

**SANJIAN COMPANY LIMITED**

**BUSINESSPLAN**

**FOR**

**REAL ESTATE ACTIVITIES**

## **EXECUTIVE SUMMARY.**

**SANJIAN COMPANY LIMITED** is a private business company incorporated in the United Republic of Tanzania with Certificate of incorporation No.177223484 issued on 19<sup>TH</sup> August 2024.

The proposed business plan is of Real estate activities at **Region Dar es salaam, District Kinondoni, Ward Kawe , Farm no 2047,title number 54388.**

The proposed new project shall cost 500,000 USD and creating new employment of 20 local people and 3 foreign people.

## **LEGAL STATUS AND COMPANY BACKGROUND BRIEF**

**SANJIAN COMPANY LIMITED** bears the certificate No. 177223484 issued in 2024 by BRELA.

The shareholders of **SANJIAN COMPANY LIMITED** are LI LEICHU,LI HUIYANG AND GONG JIANFENG.

The company is owned by two shareholders, namely:-

<b>Name</b>	<b>%of Shares</b>	<b>Nationality</b>
LI LEICHU	34%	China
LI HUAYANG	33%	China
GONG JIANFENG	33%	China

#### **LOCATION.**

**Region Dar es salaam, District Kinondoni, Ward Kawe , Farm no 2047,title no 54388.**

#### **MISSION**

Prompt and professionally high-quality service delivery to customers, aimed at ensuring that they realize the highest value for money, there by increasing the market share and seizure of every available opportunity for the company's growth.

#### **Core Values**

Service provision with commitment, integrity and creativity while treating each customer as if they were the company's only customer

#### **BANKERS**

The company is currently maintaining bank account of the following bank.

NMBBANK

## **AUDITEDREPORTS**

**SANJIAN COMPANY LIMITED** will maintain good financial reports which will be audited by reputable auditor firm

## **BASIS OF THE BUSINESS PLAN**

A study based on rapid appraisal surveys was conducted prior to, and as the basis of preparation of this plan, the surveys were based on the following objectives and approach:

### **Study Objectives:**

- a) To analyze the relevant market and other factors impacting up on the real estate activities.
- b) To examine the physical and operational characteristics of the existing market in order to determine the positioning of the proposed company's business in the market place.
- c) To provide supporting documentation required for Real estate activities

**Study Approach:**

- a) Participatory: Semi- structured interview and discussion were held with the Company's Directors, stakeholders in packaging works and related businesses
- b) Physical visits to the company's main business premises
- c) Conduction of profitability/viability test of the investment, using the appropriate financial projections for the initial period of five years proposed for the business operations.

## **THE PROJECT**

### Project Concept

The project involves establishing a new Real estate activities. Industry; this will include construction of and installations of modern machines, purchasing vehicles, new generator etc.

The planned production capacity is 0.68 Hectors per year.

Project planned business project will entail the following main activities:

- Ordering of the materials, motor vehicles and their assorted and equipment from China and other overseas suppliers and entering into agreements for the purchase/ acquisition of those assets.
- Installation of the machinery, registration, insuring and licensing of the vehicles ready for deployment in the company's business.
- use emarketing, social media ads, and to create targeted campaigns to generate leads and promote listings.
- This involves managing an income property, including finding tenants, collecting rent, maintaining the property, and handling issues.

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### **Project Objectives**

#### **Development Objectives:**

**SANJIAN COMPANY LIMITED** aims at playing a significant role in the participation of the company in the efforts to maximize exploitation of the largely existing business potential in Real estate activities

#### **Immediate Objectives:**

- a) To build a place for rent.
- b) Enhancing the country's capacity to utilize its products
- c) Reading employment opportunities to skilled and semi-skilled

## **OVER VIEW OF THE REAL ESTATE ACTIVITIES**

## **The economy**

Tanzania is one of the fastest growing economies in Africa, thanks to the sustained economic reforms which are being under taken since the late 1980's.

The country's economy has been constantly growing since mid-1990 by average of 5.9%, and now growing at average of 7% which make Tanzania economy to be among the fastest growing economy in Africa and world at large. The overall vision is to transform the sector of the economy from the present level of per capita GDP of about US\$867 to medium developed country with an average per capital GDP of around US\$2,500 (National Development Vision 2025), the GDP from manufacturing 926,333 TZ\$ million.

## **Real Estate activities**

Real Estate Activity means buying and selling of real estate or trading in Transferable Development Rights but does not include the development of townships, construction of residential or commercial premises, roads or bridges for selling or leasing.

Real estate is one of the most popular and profitable property types. It is also divided into different categories. Homes, residential lots, vacant land, outbuildings, commercial buildings, decks, sewers, and even trees and lights within lot boundaries .

Real estate investments can occur in four basic forms: private equity (direct ownership), publicly traded equity (indirect ownership claim), private debt (direct mortgage lending), and publicly traded debt (securitized mortgages).

## **BUSINESS ENVIRONMENT ANALYSIS;;**

**SANJIAN COMPANY LIMITED** as a corporate entity is managed under the Board of Directors. Day to day management of its conducted under the company's Managing Director who will be as sited by directors, Managers, senior officers etc.

### **External Environment:**

#### **The market:**

**SANJIAN COMPANY LIMITED** policy aim at two objectives:

- Further penetration/entrench mention to the market's main Segments to increase and retain larger market share.
- Early investment cost recovery to enhance economic viability Of the company's business and expedite its growth.

**Competition:**

**SANJIAN COMPANY LIMITED**, is expecting to face competition from existing Real estate activities company , company plan to increase market share by investing in a new and bigger industry Real estate activities.

**6.0 PROJECT OPERATING COSTS**

In order to realize its intended objective, the project operating costs will vary based on total revenue.

## **REVENUE ASSUMPTIONS**

- For the purpose of this project all revenue will come from commercial building we expect.
- The annual revenue to grow by different percentages depending on market demand annually.
- Revenue projections are based on experiences gained by the firm for being in the market for five years now.

## **CONCLUSION AND RECOMMENDATION**

### **Conclusion**

The project is viable and profitable throughout the project period, after the foregoing economic and financial evaluation of the project; we strongly recommend that **SANJIAN COMPANY LIMITED** Board of Directors approval and accept the business proposal. The new project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

**SANJIAN COMPANY LIMITED**

<b>PARTICULAR</b>	<b>US\$</b>
LandandBuildings	200,000.00
Machinery&Equipment	140,000.00
MotorVehicles	10,000.00
Furniture&Fixtures	10,000.00
Preexp	10,000.00
Others	10,000.00
WorkingCapital	120,000.00
<b>TOTAL</b>	<b>500,000/=</b>

**SANJIAN COMPANY LIMITED**  
**FINANCIAL PROJECTIONS SUMMARY FROM 2024 TO 2028**  
**PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM 2024-2028**

	2024	2025	2026	2027	2028
<b>DETAILS</b>					
<b>CURRENCY</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>
<b>ASSETS</b>					
<b>NON-CURRENT ASSETS</b>					
PPE	84,000	85,000	86,000	89,000	90,000
<b>TOTAL NON-CURRENT ASSET</b>	<b>84,000</b>	<b>85,000</b>	<b>86,000</b>	<b>89,000</b>	<b>90,000</b>
<b>CURRENT ASSET</b>					
Inventory	330,460	350,989	356,000	299,690	370,000
Trade Receivables	50,000	54,000	54,000	105,900	57,500
Working Capital	130,000	130,000	130,000	130,000	130,000
Cash and Cash Equivalent	30,000	35,600	35,800	36,900	37,000
<b>TOTAL CURRENT ASSET</b>	<b>540,460</b>	<b>570,589</b>	<b>575,800</b>	<b>572,490</b>	<b>594,500</b>
<b>TOTAL ASSETS</b>	<b>624,460</b>	<b>655,589</b>	<b>661,800</b>	<b>661,490</b>	<b>684,500</b>
<b>EQUITY AND LIABILITIES</b>					
<b>EQUITY</b>					
Share Capital	280,000	280,000	280,000	280,000	280,000
Retained Earnings	90,909	91,455	92,100	93,000	126,800
<b>TOTAL EQUITY</b>	<b>370,909</b>	<b>371,455</b>	<b>372,100</b>	<b>373,000</b>	<b>406,800</b>
<b>LIABILITIES</b>					
Trade Payables	130,551	145,589	148,260	146,900	133,900
Other Payables	123,000	138,545	141,440	142,490	143,800
<b>TOTAL LIABILITIES</b>	<b>253,551</b>	<b>284,134</b>	<b>289,700</b>	<b>289,390</b>	<b>277,700</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>624,460</b>	<b>655,589</b>	<b>661,800</b>	<b>662,390</b>	<b>684,500</b>

**SANJIAN COMPANY LIMITED**

**FINANCIAL PROJECTIONS SUMMARY FROM 2024 TO 2028**

**PROJECTED STATEMENT OF PROFIT/(LOSS) AND OTHER COMPREHENSIVE INCOME FOR 5 YEARS**

DETAILS					
CURRENCY	USD	USD	USD	USD	USD
SALES	580,000	690,000	798,000	<b>880,000</b>	<b>889,000</b>
<b>TOTAL INFLOW</b>	<b>580,000</b>	<b>690,000</b>	<b>798,000</b>	<b>880,000</b>	<b>889,000</b>
<b>COST OF SALES</b>					
Opening Inventory	0	330,260	350,689	356,000	299,990
Add: Production Cost	498,000	320,000	356,000	367,000	368,500
Less: Closing Inventory	-330,260	-350,689	-356,000	-299,990	-370,000
	<b>167,740</b>	<b>299,571</b>	<b>350,689</b>	<b>423,010</b>	<b>298,490</b>
<b>GROSS PROFIT</b>	<b>412,260</b>	<b>390,429</b>	<b>447,311</b>	<b>456,990</b>	<b>590,510</b>
<b>OPERATING EXPENSES</b>					
Administration Expenses	150,200	90,400	90,500	90,600	110,000
Sales and Distribution Expenses	100,100	92,300	90,200	90,300	130,000
Finance Cost	100,100	92,300	90,400	90,500	100,000
Depreciation Expense	8,000	8,000	8,000	8,000	8,000
	0	0	0	0	0
<b>TOTAL OPERATING EXPENSES</b>	<b>358,400</b>	<b>283,000</b>	<b>279,100</b>	<b>279,400</b>	<b>348,000</b>
<b>PROFIT FOR THE YEAR</b>	<b>53,860</b>	<b>107,429</b>	<b>168,211</b>	<b>177,590</b>	<b>242,510</b>

