\$ 265,956	\$ 280,858	\$ 348,263	\$ 378,516	\$ 382,797	\$ 482,424
Tax	\$ -	\$ -	\$ -	\$ 69,410	\$ 79,787	\$ 84,257	\$ 104,479	\$ 113,555	\$ 114,839	\$ 144,727
Profit After Tax	\$ -	\$ -	\$ -	\$ 161,957	\$ 186,169	\$ 196,601	\$ 243,784	\$ 264,961	\$ 267,958	\$ 337,697





Projected Balance Sheet										
Particulars	Year -1	Year -2	Year -3	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10
SOURCE OF FUND										
Promoters Contribution										
Equity	\$ 250,000	\$ 350,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000
Reserves	\$ -	\$ -	\$ -	\$ 161,957	\$ 348,127	\$ 544,727	\$ 788,512	\$ 1,053,473	\$ 1,321,431	\$ 1,659,128
Bank Loan	\$ 350,000	\$ 1,000,000	\$ 1,000,000	\$ 857,143	\$ 714,286	\$ 571,429	\$ 428,571	\$ 285,714	\$ 142,857	\$ -
Total	\$ 600,000	\$ 1,350,000	\$ 1,500,000	\$ 1,519,100	\$ 1,562,412	\$ 1,616,156	\$ 1,717,083	\$ 1,839,187	\$ 1,964,288	\$ 2,159,128
APPLICATION OF FUND										
Fixed Assets	\$ 525,000	\$ 1,250,000	\$ 1,475,000	\$ 1,309,375	\$ 1,284,375	\$ 1,341,250	\$ 1,458,875	\$ 1,430,250	\$ 1,208,500	\$ 1,100,500
Working Capital										
Current Assets										
Inventory	\$ -	\$ -	\$ -	\$ 750,000	\$ 1,112,500	\$ 1,281,438	\$ 1,345,257	\$ 1,384,467	\$ 1,466,601	\$ 1,576,515
Bank Balance	\$ 75,000	\$ 100,000	\$ 25,000	\$ 36,330	\$ 83,166	\$ 148,818	\$ 182,709	\$ 161,177	\$ 183,119	\$ 195,320
Trade Receivables	\$ -	\$ -	\$ -	\$ 603,438	\$ 892,292	\$ 1,031,310	\$ 1,194,641	\$ 1,332,361	\$ 1,192,541	\$ 1,381,122
Total Current Assets	\$ 75,000	\$ 100,000	\$ 25,000	\$ 1,389,767	\$ 2,087,958	\$ 2,461,566	\$ 2,722,607	\$ 2,878,006	\$ 2,842,261	\$ 3,152,957
Less: Current Liabilities										
Trade Payables	\$ -	\$ -	\$ -	\$ 812,500	\$ 1,685,417	\$ 2,056,198	\$ 2,328,112	\$ 2,326,666	\$ 1,937,584	\$ 1,938,381
Other payables	\$ -	\$ -	\$ -	\$ 367,542	\$ 124,504	\$ 130,462	\$ 136,287	\$ 142,403	\$ 148,889	\$ 155,948
Total Current Liabilities	\$ -	\$ -	\$ -	\$ 1,180,042	\$ 1,809,920	\$ 2,186,660	\$ 2,464,399	\$ 2,469,069	\$ 2,086,473	\$ 2,094,330
Net Working Capital	\$ 75,000	\$ 100,000	\$ 25,000	\$ 209,725	\$ 278,037	\$ 274,906	\$ 258,208	\$ 408,937	\$ 755,788	\$ 1,058,628
Total	\$ 600,000	\$ 1,350,000	\$ 1,500,000	\$ 1,519,100	\$ 1,562,412	\$ 1,616,156	\$ 1,717,083	\$ 1,839,187	\$ 1,964,288	\$ 2,159,128

Projected Cash Flow										
Particulars	Year -1	Year -2	Year -3	Year -4	Year -5	Year -6	Year -7	Year -8	Year -9	Year -10
CASH INFLOW										
Equity	\$ 250,000	\$ 100,000	\$ 150,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collection from Trade Receivables	\$ -	\$ -	\$ -	\$ 8,524,063	\$ 13,093,646	\$ 15,052,820	\$ 16,452,849	\$ 17,287,194	\$ 18,207,997	\$ 19,189,469
Bank Loan	\$ 350,000	\$ 650,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Inflow	\$ 600,000	\$ 750,000	\$ 150,000	\$ 8,524,063	\$ 13,093,646	\$ 15,052,820	\$ 16,452,849	\$ 17,287,194	\$ 18,207,997	\$ 19,189,469
CASH OUTFLOW										
Addition to Assets	\$ (500,500)	\$ (655,000)	\$ (155,000)	\$ -	\$ (150,000)	\$ (265,000)	\$ (365,000)	\$ (250,000)	\$ (65,000)	\$ (200,000)
Repayment of Bank Loan	\$ -	\$ -	\$ -	\$ (142,857)	\$ (142,857)	\$ (142,857)	\$ (142,857)	\$ (142,857)	\$ (142,857)	\$ (142,857)
Interest Payment	\$ (24,500)	\$ (70,000)	\$ (70,000)	\$ (70,000)	\$ (60,000)	\$ (50,000)	\$ (40,000)	\$ (30,000)	\$ (20,000)	\$ (10,000)
Payment to Trade Payables	\$ -	\$ -	\$ -	\$ (7,187,500)	\$ (10,877,083)	\$ (12,885,469)	\$ (14,136,998)	\$ (15,069,598)	\$ (16,063,179)	\$ (16,815,364)
Other payables	\$ -	\$ -	\$ -	\$ (1,042,965)	\$ (1,737,082)	\$ (1,559,585)	\$ (1,629,623)	\$ (1,702,716)	\$ (1,780,180)	\$ (1,864,320)
Tax Payment	\$ -	\$ -	\$ -	\$ (69,410)	\$ (79,787)	\$ (84,257)	\$ (104,479)	\$ (113,555)	\$ (114,839)	\$ (144,727)
Total Outflow	\$ (525,000)	\$ (725,000)	\$ (225,000)	\$ (8,512,733)	\$ (13,046,810)	\$ (14,987,169)	\$ (16,418,957)	\$ (17,308,726)	\$ (18,186,056)	\$ (19,177,268)
Net Inflow/Outflow	\$ 75,000	\$ 25,000	\$ (75,000)	\$ 11,330	\$ 46,836	\$ 65,652	\$ 33,892	\$ (21,532)	\$ 21,942	\$ 12,201
Opening Balance	\$ -	\$ 75,000	\$ 100,000	\$ 25,000	\$ 36,330	\$ 83,166	\$ 148,818	\$ 182,709	\$ 161,177	\$ 183,119
Closing Balance	\$ 75,000	\$ 100,000	\$ 25,000	\$ 36,330	\$ 83,166	\$ 148,818	\$ 182,709	\$ 161,177	\$ 183,119	\$ 195,320

11. Conclusion

This Business Plan and financial projections shows that the proposed project of setting up manufacturing unit in Tanzania is viable and shall generate direct and indirect employment opportunities in the region and also provides and additional option to the consumer in the market to buy the product.

Moreover, the experienced promoters behind this project ensure successful implementation and execution of the project.

The initial three years are towards site development and implementation of the project and commercial operation is expected to commence from the fourth year onwards.

The projected financials shows that project is viable financially and shall generate enough cash to serve the interest on loan and repayment of loan and also generate return for the internal requirement for business operation.
