

THE

BUSINESS PLAN

2023 TO 2025

INTRODUCTION

CAMPSITE INVESTMENT INFORMATION

INVESTMENT IN SERENGETI CAMPSITE

Registration of Company/Trade Name. Before investment of a Camp or Hotel in Tanzania we need to register a New Company in Tanzania (Where by we can suggest a name and register it to BRELA-Business Registration and Licensing Agency) or Use the existing Company (Where by we can add you as a shares holder or having memorandum of understanding).

After registration or using the existing company/Trade Name you need to go to Tanzania Revenue Authority and apply for the Tax Identification Number (TIN) and Tax estimate then get Tax clearance which can be used to get TALA (License to carry on Business of Tourism Agency) and then open the Bank account.

MARKETS OF CAMPS

Always Demand for accommodation in Serengeti is very high as the demand is more than Supply. There is More than 2000 local and foreign Tour operator in Tanzania but there is few camps and Hotels in Serengeti. Investment in Camps is more profitable as many Tourist prefer to stay in Camps than Hotel.

INVESTMENT IN SERENGETI CAMP.

Over 70% of Tourist who came to Tanzania they go to Serengeti and many of them they stay in two to four Day.

-Investment of Luxury Camps it takes around 450,000-500,000USD

RETURN OF INVESTMENT

-Return of Investment in Camps it takes maximum of 2 to 3 years that's why many owner of the camps in Serengeti they open another camps after 3 years as they get profit to expand investment.

-Tourism season. There is high season (Start from end of June to early of September and end of November to early of March and low season which is October and April and May. During High season all camps and Hotel in Serengeti are fully.

-Land for Installing Camps is hired from Tanzania National parks

Camps Construction Costs includes.

- A) Tent Manufactures. Example of Supply is Seren Canvas Company located in Njiro and Smart Tent Company located in Morombo
- B) Furniture and Fittings. There is some People who making funitures and sume are from Curious, eg Sunwood Traders Ngaramtoni, etc
- C) Power system and Water Heater eg Photonsenergy sakina, Gadgetronic near Mertopole, Bulk Distributors Arusha etc
- D) Camp Motor Vehicles. This you can buy by individual or from companies or through importation etc
- E) Tax and Permits. This includes TALA for accommodation, Annual Installation costs, Bednight Costs, TRA Tax etc
- F) Plumbing Systems. This can be done by Local Technitian
- G) Site Preparation. Normal labour can be used to clean the areas.
- H) Kitchen items/Utensils. Some shops sell this items like London bazaar, Kitchen sport etc
- I) Linen. Som places like Tanform, Kitchen sport etc also sell this items
- J) Initial operation Cost. This includes but not limited to staffs salary, foods etc
- K) Platform woods. This wook is available to local timber suppliers.

THE BUSINESS

1.0 INTRODUCTI

1.1 THE BUSSINESS.

SERENGETI LUXURY CAMPSITE office will be based in Arusha Region Tanzania and its operation in Serengeti Central. The Campsite will be owned and managed by agreed parties. Share capital/Ownership among the parties will be shared according to the agreement among the partner/parts and it will be in percentage wise.

Mission

The Campsite will be established to carry on business of Campsite. The Campsite will carry the business of Accommodation in Serengeti, by providing high quality services.

Vision

The Campsite has expecting to carry out business of Campsite in Serengeti Central with the incorporation of Investors.

SERVICES TO BE OFFERED

SERENGETI LUXURY CAMPSITE expecting to provide and facilitate various services within Serengeti National Park which includes but not limited to the following:

- a) Accommodation in Tents
- b) Food and Drinks
- c) Wireless Internet.
- d) Binocular
- e) Evening Walk
- f) Game Drive
- j) Bush Diner, Lunch and Breakfast

The Campsite head office will be in Sakina-Arusha but also there will be small office within the Campsite to facilitate operation.

1.1.1 EXECUTIVE SUMMARY

SERENGETI LUXURY CAMPSITE expects to receive many tourists from different parts of the world including International tourists from European Countries, Asia, America, Australia, Africa Countries etc. Also from local Tour operators in Tanzania. This program has been conceived the director and the principal executive of the business.

There is a very big market potential for Campsite activities in Serengeti in general as demand for tourism is likely to increase substantially over the next five years due to the increase in population worldwide, Migration of Animal, existence of Big Five and improvement of infrastructure services in Serengeti.

For this, **SERENGETI LUXURY CAMSITE** has thought it prudent to venture into the project and implement it during this season. However, the financial resources constraints continue to hamper the smooth implementation of this programme that's why we are looking for investors to invest in this project.

BUSINESS OBJECTIVE

The business aim to find investors who will finance/Invest in the project 100% with the Total investment of USD between 450,000 to 500,000 luxury camp so that the business will grow from medium to a large Level dealing with all Campsite activities. More Specifically;

- To generate sufficient profit to become financially sustainable and be able to grow and operate in required standards.

2.0 TECHNICAL ASPECT

2.1 LOCATION.

The business to be located in Serengeti National Park.

Locating the business at this area is due to the following reasons;

- High demand for Campsite activities by different tourists and Tour Operators within and outside the country
- Presence of tourism attractions in Serengeti including Migration of Animals, Natural environment and existence all big five Animals.
- Availability good infrastructures
- Presence of small number of competitors who cannot satisfy the market needs.

2.2 QUALITY CONTROL

The quality of the services will be maintained in order to meet customer needs. Quality control will be dealt for the whole time of operation. Also quality control will base on ensuring that Campsite activities meet the required standards. Tourists will be provided with the chance to express their opinions; these opinions will be taken into consideration by Managing Director and all supervisors.

2.3 OFFICE BUILDING

Office building is strong and well built. Doors and windows are protected from burglary by strong iron gates and grills.

2.4 STORAGE CAPACITY

- Campsite equipment's such as tent, tools etc has standard store which can store all quantity of Campsite equipment's.

2.5 SECURITY OF CAMP

Tents and other office tools are guarded and taking care by Camp management and all staffs as the camp is inside the Park so the Park Management also provide security in General.

2.6 SUPPLIERS

The Campsite buys camps materials from different suppliers as per requirement these depend on the high quality of the material and reasonable and standard profit margin.

2.7 DURATION OF COMPLITE THE PROJECT.

Time limit to accomplish the project from registration, application, preparation of Tents, Furniture, Sola power etc it will take time between 3 to 4 Month and also depend to power of supervision

3.0 SOCIO ECONOMIC ASPECT

The Campsite activities will contribute more to the social economic development of the country in the way of creating employment opportunity to unemployed skilled youths, this also will result in improving standard of living, involve in social responsibility (supporting Kids Orphans Centre by giving them education clothes and food) and contribution of revenue to the government by paying tax.

The Campsite activities will pay the government tax which gets the capacity of providing more social services and infrastructures, construction of schools, Hospitals, roads etc.

Investment is viable project the business expect to employ many people, government employees earn salaries through taxes paid by business.

Other economic and social benefits include:

- To provide high quality services in Campsite industry locally both for foreign and local clients, hence generate forex revenue to contribute to the maintenance of well balanced economy.
- To increases competition in the market hence facilitating provision of more efficient services to the clients.

4. FINANCIAL ASPECT

4.1 FINANCIAL RESOURCES.

The Campsite Capital is between USD and 450,000 to 500,000 Luxury camp of which is expected to be contributed by Investor. On other side the campsite expects to receive much of their income from Tour operators local, international and other direct booking from Tourists so as as to generate profit.

4.2 FINANCIAL PLAN

A projected Cash flow Statement has been prepared for a period of next twelve (12) months and five years in order to ascertain the economic and financial viability of conceiving this business.

The Expected cash flow for the first 12 month is shown as under:-

See the attached cash flow below.

The Internal Rate of Return (IRR) shows that the IRR of the business is well above standard. The business is therefore viable. Sensitivity analysis shows that the business is with low risks of changes in operational cost.

4.3.1 Financing plan.

We currently need investor to invest in Campsite project as follows

A) Tents costs USD 100,000 includes;

- Family Tents 2.each with 15x4 square meter with 2 room with 4x4Mts,Sitting room 3x4Meter Square, 2 Toilet and Bathroom with 2x4meter Square.
- Accommodations Tents 8.Size 7x4Meter Square of which Room is 5x4mt and Toilet 2x4mter
- Mess/Lounge 1 with 10x5Meter Square
- Kitchen Tent/Store/Laundry 1 with 10x4Meter Square with 3 Pertition of 4x4,4x3 and 4x3sqm
- Staff Tent 2 each with size of 15x4sqm with room of 4x4sqm,4x4sm and 3x4sqm and 2 Toilet of 2x4 sqm
- Mess Toilet 1.Size 4.5x2sqm with 3 pertition each 1.5x2sqm
- Guide Tent 2 each with size of 15x4sqm, with room of 4x4sqm,4x4sm and 3x4sqm and 2 Toilet of 2x4 sqm
- Staff Mess/Kitchen 1 with size of 8x4sqm

B) Other costs include.

- Plumbing System USD 35,000.This includes Pipes,Toilet, Shower, Water Tank,Ips,Basin etc
- Solar System /Electrical System USD 55,000.Includes but not limited to Sola Panel,Water Heater, electicity wires, Lump,Cables etc
- Furniture and Fitting USD 37,000.Includes,Beds,Tables,Chairs, etc
- Laundry and Linen USD 35,000.Includes Bed sheets,Towels,Laundry machine,Bed cover,etc
- Camp Motor Vehicles supply USD 26,000 It will be used to carry all foods to the camp and also for staff during off and annual leave.
- Game Packaging Vehicle USD 40,000.Its will be used for Game drive for all guest who will book direct from camp.

-Water Bowser Vehicles USD 25,000.It will be used maily to supply water in Camp.

-Initial Operation Costs USD 10,000.This includes initial salary for staffs ,food etc

-Taxes and Permit USD 10,000.Payment of government Tax,TANAPA fees like
Instalation fee,License,Registration

-Kitchen Items/Utensils USD 22,000.LikeCooking Stove,Tables,Spoons,Plates,Knives etc

-Platform 35,000.This is all woods which will be setted in the platform ground to carry
Tents.

-Unforeseen event 20,000.This will be used in case of any emergence in the camp or
during installment.

Total cost of the project for Luxury Campsite USD 460,000

4.3.2 Operating costs.

Operation costs are including, Clients Foods, Staffs food, Water, Internate, Salary and wages, Insurance, Permit fees, Tax etc.

4.3.3 Financial plan.

The Campsite capital will be used for Purchase Campsite Tents and its related equipment's together with other related costs etc as explained cost above.

5. MANAGEMENT & LABOURFORCE.

5.1 MANAGEMENT PLAN

5.1 Business Objectives

The business aim is to grow from medium to a large Level dealing with Campsite Activities.

5.2 RESPONSIBILITY

The Project has expect to have strong management team which will involve local and Investors.

5.3 Availability of labour.

Both professional and casual labourers are available in Tanzania necessary for carrying all Campsite activities.

5.4 Training and technology

The management of **SERENGETI LUXURY CAMPSITE** expect to have the necessary technologies to operate the Campsite activities.

6. MARKETING ASPECT

6.1 PRODUCTS.

Campsite will offer varieties of Services include Accommodation Serengeti Central, Game Drive package, evening Walk. Drinks, Binocular, Camera etc

6.2 The Demand:

The demand for Campsite activities keep on growing day after day due to a number of factors which have led the owner to see the importance of opening Campsite business to be able to attend the fast growing demand. The following factors have contributed to the growth of demand for Campsite activities.

- **Growth of economic activities in the foreign country and neighboring countries**

The growth of economic activities has increased the individual's annual income and hence enable incomes for both employees and self-employed. This has accelerated people to make study tours in different parts of the world for either pleasure, study tour or other recreational activities.

- **Growth of Population**

With the increase of population in Africa, there is high need for tourism activities due to differences in culture among Africans like wearing styles, traditional dances and other attractions that stimulate tourism activities.

- **Improved Infrastructure.**

Improved infrastructure in Tanzania National Parks lead to increase demand for tourists to travel in Tanzania.

6.2 MARKETS

Currently in Serengeti number of Campsite and Hotels is lower compared to the number of Tourist visiting in Serengeti. So demand for Campsite accommodation is higher than number of Campsite and Hotel in Serengeti.

6.3 MARKETING STRATEGIES

The owner and Investors and management team set some potential market strategies to build and maximize its market share. The following market strategies will be employed to gain share.

- To educate and train employees on building team spirit that will enable the Campsite to operate at a higher level and with the required standards. Thus accountability of the business staff will depend to different opinions from customers to satisfy its customers and promoting good values of Campsite culture and business philosophy.
- Also the Campsite will offer quality tourism activities services at affordable prices
- Management will contacts all Local Tour operators to notify them about new opening Camps and its price, and offer them Discount so as to attract them to making booking to their clients.
- Campsite will launch a website where it will facilitate more information to be in website.
- Joining the Social Network Platform like Triple Advisor, Safari booking etc

6.4 COMPETITION

Due to high Demand for tourism activities particularly Serengeti there are some companies dealing with Campsite.

6.4.1 Competitor's strengths and weaknesses

Strengths:

The competitors have the following strengths;

- Experience in camp site activities.
- Autocratic nature of organization which limits the leakage of confidential information hence stable in organization issues.
- Enough Capital to build Quality Campsite

Weaknesses

Despite the strengths of competitors there are a lot of weaknesses including the following;

- Some Campsite Lack of enough working capital.
- The competitors lack well qualified employees who meet customer's satisfaction.
- Some Competitor based on Accommodations so they lack Other activities like Game Driver etc.

6.4.2 Service comparison with Competitor

Rating scores (-1=worse, 0=same, +1=better).

Description	Rating scores
Coverage/ability	+1
Quality of service	+1
Availability of Campsite equipment's	+1
Experts	+1
Recognition & availability of Equipment Material	+1

6.4.3 ALTERNATIVE COURSE OF ACTIONS

The following are alternative courses of actions which the business is going to take so as to make sure that its position in the market is maintained and overcome all risks and problems:-

- i. Campsite services at competitive price, improve the quality of services to be offered, the use of better marketing strategies. This will help the Campsite to remain in the market in the case of new entrants.
- ii. The business will search varies of Campsite services
- iii. The business should be flexible according to the changes happening in the business environment as to go with changes and be able to compete in the market.
- iv. The assumptions used in arriving at the financial plans are close to reality and therefore reduce the risks by some percentage. The management will ensure contingent plans are prepared to account for any serious deviations that may occur.

6.4.4 Other Key Success Factors

Other success factors & positioning strategies are set out below;

- Favorable terms of trade
- High quality services.

6.5 PRICING.

Contract pricing in a free market economy is a matter of negotiation the market forces normally controls the prices.

6.6 SWOT ANALYSIS

The SWOT analysis provides with an opportunity to examine the internal strengths and weaknesses. It also provides a chance to examine the opportunities and potential threats to the business of **SERENGETI LUXURY CAMPSITE.**

6.6.1 Strengths.

- The Campsite services will employed people with a passion of providing their expertise to the business. The employees are knowledgeable and eager to please. The customers/people always enjoy high and quality services.
- The business owners are expert in business. The owners have knowledge in Campsite.
- Enough facilities which will enable smooth running of the business.
- The business is strong as the application has long experience and he has a strong team which runs business smoothly.

6.6.2 Weakness

The only weakness by now is the need of the enough fund, initial costs to operate the Campsite and Fund for purchase of equipment's needed in Campsite activities.

6.6.3 Opportunities

The major opportunities include:-

- Growing population in the Country and Worldwide will increase demand for Campsite services.

- Improved infrastructure in the Serengeti will reduce carriage inward cost hence increasing business profit.
- Existence of many tourism attractions in Serengeti and near countries lead to increase in demand of Campsite accommodation.
- Increase in Local Tourism Company in Tanzania which look for accommodation in Serengeti.

6.6.4 Threat

Emergency of new competitors, New Government Regulation in the market will be a threat to the business. The Project Management intends to overcome this by getting a financial gearing from Shareholders/Investors.

6.7 FORESEEN RISKS

Due to the reality that, the business operates in the fragile economy of Tanzania, the business is unavoidably subjects to different financial and operational risks some of which are analyzed as follows;-

1. Competition

There is competition from other Campsite Company in the same business. Due to growing economy, new entrants are a constant threat and also competition from existing expanding competitors

Remedies

The business is prepared to face the competition by offering the best services with high quality in order to build good customer loyalty.

2. The long experience of the applicant has from other Campsite company and the impressive performance they have shown

Price fluctuation
This has currently marked a big problem; prices keep on rising and affect the business performance

Remedies

The strategy to overcome this risk will be to raise/reduce prices accordingly and match with the trend while carefully watch what competitors are doing.

3. Loss of Key Staff

The business will have a policy of improving its staff welfare that has helped to retain them over long time.

7. CONCLUSION

- Technical analysis of this Campsite services shows that it is financially viable and justifiable economically.
- Managerial analysis also shows the managing director is well experienced businessman in the industry with sound character, unquestionable credibility, and goodwill in Campsite services.
- It is, therefore, commendable expansion venture and deserves favorable financing
- Consideration to enable the business to meet its goals mentioned above.
- The projection show that business is economically feasible, profitable and socially accepted.
- The analysis has so far indicated Managing Director is having experience in Campsite services.

THE END

THE

FINANCIAL PLAN

SERENGETI LUXURY CAMP

PROJECTED COMPREHENSIVE INCOME STATEMENT FOR THE YEAR ENDED

DECEMBER 2022,2023 AND 2024

		31.12.2025	31.12.2024	31.12.2023
	<i>Notes</i>	USD	USD	
Income	5.0	499,734	443,840	388,100
Less: Direct Costs	1.0	219,200	207,570	193,860
Gross Income		280,534	236,270	194,240
Less: Operating Expenses				
Administration	2.0	39,716	36,111	36,131
Consultation	3.0	6,000	5,700	4,600
Finance	4.0	3,932	3,385	2,721
Total Operating Expenses		49,648	45,196	43,452
Profit /(Loss) before Tax		230,886	191,074	150,788
Taxation(30% of Profit)		69,266	57,322	45,236
Profit after Tax		161,620.20	133,751.80	105,552

MANAGING DIRECTOR

Date.....

SERENGETI LUXURY CAMP

PROJECTED COMPREHENSIVE INCOME STATEMENTS FOR THE YEAR ENDED 21ST DECEMBER, 2023,2024,2025
NOTES TO AND FORMING PART OF THE PROJECTED COMPREHENSIVE INCOME STATEMENT

	31.12.2025	31.12.2024	31.12.23
	USD	USD	USD
1.0 Direct Costs			
Trasport and Transportation	7,300	6,510	5,420
Permit and Park fees	13,400	13,400	13,400
Motorvehicle Fuel,Oil and Lubricants	7,500	6,810	5,200
Foods for Staffs and Clients	97,300	88,350	78,040
Salary and Wages	66,000	66,000	66,000
Directors Renumeration	12,000	12,000	12,000
Internate	3,000	3,000	3,000
Water in Camp	12,700	11,500	10,800
	219,200	207,570	193,860
2.0 Administration and Operating Expenses			
Office Rent(Office Located in Arusha)	3,000	3,000	3,000
Printing and Stationeries	1,920	1,840	1,750
Insurance(To cover unforesee event)	5,000	5,000	5,000
Licence fees(Camp Installation fees paid Once a year)	2,360	2,360	2,360
Camp Maintenance	4,510	3,830	2,520
National Social Security Fund(10% of Salary)	6,600	6,600	6,600
TALA Licence For Tanzania National Park	1,000	1,000	1,000
TANAPA and Registration	500	500	5,000
First Aid Kit	910	750	560
Communication and Marketing	1,830	1,520	1,250
Workers Compensation Fund (1% of Salary)	660	660	660
Tourism Development levy(1% of Income)	4,766	3,821	3,071
Business Licency	200	200	200
MotorVehicle Repair and Maintenance	3,230	2,520	1,540
Others uncertainty costs	3,230	2,510	1,620
Total	39,716	36,111	36,131
3.0 Consulting Charges			
Legal fees	2,500	2,500	2,100
Accounting & Audit Fees	3,500	3,200	2,500
	6,000	5,700	4,600
4.0 Finance Costs			
Bank Charges	3,932	3,385	2,721
	3,932	3,385	2,721
5.0 Operating Income			
Tourism Income	429,713	390,830	355,300
Drink Income	24,321	22,110	20,100
Game Driver Package	45,700	30,900	12,700
	499,734	443,840	388,100
6.0 Computation of Adjusted Profit			
Profit as per Accounts	230,886	191,074	150,788

SERENGETI LUXURY CAMPSITE
P.O. BOX
ARUSHA - TANZANIA

PROJECTED CASH FLOW STATEMENT FOR THE PERIOD FROM JANUARY 2023 TO DECEMBER 2023

"USD"

PARTICULARS	JAN	FEB	MARC	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
A: CASH INFLOWS													
Tourism Income	29,320	25,213	24,040	20,150	18,450	20,210	35,250	41,310	38,320	30,210	35,320	38,310	356,103
Drink Income	1,720	1,610	1,580	1,420	1,390	1,430	1,649	1,850	1,810	1,790	1,880	1,950	20,079
Game Drive Package	1,005	1,100	920	910	905	980	1,180	1,230	1,145	1,105	1,120	1,150	12,750
	32,045	27,923	26,540	22,480	20,745	22,620	38,079	44,390	41,275	33,105	38,320	41,410	388,932
B: CASH OUTFLOWS													
Transport and Transportation	490	470	420	400	320	450	470	510	480	420	519	550	5,499
Permit and Park fees	1,116	1,116	1,116	1,116	1,116	1,116	1,116	1,116	1,116	1,116	1,116	1,116	13,392
Motorvehicle Fuel, Oil and Lubricants	450	434	429	410	390	413	490	510	430	410	490	520	5,376
Foods for Staffs and Clients	7,020	6,510	6,200	5,100	3,700	5,100	7,550	7,730	7,510	7,420	6,930	7,290	78,060
Salary and Wages	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	66,000
Directors Remuneration	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Internate	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Water in Camp	970	920	890	860	790	850	910	980	920	950	970	980	10,990
Office Rent(Office Located in Arusha)	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Printing and Stationeries	150	148	140	135	130	140	145	155	150	145	150	155	1,743
Insurance(To cover unforesee event)	-	5,000	-	-	-	-	-	-	-	-	-	-	5,000
Loence fees(Camp Installation fees paid Once	2,360	-	-	-	-	-	-	-	-	-	-	-	2,360
Camp Maintenance	215	211	210	208	201	204	206	208	205	201	218	220	2,507
National Social Security Fund(10% of Salary)	550	550	550	550	550	550	550	550	550	550	550	550	6,600
TALA Licence For Tanzania National Park	1,000	-	-	-	-	-	-	-	-	-	-	-	1,000
TANAPA and Registration	5,000	-	-	-	-	-	-	-	-	-	-	-	5,000
First Aid Kit	47	44	39	30	25	44	46	48	51	49	51	53	527
Communication and Marketing	105	104	100	99	89	96	99	102	107	105	110	120	1,236
Workers Compensation Fund (1% of Salary)	55	55	55	55	55	55	55	55	55	55	55	55	660
Tourism Development Levy(1% of Income)	320	279	265	225	207	226	381	444	413	331	383	414	3,889
Business Licence	200	-	-	-	-	-	-	-	-	-	-	-	200
MotorVehicle Repair and Maintenance	150	120	110	105	102	120	135	170	160	140	150	160	1,622
Others uncertainty costs	135	132	130	125	120	130	135	149	145	140	155	160	1,656
Legal fees	-	-	1,110	-	-	-	1,000	-	-	-	-	-	2,110
Accounting & Audit Fees	-	-	1,250	-	-	-	1,250	-	-	-	-	-	2,500
Bank Charges	230	229	225	218	215	221	225	230	233	230	234	235	2,725
Taxation from Profit	3,769	3,769	3,769	3,769	3,769	3,769	3,769	3,769	3,769	3,769	3,769	3,769	45,228
Total Outflows	31,332	27,091	24,008	20,405	18,779	20,484	25,532	23,726	23,294	23,031	22,850	23,347	283,880
Net Flows	713	832	2,532	2,075	1,966	2,136	12,547	20,664	17,981	10,074	15,470	18,063	105,052
Opening Balance	1,000	1,713	2,544	5,076	7,151	9,117	11,252	23,800	44,464	62,445	72,519	87,989	106,052
Closing Balance	1,713	2,544	5,076	7,151	9,117	11,252	23,800	44,464	62,445	72,519	87,989	106,052	106,052

To the best of my experience the above cash flow is fairly projected