

**Tanfoam Limited**

**Projected Profit & Loss Statement for the Year 2024-2025, Year 2025-2026, Year 2026-2027, Year 2027-2028, Year 2028-2029**

(Figures in Tzs Million's)

Sr.No.	Particulars	Projection				
		Apr-24-Mar-25	Apr-25-Mar-26	Apr-26-Mar-27	Apr-27-Mar-28	Apr-28-Mar-29
<b>A</b>	<b>Sales</b>					
	Sales	46,659	51,295	56,394	62,004	68,174
	<b>Total</b>	<b>46,659</b>	<b>51,295</b>	<b>56,394</b>	<b>62,004</b>	<b>68,174</b>
<b>B</b>	<b>Cost of Goods Sold</b>					
	COGS	28,587	31,258	34,369	37,790	41,553
	Factory Overheads	664	730	803	883	972
	Wages	1,116	1,250	1,400	1,568	1,757
	<b>Total</b>	<b>30,367</b>	<b>33,239</b>	<b>36,572</b>	<b>40,241</b>	<b>44,281</b>
<b>C</b>	<b>Gross Margin</b>					
	Gross Margin	16,292	18,056	19,822	21,762	23,893
	<b>Total</b>	<b>16,292</b>	<b>18,056</b>	<b>19,822</b>	<b>21,762</b>	<b>23,893</b>
<b>D</b>	<b>Gross Margin %</b>					
	Gross Margin %	35%	35%	35%	35%	35%
	<b>Total GM %</b>	<b>35%</b>	<b>35%</b>	<b>35%</b>	<b>35%</b>	<b>35%</b>
<b>E</b>	<b>Other Income</b>					
	Misc Income	516	568	624	687	755
	<b>Total</b>	<b>516</b>	<b>568</b>	<b>624</b>	<b>687</b>	<b>755</b>
<b>F</b>	<b>Overheads</b>					
	Salaries	3,116	3,490	3,909	4,378	4,903
	Administrative Exp	1,391	1,530	1,683	1,852	2,037
	Selling Exp	5,616	6,178	6,795	7,475	8,222
	Farm Exp	94	104	114	125	138
	Finance Exp	3,002	3,302	3,633	3,996	4,395
	Depreciation	528	550	600	650	700

	<b>Total</b>	<b>13,748</b>	<b>15,154</b>	<b>16,734</b>	<b>18,476</b>	<b>20,396</b>
<b>G</b>	<b>Earning Before Tax</b>	<b>3,060</b>	<b>3,470</b>	<b>3,713</b>	<b>3,973</b>	<b>4,252</b>
H	Estimated Tax @30%	918	1,041	1,114	1,192	1,276
<b>I</b>	<b>Earning After Tax</b>	<b>2,142</b>	<b>2,429</b>	<b>2,599</b>	<b>2,781</b>	<b>2,977</b>

Tanfoam Limited

Projected Balance Sheet for the Year ended 31/03/2025, 31/03/2026, 31/03/2027, 31/03/2028 and 31/03/2029

(Figures in Tzs Million's)

Particulars	As of 31/03/2025	As of 31/03/2026	As of 31/03/2027	As of 31/03/2028	As of 31/03/2029
<b>Assets</b>					
Fixed Assets	20,077	20,277	20,427	20,527	20,577
<b>Total</b>	<b>20,077</b>	<b>20,277</b>	<b>20,427</b>	<b>20,527</b>	<b>20,577</b>
<b>Non Current Assets</b>					
Investments	296	296	296	296	296
<b>Total</b>	<b>296</b>	<b>296</b>	<b>296</b>	<b>296</b>	<b>296</b>
<b>Current Assets</b>					
Inventory	12,684	13,318	13,984	14,683	15,417
Sundry Debtors	5,272	8,298	8,963	9,695	10,902
Other Rec. & Prepay.	1,602	1,763	1,939	2,133	2,996
Cash & Bank Balance	420	495	515	518	835
<b>Total</b>	<b>19,978</b>	<b>23,874</b>	<b>25,401</b>	<b>27,029</b>	<b>30,150</b>
<b>Total Assets</b>	<b>40,351</b>	<b>44,447</b>	<b>46,125</b>	<b>47,853</b>	<b>51,024</b>
<b>Liabilities</b>					
<b>Share Capital</b>					
Paidup share Capital	105	105	105	105	105
Reserves & Surplus	8,861	8,861	8,861	8,861	8,861
Retained Earnings	8,290	10,719	13,318	16,099	19,076
<b>Total</b>	<b>17,256</b>	<b>19,684</b>	<b>22,283</b>	<b>25,065</b>	<b>28,041</b>
<b>Secured Loans</b>					

Bank OD	7,458	8,947	8,992	9,167	9,756
Term Loan	3,434	2,401	1,436	764	-
<b>Total</b>	<b>10,892</b>	<b>11,348</b>	<b>10,428</b>	<b>9,931</b>	<b>9,756</b>
<b>Current Liabilities</b>					
Sundry Creditors	8,491	9,681	9,655	9,071	9,411
Deferred Tax Liabilities	3,492	3,492	3,492	3,492	3,492
Other Payables	221	243	267	294	323
<b>Total</b>	<b>12,203</b>	<b>13,416</b>	<b>13,414</b>	<b>12,856</b>	<b>13,226</b>
<b>Total Liabilities</b>	<b>40,351</b>	<b>44,448</b>	<b>46,125</b>	<b>47,853</b>	<b>51,024</b>

**Tanfoam Limited**

**Projected Cash Flow Statement for the Year 2024-2025, Year 2025-2026, Year 2026-2027, Year 2027-2028, Year 2028-2029**

(Figures in Tzs Million's)

<b>Particulars</b>	<b>2024-2025</b>	<b>2025-2026</b>	<b>2026-2027</b>	<b>2027-2028</b>	<b>2028-2029</b>
<b>INFLOW</b>					
Collection from Debtors	54,277	57,502	65,879	72,433	79,239
MISC Income	516	568	624	687	755
Receipt from Sterling	104				
Loan Recd-Losirway Construction	3,000				
<b>Total</b>	<b>57,897</b>	<b>58,069</b>	<b>66,504</b>	<b>73,120</b>	<b>79,994</b>
<b>OUTFLOW</b>					
Payment to Suppliers	28,398	31,205	36,067	39,722	41,929
Payment of VAT & Duties	8,065	8,468	8,891	10,336	12,869
Purchase as Capex	5,602	750	750	750	750
Repayment of Loan	688	1,015	875	500	500
Factory Exp	664	730	803	883	972
Salaries & Wages	4,232	4,740	5,309	5,946	6,659
Administration Exp	1,391	1,530	1,683	1,852	2,037
Sales & Marketing Exp	5,616	6,178	6,795	7,475	8,222
Finance Expenses	3,002	3,302	3,633	3,996	4,395
Farm Expenses	94	104	114	125	138
Income Tax	918	1,041	1,114	1,192	1,276
<b>Total</b>	<b>58,670</b>	<b>59,063</b>	<b>66,034</b>	<b>72,777</b>	<b>79,748</b>
<b>Net</b>	<b>- 773</b>	<b>- 994</b>	<b>470</b>	<b>343</b>	<b>246</b>
<b>Opening Bal</b>	<b>- 6,265</b>	<b>- 7,038</b>	<b>- 8,032</b>	<b>- 7,562</b>	<b>- 7,219</b>
<b>Closing Bal</b>	<b>- 7,038</b>	<b>- 8,032</b>	<b>- 7,562</b>	<b>- 7,219</b>	<b>- 6,973</b>

Bank OD	-	7,458	-	8,947	-	8,992	-	9,167	-	9,756
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