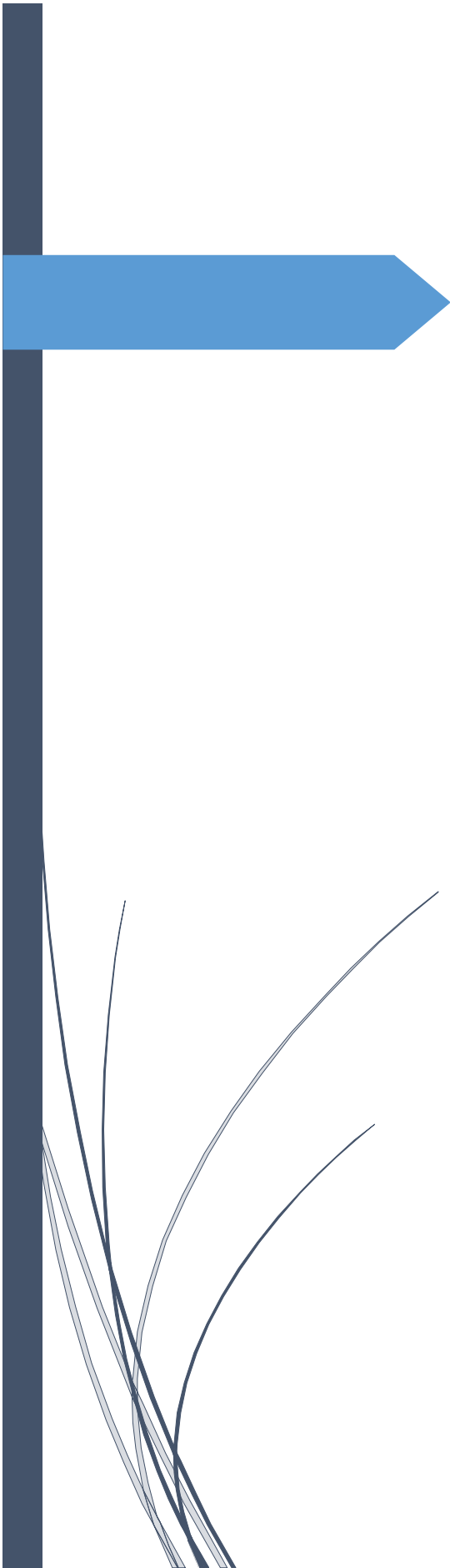


BUSINESS PLAN

SAHIN GROUP GENERAL LIMITED

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IFS CERTIFIED PUBLIC ACCOUNTANT



SAHIN GROUP GENERAL LIMITED
Business Plan – Real Estate Management

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SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

Executive Summary

SAHIN GROUP GENERAL LIMITED is a private company registered in Tanzania and trading and licensed to deal with Real Estate Management business in Tanzania and various region in the world. The company is specialized with acclaimed consultants and also with the clients, trying to establish an integrated design that, in time, will help creating buildings that engage better with the user and with its surroundings. The design is carried out through a collective way of thinking and working that focuses on precision. Sahin Group General Limited works with 3D and small-large scale models for each project to develop design decisions.

The company business models are aiming to balance the reliability and the quality of properties to satisfy the requirements of the local market and international markets. Currently the company is on formation stage where the company is investing in Land and capacity to start the real estate line. The company have land located in Dar es Salaam Jangwani Beach Area mainly for the establishment of real estate properties.

SAHIN GROUP GENERAL LIMITED
Business Plan – Real Estate Management

1. INTRODUCTION

This business plan has been drawn up regarding the Real Estate Management in United Republic of Tanzania. This business plan has been drawn up for an operation that would help the company and the Government of Tanzania and neighboring countries to boost the economic growth through provision of high quality and affordable properties

1.1 Background

Real estate management is a broad field encompassing various tasks and responsibilities related to the operation, control, and oversight of real estate properties. This sector can be divided into residential, commercial, and industrial real estate management, each with its own set of challenges and opportunities.

SAHIN GROUP GENERAL LIMITED operates his business legally with company registration number 175871764, tax identification number 175-871-764. The Company comply with all laws and regulations and have got all required legal documents to run and operate in Tanzania ..

1.2 Vision, Mission, Values and Objectives of the Business

1.2.1 Mission

SAHIN GROUP GENERAL LIMITED committed to provide high quality and affordable real estate properties and services at reasonable costs to all customers and timely delivery.

1.2.2 Vision

SAHIN GROUP GENERAL LIMITED Vision is to be a leading provider quality and affordable real estate properties and services with value for money and satisfactions for our customers.

1.2.3 Core Values

Cozy, Safety, Excellence, Integrity, Customer First Team-work, Respect, Confidentiality and Dependability

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

1.2.4 Project Objectives

1. High quality service for both local and international markets

1.3 Products

1. Software Solutions

Property Management Software: These platforms help property managers handle various aspects of property administration. Features often include:

- **Tenant and Lease Tracking:** Manage tenant information, lease agreements, and renewal dates.
- **Rent Collection:** Automate rent payments and reminders, manage late fees.
- **Maintenance Management:** Track maintenance requests and service orders.
- **Financial Reporting:** Generate reports on income, expenses, and profitability.

2. Service Offerings

a. Maintenance and Repairs: Services provided to address routine maintenance and emergency repairs. This can include HVAC maintenance, plumbing, electrical work, and general repairs.

b. Property Inspection Services: Professional inspections to assess property conditions, identify potential issues, and ensure compliance with regulations.

c. Tenant Screening Services: Companies that offer background checks, credit reports, and rental history verification to help property managers select reliable tenants.

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

1.4 RATIONALE AND DESCRIPTION OF THE BUSINESS

Our business has partnered with reputable Architect companies in United Republic of Tanzania and other countries which creates property solutions for our production lines.

Tanzania is a country of more than 61.7 million peoples which is regarded as faster growing economy. The country is bordered with the 5 East African countries (EAC) and 3 Southern African Development Community (SADC)

The real estate market in Tanzania is growing due to increase in middle income. Currently the company is committed to ensure the good supply habits for the peoples and ensure the quality of the products offered to the market are meeting the standards. Our products are crafted by the expatriates who have the experiences in property development and marketing.

Real estate services are crucial to the development of African economies. Access to regional markets is very sensitive to the efficiency of our products, as these are the dominant mode of areas but our marketing penetrations method will ensure we are gaining the foot stand in the market. More efficient process and quality products are crucial to the development of our industries, and ensure the company is contributing to the country in terms of taxes and employment.

Our company is tapping on the efficiency and the gap by ensuring the company plays the good role to industrialize the country. The company wealth of local knowledge ensure seamlessly supply chain management for our products and also the understanding of the regional market.

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

1.5 Operational plan

The plan created has been developed by assessing current situation of real Estate market in Tanzania and improvement in economic conditions in Tanzania.

The company have experienced management, supply chain management, transport and logistics which covers the business in 360 degrees in management of the business spectrum.

The company have experienced management and staffs to offer chain management to the customers through the centralized chains in each zones within Tanzania.

2. Ownership and Management of the Project

The company SAHIN GROUP GENERAL LIMITED is owned by experienced individual and company with diverse experiences in chain management. The Managing Director of the company is fully responsible to ensure effective management, supervision and going concern of the company.

Table 3.1: Human resource requirement for Sahil Group General Limited

Job Title	Number of people
Managing Director	1
Real Estate Manager	15
Sales and Marketing Manager	1
Finance Manager	1
Qualified Personnel	5
Technicians/ Architects	10
Other Staffs	6
Total Employees	39

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

3.2 Shareholding Structure

The company shareholding structure is depicted below:

Shareholder	Share Held	Share Value	Authorized Share Capital
FURKAN SAHIN	4,000	100,000	500,000,000
MUHAMMET BERKE SAHIN	200	100,000	500,000,000

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Business Plan – Real Estate Management

3.2.1. Funding

Funds for financing the business was contributed the Directors of **SAHIN GROUP GENERAL LIMITED** Also the company explored other financing window such as supplier credits and short term financing from financial institutions.

a. Equity

The company shareholders contributed the equity which were used to acquire the plant and machinery, as well as initial working capital.

b. Directors financing

The directors also extended the financing in terms of advance from directors to facilitates the company growth and ensure the company operations are running smoothly

c. Supplier Financing

The company through the good relationship with suppliers can obtain the credits for the supply of inputs and raw materials.

1. ECONOMIC ASPECTS

1.1 Investment Priority

The project investment is in line with government policy and development goals to ensure easy movements of goods and passengers. This includes the goals of the country towards industrialization economy.

1.2 Employment opportunity

The project will creates employment to people who otherwise could not have secured employment and indirectly will create more opportunities. It also develops skills to the employees on a continuous basis that will have a multiplier effect and associated demand for support services.

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Business Plan – Real Estate Management

1.3 Government revenue

The government is expected to earn greater amount of income in form of taxes such as corporate tax, Value Added Tax, Excise duty, Employment taxes such as pay as you earn and skills and development levy. Also other government fees such as licenses and permits.

1.4 Economies of scale

Economies of scale in real estate refer to the cost advantages that a business can achieve as it expands its operations. In the real estate industry, achieving economies of scale can lead to reduced costs per unit and increased profitability. Here's a closer look at how economies of scale manifest in the real estate business:

1. Cost Reductions in Property Management

a. **Administrative Efficiency:** As a real estate management company scales up, it can streamline administrative processes and utilize standardized procedures. For example, managing multiple properties can justify the investment in property management software and administrative staff, which may be more cost-effective than managing a single property.

b. **Bulk Purchasing:** Larger property management firms can negotiate better rates for maintenance supplies, cleaning services, and other bulk-purchased items due to their larger volume of needs. This can lead to significant cost savings compared to purchasing smaller quantities for individual properties.

2. Operational Efficiency

a. **Centralized Maintenance and Repairs:** A larger portfolio allows for the centralization of maintenance and repair services. This can lead to more efficient scheduling, reduced travel time for maintenance staff, and better negotiation with service providers for lower rates.

b. **Economies of Expertise:** Larger firms can employ specialized staff, such as in-house legal

SAHIN GROUP GENERAL LIMITED

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teams, accountants, and property inspectors, which can reduce reliance on external consultants and improve operational efficiency.

3. Marketing and Leasing

a. **Brand Recognition:** As a real estate business grows, it can benefit from increased brand recognition and reputation, which can attract more tenants or buyers at a lower cost compared to smaller firms that must spend more on marketing to achieve similar visibility.

b. **Marketing Economies:** Larger firms can spread their marketing costs across a larger number of properties, reducing the cost per property. For instance, creating promotional materials or online listings can be more cost-effective when applied to multiple properties.

4. Financing and Investment

a. **Access to Capital:** Larger real estate firms often have better access to financing options and can negotiate more favorable terms with lenders due to their established track record and larger asset base. This can lead to lower interest rates and better financing conditions.

b. **Investment Diversification:** A larger portfolio allows for diversification across different types of properties and geographic locations. This reduces risk and can lead to more stable cash flows, which can be advantageous when seeking additional investment or financing.

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1.5 ANNUAL SALES AND PURCHASES PROJECTIONS

The following is the projected purchases of devices for the next 12 months.

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

Period of Cash Flow Projections year	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Total
Inflows:													
Cash and Debtors Collections	0	0	206,177,400	201,595,680	180,977,940	190,141,380	160,360,200	158,069,340	148,905,900	180,977,940	160,360,200	183,268,800	1,770,834,780
Capital Injections	200,000,000												200,000,000
Directors current account		30,000,000	0										30,000,000
Total inflows	200,000,000	30,000,000	206,177,400	201,595,680	180,977,940	190,141,380	160,360,200	158,069,340	148,905,900	180,977,940	160,360,200	183,268,800	2,000,834,780
Out Flows:													
FIXED & VARIABLE EXPENSES													
Commissions and fees	-	-	4,123,548	4,031,914	3,619,559	3,802,828	3,207,204	3,161,387	2,978,118	3,619,559	3,207,204	3,665,376	35,416,698
Sales and marketing	-	-	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	12,100,000	121,000,000
Interest expense	6,556,333	6,415,464	6,272,598	6,127,709	5,980,767	5,831,743	5,680,608	5,527,332	5,371,885	5,214,236	5,054,353	4,892,205	68,925,233
Purchases of Raw materials	-	-	145,878,700	85,811,000	85,811,000	171,622,000	85,811,000	163,040,900	85,811,000	85,811,000	85,811,000	180,203,100	1,175,610,700
Salary and wages - Experts	-	-	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	82,500,000
Salaries/ wages - Other Staffs	-	-	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	5,850,000	58,500,000
Workers Compensation Fund (WCF)	-	-	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	292,500
Social Security Contributions	-	-	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	1,795,000	17,950,000
Skills and Development Levy (SDL)	-	-	718,000	718,000	718,000	718,000	718,000	718,000	718,000	718,000	718,000	718,000	7,180,000
Repairs and maintenance	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	1,073,333	12,880,000
Water & Electricity	514,800	514,800	514,800	514,800	514,800	514,800	514,800	514,800	514,800	514,800	514,800	514,800	6,177,600
Auditing Fee	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	3,000,000
Telephone, postage and Internet	176,000	176,000	176,000	176,000	176,000	176,000	176,000	176,000	176,000	176,000	176,000	176,000	2,112,000
Tax Consultations	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	4,800,000
Oil and Lubricants	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	2,083,333	25,000,000
Road Toll	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	6,414,408	76,972,896
Weight and Measures	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	13,200,000
Permits and other costs	-	-	440,000	440,000	440,000	440,000	440,000	440,000	440,000	440,000	440,000	440,000	4,400,000
Bank Charges	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	3,000,000
Loan Processing fees	-	-	-	-	-	-	-	-	-	-	-	-	-
City service levy	-	-	618,532	604,787	542,934	570,424	481,081	474,208	446,718	542,934	481,081	549,806	5,312,500
Rent	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	1,388,400	16,660,800
Demurrage and handling charges	1,157,000	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	1,619,800	18,974,800
Insurance	1,458,333	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	2,041,667	23,916,667
Courier Services	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	1,200,000
Business Licence	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	400,000
Security Expenses & Accessories	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	3,000,000
Parking and Gate pass Expenses	76,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	1,000,000
Land and Property													
Taxes paid	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	6,000,000
Vehicles repayments	175,000,000												175,000,000
Total Outflows	198,781,275	24,694,538	204,354,703	144,036,734	143,415,584	229,288,320	142,641,210	142,435,252	219,298,946	142,649,053	142,014,962	236,771,812	1,970,382,398
Net flow	1,218,725	5,305,462	1,822,697	57,558,946	37,562,356	-39,146,940	17,718,982	15,634,088	-70,393,046	38,328,887	18,345,238	-53,503,012	30,452,382
Opening Cash Balance	-	1,218,725.33	6,524,187.11	8,346,884.12	65,905,830.05	103,466,185.95	64,321,246.38	82,040,228.74	97,674,316.77	27,281,271.21	65,610,158.19	83,955,396.01	
Net flow	1,218,725.33	5,305,461.78	1,822,697.01	57,558,945.93	37,562,355.91	(39,146,939.58)	17,718,982.37	15,634,088.03	(70,393,045.56)	38,328,886.98	18,345,237.82	(53,503,012.14)	

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

Accumulated cash flow	1,218,725.33	6,524,187.11	8,348,884.12	65,905,830.05	103,468,185.95	64,321,246.38	82,040,228.74	97,674,316.77	27,281,271.21	65,610,158.19	83,955,396.01	30,452,383.88	
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SAHIN GROUP GENERAL LIMITED
Business Plan – Real Estate Management

2. MARKET ASSESSMENT

5.0 Industry Analysis

For SAHIN GROUP GENERAL LIMITED to have the Centre running the Key Success Factors include use of advanced technology for managing the Properties, Procured quality service which ensure the return on investment, Good management, networking abilities, timely delivery, lowest product sourcing cost, accessible location and other factors deem to be important. .

The market for real estate is still robust in Tanzania fueled by improvements in modern homes, trunk roads and regional roads, also the business relationship and proximity of the country.

5.1. Rival Analysis

The market study established that the competition level is moderately high and the market for real estate and its associated products as stable in Tanzania. With a quality team and proper infrastructure, cutting the delivery time, managing the supply chain placed the company in a competitive positions.

Therefore, managing the supply chain understanding the clients' needs will positively improve the product marketability and gain a good market share. With the good procurement policy, we will be in positions of having stable prices to curb the problem of price fluctuations which had been common.

SAHIN GROUP GENERAL LIMITED
Business Plan – Real Estate Management

Table 5.1: Rival Analysis

Key Success Factor	Industry1	Industry2	Industry3	Competitor 4	Competitor 5	Competitor 6	Competitor 7	SAHIN GROUP GENERAL LIMITED
Reputation and Image	High	High	Moderate	Moderate	Moderate	High	Moderate	High
Good services	High	High	Moderate	Moderate	Moderate	High	Moderate	High
Supply Chain management	High	High	Moderate	Moderate	Moderate	Moderate	Moderate	High
Reliability of the Properties	Moderate	Moderate	Low	Low	Low	Moderate	Moderate	High
Affordability	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	High
Timely delivery	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	Moderate	High
Price Stability	High	High	Moderate	Moderate	High	High	High	High

From Table 5.1 above, the company is focusing on quality and reliable modern real estate properties, Stable prices, after sale services, supply chain management and protecting the brand.

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

5.2 Strengths, Weaknesses, Opportunities and Challenges (SWOC)

The analysis of key strengths and weaknesses that emanate from the internal environment and opportunities and challenges emanating the project from external environment is depicted in Table 5.2 below

Table 5.2: SWOT Analysis for SAHIN GROUP GENERAL LIMITED

STRENGTH	WEAKNESSES
<ul style="list-style-type: none">• Bulk Sourcing• Steady supply and good supply chain• Focus on affordability's• After sale services which is very key in customers confidence for our products	<ul style="list-style-type: none">• After sales services is expensive due to wide coverage of the country
OPPORTUNITIES	THREATS/CHALLENGES
<ul style="list-style-type: none">• There are more than 61 million peoples in Tanzania.• The increase in middle class fuels the consumptions of high quality products.• Connecting the customers with financing options for the mobile phones	<ul style="list-style-type: none">• Technology is evolving faster but we got this sorted

5.3 Strategic issues-Priority Areas for the Project Plan

Through situational analysis and discussion with the members of management, the followings were established as the priority issues to be addressed in the next threeyears of this Business Plan:

- Focus on marketing strategies by doubling the annual productions and sales within the country and also establishing the export market.
- Foster the relationship with supplier financing institutions, transport and logistic partners in Tanzania
- Ensuring the company provide high quality products at the reasonable cost, strength and care about customer needs.
- Maintaining effective and close communication with both customers and employees.
- Ensuring on time delivery of products to customers
- Heavily focusing on after sales services to our customers to ensure the products are offering the intended satisfactions

SAHIN GROUP GENERAL LIMITED

Business Plan – Real Estate Management

5.4 CONCLUSION

Planning in real estate can lead to significant cost savings and operational efficiencies. By expanding their portfolio, real estate businesses can leverage their size to negotiate better rates, invest in technology, and streamline operations. However, careful management is required to navigate the complexities that come with scaling and to ensure that the benefits of economies of scale are fully realized..

This makes the project, relevant in the country like Tanzania and neighboring countries in Africa when there is rapid growth of population which triggered by improvement of infrastructure, water sector and construction industry. The company will fuel the development through the creations of employments and contributing to the country through paying taxes.

The financial returns from the project are therefore expected to be adequate to reflect the conservative approach to revenues and associated cost projections as well as long term view by the shareholders.

SAHIN GROUP GENERAL LIMITED
5 YEARS FINANCIAL STATEMENTS PROJECTIONS
SEPT 2024-AUG 2029

STATEMENT OF COMPREHENSIVE INCOME

	Notes	<u>30.08.2029</u>	<u>30.08.2028</u>	<u>30.08.2027</u>	<u>30.08.2026</u>	<u>30.08.2025</u>
		<u>TZS '000</u>	<u>TZS '000</u>	<u>TZS '000</u>	<u>TZS '000</u>	<u>TZS '000</u>
Revenue	1	1,013,627	921,479	837,708	761,553	692,321
Direct Costs	2	<u>760,220</u>	<u>691,109</u>	<u>628,281</u>	<u>571,164</u>	<u>519,241</u>
Gross Profit		253,407	230,370	209,427	190,389	173,080
Administration Cost	3	43,247	42,517	42,233	43,277	47,103
Staff Cost	4	24,000	24,000	24,000	24,000	24,000
Finance costs	5	12,585	31,584	47,627	61,173	72,610
Depreciation Expenses	12	<u>44,555</u>	<u>52,119</u>	<u>61,164</u>	<u>71,681</u>	<u>84,764</u>
		124,388	150,220	175,024	200,131	228,476
PROFIT BEFORE TAX		129,019	80,149	34,403	(9,741)	(55,396)
Corporate Tax		(38,706)	(24,045)	(10,321)	-	-
		<u>90,313</u>	<u>56,105</u>	<u>24,082</u>	<u>(9,741)</u>	<u>(55,396)</u>
PROFIT/(LOSS) AFTER TAX		<u>90,313</u>	<u>56,105</u>	<u>24,082</u>	<u>(9,741)</u>	<u>(55,396)</u>

STATEMENT OF FINANCIAL POSITION

	Notes	<u>30.08.2029</u>	<u>30.08.2028</u>	<u>30.08.2027</u>	<u>30.08.2026</u>	<u>30.08.2025</u>
		<u>TZS'000</u>	<u>TZS'000</u>	<u>TZS '000</u>	<u>TZS '000</u>	<u>TZS '000</u>
ASSETS						
NON CURRENT ASSETS						
Property, Land and equipment	12	<u>286,704</u>	<u>331,259</u>	<u>383,378</u>	<u>442,076</u>	<u>513,758</u>
		<u>286,704</u>	<u>331,259</u>	<u>383,378</u>	<u>442,076</u>	<u>513,758</u>
CURRENT ASSETS						
Inventories		325,100	327,914	328,061	331,147	343,703
Tax receivables	6	(1,997)	(1,228)	(516)	-	-
Trade and other receivables	7	32,765	19,543	16,754	20,172	18,765
Cash and Bank	8	<u>15,291</u>	<u>12,683</u>	<u>9,964</u>	<u>7,650</u>	<u>8,459</u>
		<u>371,159</u>	<u>358,912</u>	<u>354,263</u>	<u>358,969</u>	<u>370,927</u>
TOTAL ASSETS		<u>657,863</u>	<u>690,171</u>	<u>737,641</u>	<u>801,046</u>	<u>884,685</u>
EQUITY AND LIABILITIES						
SHAREHOLDERS EQUITY						
Share capital	11	550,000	550,000	550,000	550,000	550,000
Retaining Earning		<u>105,363</u>	<u>15,050</u>	<u>(41,055)</u>	<u>(65,137)</u>	<u>(55,396)</u>
		<u>655,363</u>	<u>565,050</u>	<u>508,945</u>	<u>484,863</u>	<u>494,604</u>
NON CURRENT LIABILITIES						
Loan		-	<u>122,621</u>	<u>226,196</u>	<u>313,683</u>	<u>387,581</u>
		-	122,621	226,196	313,683	387,581
CURRENT LIABILITIES						
Trade and other payables	9	2,500	2,500	2,500	2,500	2,500
Tax (receivable)/Payables	6	-	-	-	-	-
		<u>2,500</u>	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>
TOTAL EQUITY AND LIABILITIES		<u>657,863</u>	<u>690,171</u>	<u>737,641</u>	<u>801,046</u>	<u>884,685</u>

STATEMENT OF CHANGES IN EQUITY

	Issued share capital	Accumulated Profit	Total equity
	TZS '000	TZS '000	TZS '000
2029			
As at 1 Sep 2028	550,000	15,050	565,050
Profit/(Loss) for the year		90,313	90,313
As at 30 Aug 2029	550,000	105,363	655,363
2028			
As at 1 Sep 2027	550,000	(41,055)	508,945
Profit/(Loss) for the year		56,105	56,105
As at 30 Aug 2028	550,000	15,050	565,050
2027			
As at 1 Sep 2026	550,000	(65,137)	484,863
Profit/(Loss) for the year		24,082	24,082
As at 30 Aug 2027	550,000	(41,055)	508,945
2026			
As at 1 Sep 2025	550,000	(55,396)	494,604
Profit/(Loss) for the year		(9,741)	(9,741)
As at 30 Aug 2026	550,000	(65,137)	484,863
2025			
As at 1 Sep 2024	550,000	-	550,000
Profit/(Loss) for the year		(55,396)	(55,396)
As at 30 Aug 2025	550,000	(55,396)	494,604
2024			
As at 1 2023			-
Profit/(Loss) for the year			-
As at 30 June 2024	-	-	-

CASH FLOW STATEMENT

	<u>30.08.2029</u>	<u>30.08.2028</u>	<u>30.08.2027</u>	<u>30.08.2026</u>	<u>30.08.2025</u>
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
OPERATING ACTIVITIES					
Profit before taxation	129,019	80,149	34,403	(9,741)	(55,396)
Adjustment for non cash items					
Depreciation of property and equipment	12 44,555	52,119	61,164	71,681	84,764
Change in Deferred Taxes				-	-
Operating profit before working capital changes	173,574	132,269	95,567	61,940	29,368
Working capital changes:					
Decrease/(Increase) in inventories/WIP	2,813	147	3,086.37	12,555.63	#####
(Increase)/decrease in trade and other receivables	(13,222)	(2,789)	3,418	(1,407)	(18,765)
Increase/(decrease) in trade and other payables			-	-	2,500.00
Cash flows from operations	(10,409)	(2,642)	6,504	73,088	(330,600)
Previous and Current Tax paid	(37,937)	(23,333)	(9,805)	-	-
Net cash generated from operating activities	125,229	106,294	92,267	73,088	(330,600)
INVESTING ACTIVITIES					
Property, plant and Equipment	12 -	-	(2,466)	-	(598,522)
Net cash flow from investing activities	-	-	(2,466)	-	(598,522)
FINANCING ACTIVITIES					
Increase in Share Capital			-	-	550,000
Long term Financing			-	-	450,000
Loan Repayment	(122,621)	(103,575)	(87,487)	(73,898)	(62,419)
Net cash from financing activities	(122,621)	(103,575)	(87,487)	(73,898)	937,581
Net increase in cash and cash equivalents	2,607	2,719	2,314	(809)	8,459
Cash and cash equivalent at the beginning of the year	12,683	9,964	7,650	8,459	-
Cash and cash equivalent at the end of the year	15,291	12,683	9,964	7,650	8,459

NOTES TO THE FINANCIAL STATEMENTS (Continued)

	<u>30.08.2029</u>	<u>30.08.2028</u>	<u>30.08.2027</u>	<u>30.08.2026</u>	<u>30.08.2025</u>
	TZS'000	TZS'000	TZS '000	TZS '000	TZS '000
1 REVENUE					
Revenue	1,013,627	921,479	837,708	761,553	692,321
Other Income	-	-	-	-	-
	<u>1,013,627</u>	<u>921,479</u>	<u>837,708</u>	<u>761,553</u>	<u>692,321</u>
2 DIRECT COSTS					
Opening Stock	327,914	328,061	331,147	343,703	-
Raw material Purchases	530,184	484,396	437,407	387,892	707,747
Spare parts	15,671	14,246	12,951	11,774	10,703
Fuel & Lubricants	31,341	28,492	25,902	23,547	21,406
Electricity	109,694	99,722	90,656	82,415	74,922.47
Direct Labor	70,518	64,107	58,279	52,981	48,164.45
less Closing Stock	(325,100)	(327,914)	(328,061)	(331,147)	(343,703)
	<u>760,220</u>	<u>691,109</u>	<u>628,281</u>	<u>571,164</u>	<u>519,241</u>
3 ADMINISTRATION COST					
Office Electricity and water	1,823	1,736	1,654	1,575	1,500
postage and telecommunicatin	75	75	75	75	75
Insurance	2,000	2,000	2,000	2,000	2,000
printing & stationary	591	579	568	557	546
audit fees	2,500	2,500	2,500	2,500	2,500
travelling & accommodations	1,400	1,100	1,300	1,200	1,400
license, permit & professional fees	1,392	1,392	1,392	1,392	300
city service levy	3,041	2,764	2,513	2,285	2,077
fuel & Lubricants	111	111	-	1,516	871
vehicle repair & maintenance	2,829	2,774	2,746	2,692	2,564
Telephone, Postage and internet	804	804	804	804	804
security expenses	2,400	2,400	2,400	2,400	2,400
Rent	24,281	24,281	24,281	24,281	24,281
Company registration expenses	-	-	-	-	5,785.00
	<u>43,247</u>	<u>42,517</u>	<u>42,233</u>	<u>43,277</u>	<u>47,103</u>
4 STAFF COST					
Salaries & Wages	24,000	24,000	24,000	24,000	24,000
Directors Remuneration	-	-	-	-	-
	<u>24,000</u>	<u>24,000</u>	<u>24,000</u>	<u>24,000</u>	<u>24,000</u>
5 FINANCE COSTS					
Interest expenses	11,582	30,629	46,717	60,306	71,785
Bank charges & Commission	1,003	955	910	866	825
	<u>12,585</u>	<u>31,584</u>	<u>47,627</u>	<u>61,173</u>	<u>72,610</u>
6 TAXATION					
(a) Tax Expense					
Normal Tax					
Deferred Tax					
	<u>-</u>	<u>=</u>	<u>-</u>	<u>=</u>	<u>-</u>
(b) Tax Paid					
Amounts receivable/(owing) at the beginning of the year	1,228	516	-	-	-
Amounts charged to the statement of comprehensive income	38,706	24,045	10,321	-	-
Amount paid during the year	<u>(37,937)</u>	<u>(23,333)</u>	<u>(9,805)</u>	<u>-</u>	<u>-</u>
Amounts receivable/(owing) at the end of the year	<u>1,997</u>	<u>1,228</u>	<u>516</u>	<u>-</u>	<u>-</u>

7 TRADE AND OTHER RECEIVABLES

Trade and other receivables	<u>32,765</u>	<u>19,543</u>	-	<u>16,754</u>	<u>20,172</u>	<u>18,765</u>
	<u>32,765</u>	<u>19,543</u>	=	<u>16,754</u>	<u>20,172</u>	<u>18,765</u>

8 CASH AND BANK

Cash and Cash equivalent	<u>15,291</u>	<u>12,683</u>	-	<u>9,964</u>	<u>7,650</u>	<u>8,459</u>
	<u>15,291</u>	<u>12,683</u>	=	<u>9,964</u>	<u>7,650</u>	<u>8,459</u>

9 Trade and Other payable

Trade and Other payable	2,500	2,500	2,500	2,500	2,500	2,500
	<u>2,500</u>	<u>2,500</u>	=	<u>2,500</u>	<u>2,500</u>	<u>2,500</u>

10 LONG TERM LIABILITY

Opening Balance	122,621	226,196	313,683	387,581	-	
Loan Received				-	450,000	
Loan Repayment	(122,621)	(103,575)	(87,487)	(73,898)	(62,419)	
Closing Balance	<u>-</u>	<u>122,621</u>	=	<u>226,196</u>	<u>313,683</u>	<u>387,581</u>

11 SHARE CAPITAL**(a) Authorised :**

Authorised ordinary shares of TZS 500 millions	<u>500,000</u>	<u>500,000</u>	=	<u>500,000</u>	<u>500,000</u>	<u>500,000</u>
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NOTES TO THE FINANCIAL STATEMENTS (Continued)

PROPERTY, LAND AND EQUIPMENT

	Furnitures	Property and Land	Office Equipments	Vehicles	Total
	0.125	0.13	0.125	0.25	
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
COST					
As at 1 Sep 2023					-
Additions	5,400	510,132	3,400	79,590	598,522
Disposal					-
As at 30 Aug 2024	<u>5,400</u>	<u>510,132</u>	<u>3,400</u>	<u>79,590</u>	<u>598,522</u>
DEPRECIATION					
As at 1 Sep 2023					-
Charge for the year	675	63,767	425	19,897	84,764
Disposal					-
As at 30 Aug 2024	<u>675</u>	<u>63,767</u>	<u>425</u>	<u>19,897</u>	<u>84,764</u>
NET BOOK VALUE					
As at 30 AUG 2024	<u>4,725</u>	<u>446,366</u>	<u>2,975</u>	<u>59,692</u>	<u>513,758</u>
As at 1 Sep 2023	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

PROPERTY, LAND AND EQUIPMENT

	Furnitures	Property & Land	Office Equipments	Vehicles	Total
	0.125	0.125	0.125	0.250	
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
COST					
As at 1 Sep 2024	5,400	510,132	3,400	79,590	598,522
Additions					-
Disposal					-
As at 30 Aug 2025	<u>5,400</u>	<u>510,132</u>	<u>3,400</u>	<u>79,590</u>	<u>598,522</u>
DEPRECIATION					
As at 1 Sep 2024	675	63,767	425	19,897	84,764
Charge for the year	591	55,796	372	14,923	71,681
Disposal					-
As at 30 Aug 2025	<u>1,266</u>	<u>119,562</u>	<u>797</u>	<u>34,820</u>	<u>156,445</u>
NET BOOK VALUE					
As at 30 Aug 2025	<u>4,134</u>	<u>390,570</u>	<u>2,603</u>	<u>44,769</u>	<u>442,076</u>
As at 30 Aug 2024	<u>4,725</u>	<u>446,366</u>	<u>2,975</u>	<u>59,692</u>	<u>513,758</u>

PROPERTY, LAND AND EQUIPMENT

	Furnitures & Fittings	Property & Land	Office Equipments	Vehicles	Total
	0.125	0.125	0.125	0.250	
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
COST					
As at 1 Sep 2025	5,400	510,132	3,400	79,590	598,522
Additions			2,466	-	2,466
Disposal					-
As at 30 Aug 2026	<u>5,400</u>	<u>510,132</u>	<u>5,866</u>	<u>79,590</u>	<u>600,988</u>
DEPRECIATION					
As at 1 Sep 2025	1,266	119,562	797	34,820	156,445
Charge for the year	517	48,821	634	11,192	61,164
Disposal					-
As at 30 Aug 2026	<u>1,782</u>	<u>168,383</u>	<u>1,431</u>	<u>46,013</u>	<u>217,609</u>
NET BOOK VALUE					
As at 30 Aug 2026	<u>3,618</u>	<u>341,749</u>	<u>4,435</u>	<u>33,577</u>	<u>383,378</u>
As at 30 Aug 2025	<u>4,134</u>	<u>390,570</u>	<u>2,603</u>	<u>44,769</u>	<u>442,076</u>

PROPERTY, LAND AND EQUIPMENT

	Furnitures	Plant & Machineries	Office Equipments	Vehicles	Total
	0.125	0.13	0.125	0.25	
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
COST					
As at 1 Sep 2026	5,400	510,132	5,866	79,590	600,988
Additions				-	-
Disposal					-
As at 30 Aug 2027	<u>5,400</u>	<u>510,132</u>	<u>5,866</u>	<u>79,590</u>	<u>600,988</u>
DEPRECIATION					
As at 1 Sep 2026	1,782	168,383	1,431	46,013	217,609
Charge for the year	452	42,719		554 8,394	52,119
Disposal					-
As at 30 Aug 2026	<u>2,235</u>	<u>211,102</u>	<u>1,985</u>	<u>54,407</u>	<u>269,729</u>
NET BOOK VALUE					
As at 30 Aug 2027	<u>3,165</u>	<u>299,030</u>	<u>3,881</u>	<u>25,183</u>	<u>331,259</u>
As at 30 Aug 2026	<u>3,618</u>	<u>341,749</u>	<u>4,435</u>	<u>33,577</u>	<u>383,378</u>

PROPERTY, LAND AND EQUIPMENT

	Furnitures	land & Property	Office Equipments	Vehicles	Total
	0.125	0.125	0.125	0.25	
	TZS '000	TZS '000	TZS '000	TZS '000	TZS '000
COST					
As at 1 Sep 2027	5,400	510,132	5,866	79,590	600,988
Additions					-
Disposal					-
As at 30 Aug 2028	<u>5,400</u>	<u>510,132</u>	<u>5,866</u>	<u>79,590</u>	<u>600,988</u>
DEPRECIATION					
As at 1 Sep 2026	2,235	211,102	1,985	54,407	269,729
Charge for the year	396	37,379	485	6,296	44,555
Disposal					-
As at 30 Aug 2027	<u>2,630</u>	<u>248,481</u>	<u>2,470</u>	<u>60,703</u>	<u>314,284</u>
NET BOOK VALUE					
As at 30 Aug 2028	<u>2,770</u>	<u>261,651</u>	<u>3,396</u>	<u>18,887</u>	<u>286,704</u>
As at 30 Aug 2027	<u>3,165</u>	<u>299,030</u>	<u>3,881</u>	<u>25,183</u>	<u>331,259</u>

