

# BUSINESS PLAN FOR TRANSPORTATION AND LOGISTICS PROJECT

**EAST AFRICAN CORRIDOR LIMITED**

Kigigo Sambusa Area, Ilala District Dar es Salaam region,  
Tanzania

# **EAST AFRICAN CORRIDOR LIMITED**

P. O. Box 14560, DARES SALAAM

## **1.0 INTRODUCTION**

EAST AFRICAN CORRIDOR LIMITED is a company incorporated in Tanzania with certificate No. 174249504 dated 30th April 2024 as private limited company under the Tanzanian Companies Act, 2002. EAST AFRICAN CORRIDOR LIMITED is engaged in the business of Transportation and Logistics, , EAST AFRICAN CORRIDOR LIMITED is currently planning to provide global supply chain solutions providers within the country and in east Africa and SADC region.

## **1.1 OUR MISSION**

To become a leading integrated global logistics and supply chain management company providing business enabling solutions and exceeding customer expectations.

## **1.2 OUR VISION**

To deliver customized and unique logistics solutions globally ensuring time and cost savings for customers in a responsible and sustainable manner.

## **1.3 OUR VALUES**

At EAST AFRICAN CORRIDOR LIMITED, we believe the customer comes first; we are focused to ensure customer delight, superior quality of delivery and increased customer profitability.

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At EAST AFRICAN CORRIDOR LIMITED, at our operations all over the country, we practice an enduring value system based on an open culture, honest and fair business and personal conduct, earning the confidence and trust of our Associates and Customers.

At EAST AFRICAN CORRIDOR LIMITED, we practice transparency with all agencies that we are involved with.

At EAST AFRICAN CORRIDOR LIMITED, we value the importance of our colleagues, evolving a sense of togetherness and passion to deliver. OWNERSHIP AND OPERATIONS

### **1.4 COMPANY OWNERSHIP AND BOARD OF DIRECTORS**

EAST AFRICAN CORRIDOR LIMITED is promoted by two shareholders who are very experienced in transport and logistic business, it is a family company.

<b>Share Holders</b>	<b>% of Share</b>	<b>Nationality</b>
BLUE NEXUS LIMITED	20	Tanzania
TERRA NOVA CO LIMITED	80	UNITED ARAB EMIRATES

### **1.6 PROJECT LOCATION**

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Registered office of the EAST AFRICAN CORRIDOR LIMITED is located at **Kigogo Sambusa Bondeni Street Ilala District Dar es Salaam region, Tanzania**

### **1.7 FLEET SIZE**

EAST AFRICAN CORRIDOR LIMITED is planning to purchase **300** trucks and trailers. With capacity of carrying **60** tons truck and trailer, one truck conducting **2** trips per month operating for ten months per year, carrying **1,800** tons per year

EAST AFRICAN CORRIDOR LIMITED **management** intends to continue building its fleet to a level of –

- 100 trucks by 2025
- 100 trucks by 2026
- 100 trucks by 2027

Required number of trailers will also be added to existing fleet in order to cater to additional requirements in line with truck additions.

### **1.8 PROJECT ESTIMATED REVENUE**

The company has estimated that the project revenue to be US\$ 5000 per trip and one truck will conduct 3 trip per month and 30 trips per year

### **1.9 PROJECT OPERATING COST**

The company has estimated that the project operating cost and other cost to be 65% of the total annual revenue

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### 1.10 PROJECT FINANCING

The proposed project comprising the purchase of 300 trucks is estimated to cost about US\$26,520,000. The project sponsors will provide US\$ 7,956,000 of this investment while the US\$ 18,564,000 will be sought from financial resources institutions.

### 1.11 INVESTMENT AND FINANCING US\$ 26,520,000.00

For the project to be a reality a total investment amounting to **US\$26,520,000** the summary is found in the schedule.

EAST AFRICAN CORRIDOR LIMITED COST STRUCTURE US\$

Land and Buildings	500,000.00
Machinery & Equipment	1,000,000.00
Motor Vehicles	24,000,000.00
Furniture & Fixtures	5,000.00
Pre exp	10,000.00
Others	5,000.00
Working Capital	1,000,000.00
<b>TOTAL</b>	<b>26,520,000.00</b>

### 2.0 ORGANISATION FLOW CHART

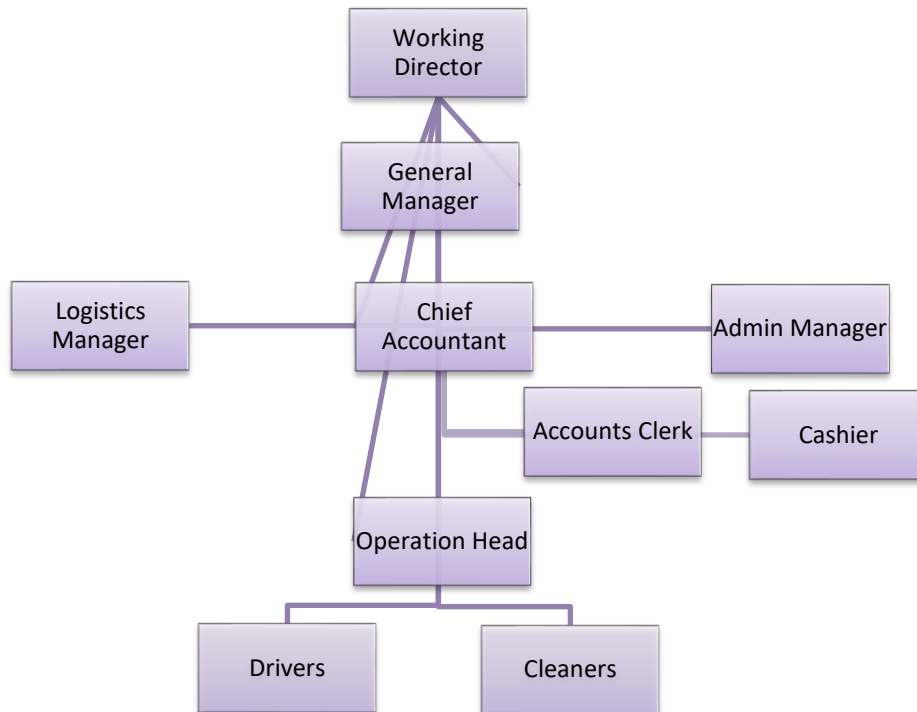
EAST AFRICAN CORRIDOR LIMITED management is headed by Badar Seif Sood working as Managing Director. Core management team comprises of 1 General Manager, 1 HR and Admin Manager, 1 Logistics Manager, 1 Chief Accountant and 2 Junior accounting clerks. Operational team headed by 3

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operational managers and includes drivers and cleaners. Total of 320 to be employed

The organisation chart of the EAST AFRICAN CORRIDOR LIMITED is presented herein below:



## 3.0 TANZANIA TRANSPORT OVER VIEW

The Tanzanian transport sector comprises surface transport (including roads, railways), inland waterways (lakes and rivers), air transport, and sea transport.

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Tanzania's transport sector contributed 8.1% to the country's real GDP in 2018 with USD 3.8 billion, compared to USD 2.8 billion in 2014, representing an increase of 33%.

Main growth drivers include the increase in the number of passengers carried and freight handled through road transport.

According to Tanzania's 2025 Development Vision, investments in infrastructure, particularly in the development of the road network, are the Government's top priority.

The World Bank (WB) and the African Development Bank (AfDB) support Tanzania in achieving its infrastructure development goals by providing grants and credits for projects.

### Tanzania Road Transport

Road transport is the most widely used form of transport in Tanzania, carrying over 90% of the passengers and 75% of the freight traffic in the country.

The road network in Tanzania currently comprises 86,472 kilometers of roads, of which 12,786 kilometers are trunk roads, 21,105 kilometers are regional roads and the

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remaining 52,581 kilometers are district, urban and feeder roads.

Tanzania's Ministry of Works, Transport, and Communication through the Tanzania National Roads Agency (TANROADS) is managing the national road network of about 33,891 kilometers, comprising 12,786 kilometers of trunk and 21,105 kilometers of regional roads.

The remaining network of about 53,460 kilometers of urban, district and feeder roads is under the responsibility of the Prime Minister's Office Regional Administration and Local Government (PMO-RALG).

### **Tanzania Rail Transport**

Railway transport is the second most important mode of transport after road and critical for long distance freight along the main transport corridors in Tanzania.

Tanzania has a total of 3,676 kilometers of railway lines operated by two railway systems, Tanzania Railways Corporation (TRC) and Tanzania - Zambia Railways (TAZARA).

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The mainline of TRC comprises the central corridor between the port of Dar es Salaam in the east, linking central and western areas of the country and terminating at Kigoma on Lake Tanganyika in the west.

The TAZARA line is 1,860 kilometers in length, of which 975 kilometers is in Tanzania and 885 kilometers in Zambia.

### **Tanzania Air Transport**

The total number of air passengers in Tanzania reached 6.2 million in 2019, compared to 5.2 million in 2015, representing an increase of 18%.

Currently (2020), there are 19 airline operators in Tanzania, including some of the leading international air carriers such as British Airways, KLM, Qatar Airways, and SWISS.

There are 58 airports in Tanzania and more than 300 private airstrips owned by mining companies and tour operators.

The Julius Nyerere International Airport (JNIA), located in Dar es Salaam, is the largest and busiest airport in Tanzania, accounting for over 70% of Tanzania's air passengers.

In August 2019, Tanzanian President John Magufuli inaugurated Terminal 3 of the JNIA. The new terminal, which

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cost USD 314 million set the airport capacity at 8 million passengers annually.

In 2019, the AfDB approved a USD 272.12 million loan to Tanzania for the construction of a new international airport in the capital Dodoma. The new airport will be built in the district of Msalato, 12 kilometers from the capital Dodoma.

The new facility is expected to handle at least 50,000 aircrafts and one million passengers per year.

### **Tanzania Water Transport**

Tanzania has a coastline of about 720 kilometers on the Indian Ocean, and also borders Lake Victoria, Lake Nyasa, and Lake Tanganyika.

Both sea and inland waterways ports in Tanzania are managed and operated by the Tanzania Ports Authority (TPA).

The TPA's main Indian Ocean ports are Dar es Salaam, Mtwara, and Tanga. Minor seaports serving coastal traffic include Lindi, Kilwa Masoko, Mafia Island, Bagamoyo, Pangani, and Kwale.

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Dar es Salaam is Tanzania's principal port with intrinsic capacity of 10.1 tonnes per year. The port handles over 92% of the total maritime ports' throughput.

The port serves land-linked countries of Malawi, Zambia, Democratic Republic of Congo, Rwanda, Burundi, and Uganda.

These countries are connected to the port through two railway systems (TRL-1.0 metre gauge and TAZARA-1.067 cape gauge), road network, as well as the TAZAMA oil pipeline to Zambia.

TPA also operates Tanzania's lake ports, maintaining around 20 ports on Lake Victoria. Some major ports include Bukoba, Kemono Bay, Musoma, and Nansio.

Principal lake ports on Tanganyika include Kigoma and Kasanga. Additionally, there are 15 smaller ports along the lake. These ports provide trade connections between Burundi, Eastern Democratic Republic of the Congo, and Zambia.

Lake Nyasa has 4 important ports, at Itungi, Mbamba Bay, Liuli, and Manda. There are up to 10 others smaller TPA ports on the lake that facilitate passenger movement along the lake

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and between the countries of Malawi, Mozambique, and Tanzania.

### **4.0 TANZANIAN BUSINESS ENVIRONMENT**

In the African continent, TANZANIA is among the top ten investment destinations in Africa, thanks to reforms and a conducive investment environment set by the government.

The Rand Merchant Bank (RMB) ranked the country tenth in investment attractiveness, in the Where to Invest in Africa 2021 report released recently.

### **4.1 THE TANZANIA DEVELOPMENT CORRIDORS**

Development of transport corridors has been one of the main strategies adopted by the Government of Tanzania to facilitate trade. Tanzania serves as a transit country for the import and export of Malawi, Zambia, DR Congo, Burundi, Rwanda and Uganda, using the port of Dar es Salaam. The main rail and road connections in Tanzania are, therefore, in an east–west direction, linking the ports with the hinterlands of those neighbouring countries. Tanzania is devoting much attention to the corridor concept in its development policy by concentrating efforts in the

Mtwara Corridor, Dar–es–Salaam Corridor, Central Corridor and the Tanga Corridor. The major challenge is to link import,

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export and transit traffic from and to neighbouring countries with transport development efforts, making Tanzania a natural regional hub.

The geography of Tanzania, including its size, diversity and dispersion, give roads a special position in the integration of the national economy. In particular, roads serve rural areas, where the majority of the people live, more effectively than any other mode of transport. The current Tanzania Road Network length is about 85,000 km, which includes trunk and regional roads (35,000 km) managed by the Tanzania National Roads Agency (TANROADS), and the urban, district and feeder roads with a total of 50,000 km, managed by Local Government Authorities (LGA). There are also some unclassified roads, such as those managed by the Tanzania National Parks Authority (TANAPA), and by the Mining Companies and village authorities.

### **5.0 SWOT ANALYSIS**

#### STRENGTHS

Strengths of the business are –

- Promoters have sound experience in this business and have talented Management.
- Rapid growth in sector due to effective management

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- Influence & Networking of Directors in the Business Sector.
- Business location is at prominent place.
- Good roads and highway in Tanzania.
- Confirmed business via agreement entered with few companies.

### WEAKNESSES

Weakness of the business are –

- New entry in logistics market
- Stiff competition from local market
- Limited market share growth

### OPPORTUNITIES

Opportunities of the business are –

- Potential market encourages foreign investors
- Increasing market share due to rail transport limitations
- Augmented demand for world –class logistics and warehousing services
- Increased use of logistics services in sectors such as technology, consumer retail, automotive and industrial

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### THREATS

Threats of the business are –

- Complex Tax Structure
- Unorganised sector and competition
- Different laws in different countries
- Increasing fuel rates therefore increasing transportation costs

### **6.0 SERVICES OFFERED BY EAST AFRICAN CORRIDOR LIMITED**

EAST AFRICAN CORRIDOR LIMITED Management understands that your supply chain needs are unique and that's exactly why the company have engaged the best minds in the Transport industry to create specific transport solutions customized to suit your ever-changing cargo movement environment. EAST AFRICAN CORRIDOR LIMITED transport vans, trucks and trailers (closed body trailers, flat bed trailers and low loaders) from precision transport are designed to seamless execution, EAST AFRICAN CORRIDOR LIMITED dedicated cargo transportation professionals are engaged at every step of the way to provide the services with the most accurate transport and economical transportation arrangement that the industry has to offer.

EAST AFRICAN CORRIDOR LIMITED Transportation and the company Customs Brokerage Service allow the company to

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complete the supply chain, cargo transit and offers truly door-to-door transportation service in the freight industry. The company optimized transportation translates to fast transit service and the door-to-door delivery of your freight on time, safely transported and damage free.

### Transport integration with Customs Brokerage Service

- Allows EAST AFRICAN CORRIDOR LIMITED Transport Logistics to complete the supply chain and offer truly door-to-door transportation service in the market
- Eliminates unnecessary customs delays, transport dispatch and improves communication between the shipping line, Customs, Client and our transport department.
- Provides greater control, handling and security of your freight transportation
- Full range of freight forwarding services are offered, including customs clearance, warehousing, in-bond storage, transportation, etc.
- Customer receives a single itemized invoice for door-to-door transportation eliminating additional administrative requirements

EAST AFRICAN CORRIDOR LIMITED Transport Logistics plan to customize and design transportation solutions to transport client's freight at the speed and ease. EAST AFRICAN

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CORRIDOR LIMITED Management has been in the transport logistics and our transport segment delivers freight to numerous customers spread across east Africa namely Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo.

EAST AFRICAN CORRIDOR LIMITED plan to combine the economy of rail transport with road transport handling for seamless door-to-door service and savings. The company transport network throughout Tanzania, Uganda, Northern Tanzania, Burundi, Rwanda, Southern Sudan and DR Congo and large transport trucks, closed body trailers, flat bed trailers and low loaders fleet are aligned to offer transport applications suitable for all transportation needs. Whether clients freight requires rail transport or road transportation service, door-to-door transport, coast-to-coast transport, or cross-border transportation, EAST AFRICAN CORRIDOR LIMITED Transport Logistics is the solution.

Benefits of optimized door to door delivery and transportation

- EAST AFRICAN CORRIDOR LIMITED Transportation is dedicated to creating win-win solutions by investing talent, capital, and transport resources.
- Dynamic transport route optimization systems at client's disposal to create supply-chain door to door and reduce transport costs.

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- The largest transportation truckload fleet and terminal network in the transport industry.
- Satellite tracking on our transport
- Modern fleet of transport trucks
- One of the Safest operating fleets in the transport industry
- Heavy and fragile equipment transported using air hydraulic low loaders.
- Door-to-door control of transport equipment = less handling, better security, and increased efficiency
- Fully multilingual experienced transport staff to cater all our transportation routes
- Strict requirements for transport department staff and constant integrity checks transport and delivery.

### **Container Transport Mode (Container on Flat Bed)**

EAST AFRICAN CORRIDOR LIMITED Capital offers a complete door-to-door service for all of your container transport requirements. Our road transport fleet is comprised of 400 trucks and transportation trailers. The company plans to have the most modern container transport fleet in the transport industry and our container transport trucks are all equipped with satellite tracking, permitting real time tracking of your loads.

EAST AFRICAN CORRIDOR LIMITED Transport Logistics also supplement road transport fleet with our access to our East Africa railway transport line. EAST AFRICAN CORRIDOR LIMITED

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Transport Logistics is capable of transporting heavy and bulk cargo on Low Loader, rail and can also transport transit cargo on rail and low-loaders.

### **Heavy Haulage – Low-Loader Transportation**

EAST AFRICAN CORRIDOR LIMITED transportation Low Loaders comprise of a variety of unique low loader trailer configurations, EAST AFRICAN CORRIDOR LIMITED Capital is still constantly engineering new low loader transport solutions for our customers' Low Loader Transportation requirements. EAST AFRICAN CORRIDOR LIMITED Transportation Logistics is rapidly becoming the preeminent low loader transport provider for importers and exporters of many commodities, including earth transporting equipment and engineering structures that has to be transport on low loaders. Low loader as the industry's most dynamic carrier, EAST AFRICAN CORRIDOR LIMITED Transportation plans to expand our diverse portfolio of service-sensitive, specialty operations to meet our clients' low loaders needs.

### **Heavy Equipment Transport**

Whether it is around town or interstate EAST AFRICAN CORRIDOR LIMITED Transportation has the low loaders and heavy transport equipment to transport any sized machines. We have low loader expertise required to transport, arrange all the permits, liaise with police, load and unload cranes.

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### Mining Equipment Transport

EAST AFRICAN CORRIDOR LIMITED Low loader transport offers transportation services for heavy equipment utilizing their low loader trailers and has experienced transporting a range of Mining equipment including Hitachi Excavators, Zoom Lion Cranes, Caterpillars and Komatsu Dump Trucks, concrete mixers, graders and bulldozers on low loaders.

### **Local cargo**

EAST AFRICAN CORRIDOR LIMITED offers the fastest Local cargo service in Tanzania. This airport-to-airport service puts your cargo, envelopes and other packages on the first scheduled flight and delivers them to the recipient at the airport of arrival within one hour after the landing time. No advance reservations are required for this service.

Tanzanian Cargo provides around-the-clock Local cargo service with same-day delivery across Tanzania.

### **Transit Cargo**

EAST AFRICAN CORRIDOR LIMITED strive to extend standard services across vast distances and through rough terrain all across East Africa. Our motivated staff and our expertise in the industry always keep us on schedule by rail and road.

EAST AFRICAN CORRIDOR LIMITED provide relocation and movement of both of bulk and containerized goods. EAST AFRICAN CORRIDOR LIMITED offer a variety of transport

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solutions, be it grouping or other transport services such as part and full load shipments by road, railways or a combination of two

### **7.0 COMPETITION**

According to data available there are more than 15,000 trucks registered in Tanzania and EAST AFRICAN CORRIDOR LIMITED plan to compete favorably with local and foreign companies

### **8.0 FINANCIAL ASPECTS FOR THE PROJECT**

#### **8.1 FINANCING PATTERN**

The financing pattern being considered is that involving the purchasing of **300 trucks** and their trailers. The project will be financed both by equity and loan. Equity contribution will constitute US\$ 7,956,000, while the remaining US\$ 18,564,000 will be in the form of a loan.

The loan will be negotiated and acquired from one of the domestic financial institutions. The project sponsors expect to procure this loan on the following terms and conditions: –

Loan Amount: **US\$ 18,564,000**

Interest Rate: 8% annually

#### **8.1 FINANCIAL ASPECTS OF THE PROJECT**

##### **(i) Projected Profit and Loss Statement**

The schedule below shows the projected income for the 8 years. The position depicted is that the project earns

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profit throughout its life. Accumulated after-tax profits grow from. **US\$ 1,885,716** to **US\$ 26,400,947** in the 8<sup>th</sup> year

### **(ii) Projected Cash Flows**

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from **US\$ 6,043,836** in the first year to **US\$ 54,115,802** at the end of the 8th year of the project's operations based on the 300 trucks.

### **(iii) Projected Balance Sheet**

The project's owners' equity grew from **US\$ 7,956,000** in the first year to **US\$ 34,356,947** at the end of the 8th year of the project's operations based on the 300 trucks.

### **(iv) Payback Period**

Total investment is **US\$26,520,000** cash accumulation in year 6 is **US\$ 31,772,813** which is more than the initial investment by **US\$5,252,813**. The project payback Period is within three years, for and half months only.

## **9.0 ECONOMIC ASPECTS OF THE PROJECTS**

Besides the financial/monetary returns to the owners, there are other benefits to be derived for the whole country viz

### **(i) Employment Opportunities**

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Employment and poverty reduction are among the major concerns of the Central and Local Government authorities. It is gratifying to note that **EAST AFRICAN CORRIDOR LIMITED** is going to provide additional employment to **320** people. This is a significant contribution coming from local investors.

### **(ii) Revenue to the Government**

The Project is expected to pay a substantial annual amount in the form of corporation tax during the project's eight years covered under our project review.

### **(iii) Foreign Exchange Earning**

Since the project's clientele is mostly towards neighbouring countries the project will thus earn foreign currency for the United Republic of Tanzania. Out of all project expected cargo overhauling transactions will be settled in foreign currencies

## **10.0 CONCLUSION AND RECOMMENDATION**

### **10.1 Conclusion**

- (iv) The project is profitable and contributes to government revenue by way of taxes.
- (v) The project has a sound after-tax internal rate of return
- (vi) The project employs **320** people all of whom are national Tanzanians.

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- (vii) The project is an encouraging sign to prove that we have investors who have confidence in this country. Tanzania so much so that they are ready to invest such large sums of investment despite the odds of the sector in question.

### **10.2 Recommendation**

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA, and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability since it is technically feasible, economically viable, and socially acceptable.

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APPENDIX I

## EAST AFRICAN CORRIDOR LIMITED PROJECTED PROFIT AND LOSS STATEMENT US\$

	1	2	3	4	5	6	7	8
Revenue	33,000,000	34,650,000	36,382,500	38,201,625	40,111,706	42,117,292	44,223,156	46,434,314
Operating Expenses:	26,400,000	27,720,000	29,106,000	30,561,300	32,089,365	33,693,833	35,378,525	37,147,451
Profit before Depreciation & Interest	6,600,000	6,930,000	7,276,500	7,640,325	8,022,341	8,423,458	8,844,631	9,286,863
Interest	1,485,120	1,272,960	1,060,800	848,640	636,480	424,320	212,160	-
Depreciation	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000
Gross Profit	2,693,880	3,236,040	3,794,700	4,370,685	4,964,861	5,578,138	6,211,471	6,865,863
Tax (30%)	808,164	970,812	1,138,410	1,311,206	1,489,458	1,673,441	1,863,441	2,059,759
Profit After Tax	1,885,716	2,265,228	2,656,290	3,059,480	3,475,403	3,904,697	4,348,030	4,806,104
Accumulated Profit	1,885,716	4,150,944	6,807,234	9,866,714	13,342,116	17,246,813	21,594,843	26,400,947

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APPENDIX II

### EAST AFRICAN CORRIDOR LIMITED PROJECTED CASH FLOWS US\$

<b>SOURCES:</b>		1	2	3	4	5	6	7	8
Profit before interest and depreciation	-	6,600,000	6,930,000	7,276,500	7,640,325	8,022,341	8,423,458	8,844,631	9,286,863
Equity	7,956,000								
Loan	18,564,000								
<b>Total Sources</b>	<b>26,520,000</b>	<b>6,600,000</b>	<b>6,930,000</b>	<b>7,276,500</b>	<b>7,640,325</b>	<b>8,022,341</b>	<b>8,423,458</b>	<b>8,844,631</b>	<b>9,286,863</b>
<b>Applications:</b>									
Capital expenditure	25,510,000	-	-	-	-	-			
working Capital & Others	1,010,000								
Cash	-	6,043,836	6,223,788	6,415,920	6,620,841	6,839,190	7,071,640	7,318,894	7,581,693
Tax	-	556,164	706,212	860,580	1,019,484	1,183,151	1,351,819	1,525,737	1,705,170
<b>Sub total</b>	<b>26,520,000</b>	<b>6,600,000</b>	<b>6,930,000</b>	<b>7,276,500</b>	<b>7,640,325</b>	<b>8,022,341</b>	<b>8,423,458</b>	<b>8,844,631</b>	<b>9,286,863</b>
<b>Total applications</b>	<b>26,520,000</b>	<b>6,600,000</b>	<b>6,930,000</b>	<b>7,276,500</b>	<b>7,640,325</b>	<b>8,022,341</b>	<b>8,423,458</b>	<b>8,844,631</b>	<b>9,286,863</b>
Accumulated cash		6,043,836	12,267,624	18,683,544	25,304,385	32,143,575	39,215,215	46,534,109	54,115,802

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APPENDIX III

## EAST AFRICAN CORRIDOR LIMITED PROJECTED BALANCE SHEET US\$

<b>Fixed Assets</b>	-								
Opening balance	-	25,510,000	23,089,000	20,668,000	18,247,000	15,826,000	13,405,000	10,975,000	8,545,000
<b>Total Long-term Assets</b>	-	25,510,000	23,089,000	20,668,000	18,247,000	15,826,000	13,405,000	10,975,000	8,545,000
<b>Less depreciation</b>	-	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000	2,421,000
<b>Closing balance</b>	-	23,089,000	20,668,000	18,247,000	15,826,000	13,405,000	10,984,000	8,554,000	6,124,000
Working capital	1,010,000	1,010,000	1,010,000	1,010,000	1,010,000	1,010,000	1,010,000	1,010,000	1,010,000
Accumulated cash	-	6,043,836	12,267,624	18,683,544	25,304,385	32,143,575	39,215,215	46,534,109	54,115,802
<b>Total assets</b>	<b>1,010,000</b>	<b>30,142,836</b>	<b>33,945,624</b>	<b>37,940,544</b>	<b>42,140,385</b>	<b>46,558,575</b>	<b>51,209,215</b>	<b>56,098,109</b>	<b>61,249,802</b>
Financed by									
Equity	7,956,000	7,956,000	7,956,000	7,956,000	7,956,000	7,956,000	7,956,000	7,956,000	7,956,000
Accumulated profit	-	1,885,716	4,150,944	6,807,234	9,866,714	13,342,116	17,246,813	21,594,843	26,400,947
<b>Total equity</b>	7,956,000	9,841,716	12,106,944	14,763,234	17,822,714	21,298,116	25,202,813	29,550,843	34,356,947
Long term loan	18,564,000	15,912,000	13,260,000	10,608,000	7,956,000	5,304,000	2652000	0	0
<b>Total debts</b>	<b>18,564,000</b>	<b>15,912,000</b>	<b>13,260,000</b>	<b>10,608,000</b>	<b>7,956,000</b>	<b>5,304,000</b>	<b>2,652,000</b>	-	-
<b>Total equity and debts</b>	<b>26,520,000</b>	<b>25,753,716</b>	<b>25,366,944</b>	<b>25,371,234</b>	<b>25,778,714</b>	<b>26,602,116</b>	<b>27,854,813</b>	<b>29,550,843</b>	<b>34,356,947</b>

# EAST AFRICAN CORRIDOR LIMITED

P. O. Box 14560, DARES SALAAM

EAST AFRICAN CORRIDOR LIMITED PAYBACK PERIOD: US\$

Year	Profit After Tax	Depreciation	Total Cash Flow	Accumulated Cash Flow
1	1,885,716	2,421,000	4,306,716	4,306,716
2	2,265,228	2,421,000	4,686,228	8,992,944
3	2,656,290	2,421,000	5,077,290	14,070,234
4	3,059,480	2,421,000	5,480,480	19,550,714
5	3,475,403	2,421,000	5,896,403	25,447,116
6	3,904,697	2,421,000	6,325,697	31,772,813
7	4,806,104	2,421,000	7,227,104	38,999,917

**EAST AFRICAN CORRIDOR LIMITED**

P. O. Box 14560, DARES SALAAM

