

# SAMS

## INDUSTRIES LTD

BUSSINES PLAN ON THE GENERAL INFORMATION OF THE COMPANY

**TABLE OF CONTENT**

**BUSSINES PLAN FOR SAMS INDUSTRIES LTD**

**1.EXECUTIVE SUMMARY**

**2.BACKGROUND**

- 2.1 Legal Status .....
- 2.1 Vision And Mission.....
- 2.3 Swot Analysis.....

**3.GENERAL BUSINESS DESCRIPTION**

- 3.1 Production Plan.....
- 3.2 Required Production Equipment .....
- 3.3 Production Technique .....
- 3.4 Production Cycle .....
- 3.5 Product Packaging And Distribution .....

**4. OPERATIONAL PLAN**

- 4.1 Operational Activities .....
- 4.2 Batch Cycle .....
- 4.3 Management Plan.....
- 4.4 Manpower Planning.....

**5. MANAGEMENT PLAN**

- 5.1 Key Personel.....
- 5.2 Man Power Plan.....

**6.MARKET PLAN**

- 6.1 Market Status .....
- 6.2 Competition.....
- 6.3 Sales Startegies .....
- 6.4 Publicity And Advertising Strategy.....
- 6.5 The Price .....

**7. FINANCIAL PLAN**

- 7.1 Financial Assumption .....
- 7.2financial Projections.....
- 7.3 Financial Projection Analysis .....

**8. CONCLUSION**

## **1.EXECUTIVE SUMMARY**

**SAMS INDUSTRIES LTD** , is a manufacture company specialize in the production of high quality PVC pipe line. The production process of a PVC Pipe manufacture involves multiple steps to ensure the creation of high-quality pipe products for commercial use. Firstly, raw materials such as polyvinyl chloride (PVC) resin, plasticizers, stabilizers, and various additives are procured. These materials are then carefully blended and heated in large mixers, forming a uniform compound. Once the compound is obtained, it is fed into an extruder machine where it is melted and forced through a die, giving it the desired shape and size. The extruded pipe is then cooled rapidly using water and undergoes further processing, including cutting, threading, and coupling. The pipes are subject to quality checks to meet industry standards before being packed and distributed for commercial purposes. The use of PVC resin as the primary raw material enables the production of PVC pipes that possess excellent durability, resistance to corrosion and chemicals, and versatility in various applications across industries such as plumbing, irrigation, and construction.

### **Business Overview**

The company is a registered corporation headquartered at **KILIMANJARO –MOSHI , Viwandani street plot no 83 JJJ Pasua**. We specialize in the production of sustainable PVC Pipe line, Our general mission is to manufacture high-quality PVC Pipe products while minimizing environmental impact and fostering innovation.

### **Risk Analysis and Mitigation Measures**

*Risk Analysis: We acknowledge the following key risks and challenges:*

1. **Environmental Regulations:** Stringent environmental regulations could impact our operations and cost structures.
2. **Raw Material Costs:** Fluctuations in raw material prices could affect our profitability.
3. **Market Competition:** Intense market competition may pressure pricing and market share.

### **Mitigation Measures:**

- Continuous monitoring of environmental regulations and proactive compliance.
- Establishing long-term partnerships with reliable raw material suppliers.
- Implementing competitive pricing strategies while focusing on quality and innovation.

### **Management Plan**

Our management team brings a wealth of experience to the company. Key roles include CEO, Production Manager, Supply Chain Manager, Quality Assurance Manager, Marketing and Sales

*Manager, Finance Manager, and HR and Administration Manager. We are committed to effective leadership, decision-making, and operational excellence.*

### **Target Market**

*We have identified key target markets within industries such as packaging, construction, and consumer goods. Our focus is on customers who prioritize sustainable PVC Pipe materials*

### **Financial Plan**

*Our financial plan is built on solid foundations:*

- *Sales Growth: Anticipating steady revenue growth based on market demand and expanded product offerings.*
- *Cost Management: Rigorous cost controls to maintain competitive pricing*
- *Working Capital: Ensuring sufficient working capital for smooth operations.*
- *Investment: Strategic investments in equipment and technology for sustainable growth.*

### **Financial Forecast**

*Our financial projections indicate strong potential for profitability and growth over the next 3-5 years. Detailed forecasts include income statements, and cash flow statements. We anticipate consistent revenue growth, healthy gross and net profit margins, and positive cash flows.*

### **Conclusion**

*In conclusion, the company is poised for success in the dynamic PVC product manufacturing industry. Our commitment to sustainability, innovation, and customer satisfaction sets us apart. We look forward to realizing our vision of becoming a leading provider of sustainable PVC materials while contributing positively to the environment and our communities.*

## **2. BACKGROUND**

### **2.1 Legal status**

*The company is a registered corporation headquartered at **KILIMANJARO – MOSHI , Viwandani street plot no 83 JJJ Pasua**. We are legally incorporated under the laws of United Republic Of Tanzania , with registration number [Registration Number]. Our business complies with all local, state, and federal regulations concerning environmental sustainability and safety standards*

### **2.2. Vision and Mission**

#### **Vision:**

*To be the leading pipe factory in Tanzania, recognized for our exceptional product quality, customer satisfaction, and commitment to environmental sustainability. We aim to become the preferred choice for PVC pipes, conduit pipes, and HDPE pipes, establishing strong partnerships with various stakeholders to foster the growth and prosperity of both rural and urban Tanzania.*

#### **MISSION**

*To provide high-quality, durable and affordable pipes, including PVC pipes, conduit pipes, and HDPE pipes, to meet the specific needs of both rural and urban Tanzania. We strive to continuously innovate and improve our products to contribute to the development and sustainability of the infrastructure in Tanzania.*

### **2.3. SWOT Analysis**

#### **Strengths:**

- *State-of-the-art manufacturing facilities.*
- *Skilled and experienced team.*
- *Strong commitment to environmental sustainability.*
- *Diverse product range.*

#### **Weaknesses:**

- *Initial capital investment requirements.*
- *Reliance on external suppliers for raw materials.*
- *Market competition.*

**Opportunities:**

- *Increasing demand for eco-friendly plastics.*
- *Expansion into international markets.*
- *Collaborations with research institutions for product development.*

**Threats:**

- *Stringent environmental regulations.*
- *Fluctuations in raw material prices.*
- *Economic downturn affecting customer demand.*

**3. GENERAL BUSINESS DESCRIPTION****3.1 Production Plan**

*The company is committed to producing a wide range of high-quality PVC Pipe to meet the diverse needs of our customers. Our production plan is designed to ensure efficiency, quality control, and sustainability throughout the manufacturing process*

**3.2 Required Production Equipment**

*To achieve our production goals, the company will invest in state-of-the-art machinery and equipment. These include but are not limited to:*

1. ***Extrusion Machines:*** *High-performance extruders to melt and shape plastic into desired forms.*
2. ***Injection Molding Machines:*** *For producing intricate and precise plastic components.*
3. ***Mixing and Blending Equipment:*** *To create custom polymer blends and additives.*
4. ***Cooling and Drying Systems:*** *To maintain product quality and reduce cooling times.*
5. ***Quality Control Tools:*** *Advanced testing and quality assurance equipment.*
6. ***Packaging Machinery:*** *Automated systems for efficient and standardized packaging*

### **3.3 Production Technique**

*Our production technique primarily involves extrusion and injection molding processes. These techniques allow us to create a wide range of PVC products, from sheets and films to intricate molded components. Our team of skilled technicians and engineers ensures that these processes are executed with precision and consistency.*

### **3.4 Production Cycle**

*The production cycle at our company is designed for efficiency and timely delivery. It encompasses the following key stages:*

- 1. **Raw Material Procurement:** Sourcing high-quality raw materials from trusted suppliers.*
- 2. **Material Preparation:** Preparing and blending raw materials as required.*
- 3. **Extrusion or Injection Molding:** Shaping materials into the desired form.*
- 4. **Quality Control:** Rigorous testing and inspection to ensure product quality.*
- 5. **Packaging:** Properly packaging products for storage and transportation.*
- 6. **Shipping and Distribution:** Delivering products to clients according to agreed schedules.*

*The duration of the production cycle can vary depending on the specific product and order size.*

### **3.5 Production Packaging and Description**

*At our company, we understand the importance of efficient and environmentally friendly packaging. We utilize packaging materials that are recyclable and meet industry standards for product protection and preservation. Our packaging includes:*

- **Bulk Packaging:** For larger orders, products are typically palletized and shrink-wrapped for secure transport.*
- **Retail Packaging:** For consumer-facing products, we offer retail-ready packaging solutions, including branding and labeling options.*
- **Eco-Friendly Packaging:** We are committed to reducing plastic waste, and we offer eco-friendly packaging alternatives upon request.*

*Our packaging is designed to minimize waste and environmental impact while ensuring the safe delivery of our PVC product to customers.*

*This comprehensive production plan underscores our commitment to efficiency, quality, and sustainability in the manufacturing process of PVC product .*

## **4. OPERATIONAL PLAN**

### **4.1 Operational Activities**

The company is dedicated to ensuring smooth and efficient operations to meet the demands of our customers. Our operational activities include:

1. **Raw Material Procurement:** Sourcing high-quality plastic raw materials from trusted suppliers while adhering to sustainability principles. The company has listed supplier for raw material both local eg. **somochem, new rainbow** and international supplier eg. **Itochu plastics ,Marubeni**
2. **Production Process:** Utilizing advanced extrusion and injection molding techniques to transform raw materials into finished plastic products with precision and consistency.
3. **Quality Control:** Conducting rigorous quality control checks at every stage of production to maintain high product standards.
4. **Packaging and Storage:** Properly packaging finished products for storage and transportation while minimizing environmental impact.
5. **Inventory Management:** Implementing effective inventory management systems to optimize stock levels and reduce carrying costs.
6. **Order Fulfillment:** Efficiently processing customer orders and ensuring timely delivery.
7. **Maintenance and Repairs:** Regular maintenance of machinery and equipment to minimize downtime and production disruptions.
8. **Environmental Compliance:** Ensuring compliance with environmental regulations and continually seeking ways to reduce our carbon footprint.

### **4.2 Batch Cycle**

The batch cycle on manufacture depending on the specific product and production volume. Generally, it encompasses the following stages:

1. **Material Preparation:** Preparing and blending raw materials to meet product specifications.
2. **Production:** Running the extrusion or injection molding process for a set duration, producing a batch of products.
3. **Quality Control:** Thoroughly inspecting and testing a sample of the batch for quality assurance.
4. **Packaging:** Packaging the products, ensuring proper labeling and handling.
5. **Shipping:** Delivering the finished batch to customers or warehousing facilities.

*The duration of a batch cycle can range from several hours to several days, depending on the complexity and volume of the products.*

## **5. MANAGEMENT PLAN**

*The company hired highly skilled and experienced management team to oversee day-to-day operations and strategic planning. Key management positions include:*

- 1. **CEO:** Responsible for overall strategic direction and leadership. The company has two executive directors*
- 2. **Production Manager:** Oversees the production process, scheduling, and quality control. The company has one local production manager and expect to hire 4-5 professional foreigners*
- 3. **Supply Chain Manager:** Manages raw material procurement, inventory, and supplier relationships. The company has one local person procurement*
- 4. **Quality Assurance Manager:** Ensures product quality through testing and inspection protocols. The company has one local person play the role of quality control*
- 5. **Marketing and Sales Manager:** Leads marketing efforts and manages customer relationships.*
- 6. **Finance Manager:** Handles financial planning, budgeting, and accounting. The company has one local accountant play the role of account and finance*
- 7. **HR and Administration Manager:** Manages human resources, workplace safety, and administrative functions. The company has one personnel play the role of human resource*

### **5.2 Manpower Plan**

*The company recognizes that a skilled and motivated workforce is crucial to our success. We have a comprehensive manpower plan that includes:*

- 1. **Recruitment and Training:** Attracting and hiring qualified individuals for various roles and providing ongoing training and development opportunities.*
- 2. **Workforce Diversity:** Promoting diversity and inclusion in our workforce to foster creativity and innovation.*
- 3. **Safety and Well-being:** Ensuring the health and safety of employees through compliance with safety regulations and creating a supportive work environment.*
- 4. **Succession Planning:** Identifying and nurturing talent within the organization for future leadership roles.*

5. **Employee Engagement:** *Implementing initiatives to enhance employee satisfaction and retention.*

## **6. MARKET PLAN**

### **6.1 Market Status**

**Market Status:** *The company is in a dynamic and evolving sector. Here is an overview of the market status:*

- **Growth:** *The global demand for PVC products continued to grow steadily, driven by various industries such as construction, and consumer goods.*
- **Regulation:** *Environmental regulations and bans on single-use plastics were becoming more prevalent in many regions, influencing the types of plastics in demand.*
- **Innovation:** *Research and development efforts were focused on creating biodegradable plastics, recycling technologies, and novel materials to address environmental concerns.*

### **6.2 Competition**

**Competition:** *The plastic materials manufacturing sector is highly competitive, with numerous players globally. Key competitors include **Eg. Lodhia plastics Ltd, Ground water**. Competitive factors include product quality, pricing, sustainability practices, and innovation.*

*To succeed in this competitive landscape, the company will differentiate itself through a commitment to sustainability, high-quality products, and innovative solutions.*

### **6.3 Sales Strategies**

**Sales Strategies:** *To capture market share and achieve sustainable growth, the company will implement the following sales strategies:*

1. **Market Segmentation:** *Identify and target specific customer segments, including industries where our sustainable plastic materials can make the most impact.*
2. **Quality Assurance:** *Maintain a reputation for high-quality products through stringent quality control measures and certifications.*
3. **Competitive Pricing:** *Offer competitive pricing structures, with a focus on providing value to customers.*
4. **Product Diversification:** *Expand our product range to meet the diverse needs of various industries.*
5. **Customer Relationships:** *Foster strong customer relationships through excellent customer service, timely delivery, and responsiveness to customer needs.*

6. **Global Expansion:** Explore opportunities for expansion into international markets to increase market reach.

#### **6.4 Publicity and Advertising Strategy**

*Publicity and Advertising Strategy: The company will employ a multifaceted approach to create brand awareness and promote our products:*

1. **Online Presence:** Develop and maintain a professional website showcasing our product range, sustainability initiatives, and company values.
2. **Content Marketing:** Create informative content, such as blog posts and whitepapers, to establish ourselves as industry thought leaders in sustainability.
3. **Social Media:** Utilize social media platforms to engage with our audience, share updates, and promote our eco-friendly products.
4. **Industry Events:** Participate in industry-specific trade shows, conferences, and exhibitions to network and showcase our products.
5. **Partnerships:** Collaborate with environmentally conscious organizations and industry influencers to amplify our message.
6. **Press Releases:** Issue press releases to announce product launches, innovations, and sustainability milestones.

#### **6.54 The Price**

*Price: Our pricing strategy will be competitive, taking into account factors such as production costs, market demand, and the value we offer to customers. We will also consider the sustainability aspect, where eco-friendly materials may command a premium. Pricing will be adjusted to maintain profitability while meeting market expectations.*

*Additionally, we may offer volume discounts for bulk orders and establish long-term partnerships with key customers. Regular pricing reviews will ensure that our pricing strategy remains aligned with market dynamics.*

### **7. FINANCIAL PLAN**

#### **7.1 Financial position**

**FINANCIAL POSITION**

<b>ASSETS</b>	<b>2027</b>
<b>Non-Current Assets</b>	
PLANT	1,500,000,000.00
LAND AND BUILDING	300,000,000.00
VEHICLES	500,000,000.00
FURNITURE AND FITTINGS	10,000,000.00
	<u>2,310,000,000.00</u>
<b>Current Assets</b>	
Inventories in Trade	1,900,000,000.00
Trade & Other Receivables	390,000,000.00
Cash & Cash Equivalents	352,921,490.53
	<u>2,642,921,490.53</u>
<b>TOTAL ASSETS</b>	<u><u>4,952,921,490.53</u></u>
<b>EQUITY AND LIABILITIES</b>	
<b>Capital and Reserves</b>	
Owners Equity	100,000,000.00
Profit Account	2,452,921,490.53
	<u>2,552,921,490.53</u>
<b>Non current liabilities</b>	
long term loan	1,000,000,000.00
<b>Current Liabilities</b>	
Trade & Other Payables	1,400,000,000.00
	<u>2,400,000,000.00</u>
<b>TOTAL EQUITY AND LIABILITIES</b>	<u><u>4,952,921,490.53</u></u>

*The company will raise its equity up to 5 billion Tanzanian shillings . The funds will be used to purchase machinery , vehicles , land and expand the scope of production*

*We expect to increase sales to reach a volume of 3 billion annually over the next five years to achieve the planned equity*

**Sales Growth:** We assume a steady increase in sales revenue over the next five years, driven by market demand, expanded product offerings, and market penetration.

1. **Cost of Goods Sold (COGS):** We expect COGS to align with production volume and materials costs, taking into account economies of scale as production increases.
2. **Operating Expenses:** We anticipate reasonable growth in operating expenses, including marketing, administrative, and research and development costs.
3. **Gross Margin:** We aim to maintain a healthy gross margin through cost optimization and competitive pricing.
4. **Interest Rates:** Interest rates for loans and credit facilities are expected to remain stable based on current market conditions.
5. **Tax Rates:** Tax rates are assumed to be consistent with prevailing tax laws and regulations in our jurisdiction.
6. **Capital Expenditure (CapEx):** Planned CapEx is included in the financial projections for equipment maintenance and expansion as needed.
7. **Working Capital:** We plan to maintain adequate working capital to support day-to-day operations.
8. **Economic Conditions:** We assume that the general economic conditions will remain relatively stable, with no significant disruptions

7.2. FINANCIAL PROJECTION-INCOME STATEMENT

7.2 FINANCIAL PROJECTION-PROJECTED PROFIT AND LOSS TABLE AS SHOWN BELOW :

INCOME AND EXPENDITURE DETAILS	2023	2024	2025	2026	2027	TOTAL
<b>Sales Revenue</b>	<b>154,000,000.00</b>	<b>1,232,000,000.00</b>	<b>1,760,000,000.00</b>	<b>2,216,000,000.00</b>	<b>3,210,400,000.00</b>	<b>8,572,400,000.00</b>
<b>Gross Sales</b>	<b>154,000,000.00</b>	<b>1,232,000,000.00</b>	<b>1,760,000,000.00</b>	<b>2,216,000,000.00</b>	<b>3,210,400,000.00</b>	<b>8,572,400,000.00</b>
<i>Cost of purchases</i>	<i>64,800,000.00</i>	<i>518,400,000.00</i>	<i>864,000,000.00</i>	<i>1,123,200,000.00</i>	<i>1,572,480,000.00</i>	<i>4,142,880,000.00</i>
<i>Machinery Repair and Maintenance</i>	<i>15,000,000.00</i>	<i>30,000,000.00</i>	<i>55,000,000.00</i>	<i>71,500,000.00</i>	<i>100,100,000.00</i>	<i>271,600,000.00</i>
<i>Motorvehicle repair and maintenance</i>	<i>8,000,000.00</i>	<i>10,000,000.00</i>	<i>18,000,000.00</i>	<i>23,400,000.00</i>	<i>32,760,000.00</i>	<i>92,160,000.00</i>
<i>Electricity and Water</i>	<i>13,500,000.00</i>	<i>72,000,000.00</i>	<i>68,000,000.00</i>	<i>88,400,000.00</i>	<i>123,760,000.00</i>	<i>365,660,000.00</i>
<i>Osha Contribution</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>20,000,000.00</i>
<i>Meals &amp; Cattering</i>	<i>1,800,000.00</i>	<i>9,000,000.00</i>	<i>12,000,000.00</i>	<i>15,600,000.00</i>	<i>21,840,000.00</i>	<i>60,240,000.00</i>
<i>Rubber</i>	<i>300,000.00</i>	<i>300,000.00</i>	<i>300,000.00</i>	<i>390,000.00</i>	<i>546,000.00</i>	<i>1,836,000.00</i>
<i>Packaging bags</i>	<i>120,000.00</i>	<i>3,000,000.00</i>	<i>5,000,000.00</i>	<i>6,500,000.00</i>	<i>9,100,000.00</i>	<i>23,720,000.00</i>
<i>Industrial Safety gears</i>	<i>250,000.00</i>	<i>700,000.00</i>	<i>1,200,000.00</i>	<i>1,560,000.00</i>	<i>2,184,000.00</i>	<i>5,894,000.00</i>
<i>Generator Fuel, Oil and Lubricant</i>	<i>800,000.00</i>	<i>4,000,000.00</i>	<i>7,000,000.00</i>	<i>9,100,000.00</i>	<i>12,740,000.00</i>	<i>33,640,000.00</i>
<i>Factory Insurance</i>	<i>10,000,000.00</i>	<i>10,000,000.00</i>	<i>10,000,000.00</i>	<i>13,000,000.00</i>	<i>18,200,000.00</i>	<i>61,200,000.00</i>
<i>Enviromental Care (NEMC)</i>	<i>1,500,000.00</i>	<i>1,500,000.00</i>	<i>1,500,000.00</i>	<i>1,500,000.00</i>	<i>1,500,000.00</i>	<i>7,500,000.00</i>
<i>Factor Salary and Wages</i>	<i>27,000,000.00</i>	<i>120,960,000.00</i>	<i>135,000,000.00</i>	<i>175,500,000.00</i>	<i>245,700,000.00</i>	<i>704,160,000.00</i>
<i>Factory nssf</i>	<i>2,700,000.00</i>	<i>12,096,000.00</i>	<i>13,500,000.00</i>	<i>17,550,000.00</i>	<i>24,570,000.00</i>	<i>70,416,000.00</i>
<i>factor sdl</i>	<i>945,000.00</i>	<i>4,233,600.00</i>	<i>4,725,000.00</i>	<i>6,142,500.00</i>	<i>8,599,500.00</i>	<i>24,645,600.00</i>
<b>TOTAL FACTOR OVERHEADS</b>	<b>150,715,000.00</b>	<b>800,189,600.00</b>	<b>1,199,225,000.00</b>	<b>1,557,342,500.00</b>	<b>2,178,079,500.00</b>	<b>2,150,129,600.00</b>
<b>GROSS PROFIT /LOSS</b>	<b>3,285,000.00</b>	<b>431,810,400.00</b>	<b>560,775,000.00</b>	<b>658,657,500.00</b>	<b>1,032,320,500.00</b>	<b>6,422,270,400.00</b>
<i>Rent and Rates &amp; land valuation</i>	<i>12,000,000.00</i>	<i>24,000,000.00</i>	<i>24,000,000.00</i>	<i>24,000,000.00</i>	<i>24,000,000.00</i>	<i>108,000,000.00</i>
<i>Repairs and Maintenance</i>	<i>1,000,000.00</i>	<i>1,000,000.00</i>	<i>1,000,000.00</i>	<i>1,300,000.00</i>	<i>1,820,000.00</i>	<i>6,120,000.00</i>
<i>Business Licence</i>	<i>600,000.00</i>	<i>600,000.00</i>	<i>600,000.00</i>	<i>600,000.00</i>	<i>600,000.00</i>	<i>3,000,000.00</i>
<i>Service levy</i>	<i>462,000.00</i>	<i>3,696,000.00</i>	<i>5,280,000.00</i>	<i>6,864,000.00</i>	<i>9,609,600.00</i>	<i>25,911,600.00</i>
<b>TOTAL ESTABLISHMENT COST</b>	<b>14,062,000.00</b>	<b>29,296,000.00</b>	<b>30,880,000.00</b>	<b>32,764,000.00</b>	<b>36,029,600.00</b>	<b>143,031,600.00</b>
<i>Printing, internet and Stationery</i>	<i>200,000.00</i>	<i>250,000.00</i>	<i>300,000.00</i>	<i>390,000.00</i>	<i>546,000.00</i>	<i>1,686,000.00</i>
<i>Telephone &amp; postage</i>	<i>240,000.00</i>	<i>600,000.00</i>	<i>800,000.00</i>	<i>1,040,000.00</i>	<i>1,456,000.00</i>	<i>4,136,000.00</i>
<i>Advertisement</i>	<i>1,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>4,000,000.00</i>	<i>17,000,000.00</i>

Donation & subscription	1,000,000.00	1,000,000.00	1,000,000.00	2,000,000.00	2,000,000.00	7,000,000.00
Audit Fee & professional fee	1,500,000.00	1,500,000.00	1,500,000.00	1,950,000.00	2,730,000.00	9,180,000.00
Travelling and Accommodation	2,000,000.00	6,000,000.00	10,000,000.00	10,000,000.00	10,000,000.00	38,000,000.00
Cleaning and Sanitation	480,000.00	1,800,000.00	2,400,000.00	2,400,000.00	2,400,000.00	9,480,000.00
Fire security	80,000.00	80,000.00	80,000.00	80,000.00	80,000.00	400,000.00
	1,640,000.00	9,840,000.00	9,840,000.00	10,000,000.00	10,000,000.00	41,320,000.00
<b>TOTAL ADMINISTRATIVE EXPENSE:</b>	<b>8,140,000.00</b>	<b>25,070,000.00</b>	<b>29,920,000.00</b>	<b>31,860,000.00</b>	<b>33,212,000.00</b>	<b>128,202,000.00</b>
Salaries and Wages	3,000,000.00	13,440,000.00	15,000,000.00	19,500,000.00	27,300,000.00	78,240,000.00
Skills & Development Levy	105,000.00	470,400.00	525,000.00	682,500.00	955,500.00	2,738,400.00
NSSF Contribution	300,000.00	1,344,000.00	1,500,000.00	1,950,000.00	2,730,000.00	7,824,000.00
Staff Training	500,000.00	2,500,000.00	4,500,000.00	5,850,000.00	8,190,000.00	21,540,000.00
Staff Medical	500,000.00	2,500,000.00	4,500,000.00	5,850,000.00	8,190,000.00	21,540,000.00
Staff Uniforms	200,000.00	500,000.00	780,000.00	1,014,000.00	1,419,600.00	3,913,600.00
Staff Permit	2,000,000.00	2,000,000.00	2,000,000.00	2,600,000.00	3,640,000.00	12,240,000.00
Workers Compansation Fund	15,000.00	67,200.00	75,000.00	97,500.00	136,500.00	391,200.00
<b>TOTAL LABOUR EXPENSES</b>	<b>6,620,000.00</b>	<b>22,821,600.00</b>	<b>28,880,000.00</b>	<b>37,544,000.00</b>	<b>52,561,600.00</b>	<b>148,427,200.00</b>
Bank Charges	1,500,000.00	1,500,000.00	1,500,000.00	1,950,000.00	2,730,000.00	9,180,000.00
Overdraft interest	-	-	-	-	-	-
Loan Interest	-	49,115,452.80	49,115,452.80	63,850,088.64	83,005,115.23	245,086,109.47
<b>TOTAL FINANCE CHARGES</b>	<b>1,500,000.00</b>	<b>50,615,452.80</b>	<b>50,615,452.80</b>	<b>65,800,088.64</b>	<b>85,735,115.23</b>	<b>254,266,109.47</b>
<b>Total expenses</b>	<b>181,037,000.00</b>	<b>927,992,652.80</b>	<b>1,339,520,452.80</b>	<b>1,725,310,588.64</b>	<b>2,385,617,815.23</b>	<b>2,824,056,509.47</b>
<b>NET PROFIT</b>	<b>- 27,037,000.00</b>	<b>304,007,347.20</b>	<b>420,479,547.20</b>	<b>490,689,411.36</b>	<b>824,782,184.77</b>	<b>5,748,343,490.53</b>

<b>Cashflow Projection Details</b>	<b>PROJECTED CASHFLOW</b>				
	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
<i>Opening Cash/bank Balance</i>	50,000,000.00	22,963,000.00	126,970,347.20 -	452,550,105.60 -	371,860,694.24
<b>Cash Inflow</b>					
<i>Loan</i>	-	500,000,000.00	500,000,000.00		-
<i>Revenue</i>	154,000,000.00	1,232,000,000.00	1,760,000,000.00	2,216,000,000.00	3,210,400,000.00
<b>Total Cash Inflow</b>	<b>204,000,000.00</b>	<b>1,754,963,000.00</b>	<b>2,386,970,347.20</b>	<b>1,763,449,894.40</b>	<b>2,838,539,305.76</b>
<b>Cash-Outflow</b>					
<i>Factor Overheads</i>	150,715,000.00	800,189,600.00	1,199,225,000.00	1,557,342,500.00	2,178,079,500.00
<i>Establishment Cost</i>	14,062,000.00	29,296,000.00	30,880,000.00	32,764,000.00	36,029,600.00
<i>Total Administrative Expenses</i>	8,140,000.00	25,070,000.00	29,920,000.00	31,860,000.00	33,212,000.00
<i>Total Labour Expenses</i>	6,620,000.00	22,821,600.00	28,880,000.00	37,544,000.00	52,561,600.00
<i>Total Finance Charges</i>	1,500,000.00	50,615,452.80	50,615,452.80	65,800,088.64	85,735,115.23
<i>Total loan repayment</i>	-	100,000,000.00	100,000,000.00	100,000,000.00	100,000,000.00
<i>land</i>	-	-	300,000,000.00	-	-
<i>furniture</i>		10,000,000.00			
<i>fixed asset aquisition (motor vehicles)</i>		90,000,000.00	300,000,000.00	110,000,000.00	-
<i>fixed asset aquisition (machine)</i>		500,000,000.00	800,000,000.00	200,000,000.00	-
<b>Total Cash Outflow</b>	<b>181,037,000.00</b>	<b>1,627,992,652.80</b>	<b>2,839,520,452.80</b>	<b>2,135,310,588.64</b>	<b>2,485,617,815.23</b>
<b>Net Cash Flow</b>	<b>22,963,000.00</b>	<b>126,970,347.20 -</b>	<b>452,550,105.60 -</b>	<b>371,860,694.24</b>	<b>352,921,490.53</b>

### **7.3 Financial Projection Analysis**

#### **Financial Projection Analysis:**

1. **Revenue Growth:** *we have initiated proper strategies and effective market team and distribution network to facilitate the growth of revenue.*
2. **Profitability:** *the business is shown some growth on profit due to increasing of sales and proper cutting of the cost thus maximize profit*
3. **Cash Flow:** *cash flow trends ensure the company has adequate liquidity to cover its obligations and invest in growth opportunities.*
4. **Sensitivity Analysis:** *analysis has identify potential risks and their impact on financial projections, such as changes in raw material costs or shifts in market demand.*

## **8.CONCLUSION**

### **Viability of the Project**

*The company project is not just a vision; it's a viable and forward-looking venture in the dynamic PVC product manufacturing industry. Our meticulous planning, commitment to innovation, and dedication to sustainability have all contributed to the project's viability.*

- **Market Demand:** *The steadily growing demand for sustainable PVC Product positions us favorably in the market.*
- **Competitive Edge:** *Our focus on eco-friendly solutions, innovation, and quality control sets us apart from competitors.*
- **Strong Management:** *A skilled and experienced management team is in place to lead the project towards success.*
- **Financial Planning:** *Our financial projections indicate a clear path to profitability and sustainable growth.*

### **Social and Economic Benefits of the Project**

*The company is more than just a business; it's a force for positive change in both society and the economy.*

- *Environmental Responsibility: By manufacturing sustainable and eco-friendly plastics, we contribute to a greener, cleaner planet, reducing the environmental impact of plastic production and waste.*
- *Community Engagement: We're committed to giving back to the communities in which we operate, creating jobs, and supporting local development.*
- *Economic Growth: Our project stimulates economic growth through job creation, supplier partnerships, and increased economic activity.*
- *Education and Innovation: We encourage innovation and contribute to knowledge sharing and development in the plastics industry.*

### ***Building Relationships***

*At our company, we understand the value of relationships in business. Building strong, lasting relationships is at the core of our approach.*

- *Customer Relationships: We aim to be more than just a supplier; we want to be a trusted partner for our customers. We're dedicated to understanding their needs and exceeding their expectations.*
- *Supplier Relationships: We recognize the importance of reliable suppliers in our value chain and are committed to fostering mutually beneficial partnerships.*
- *Community Engagement: We actively engage with the communities where we operate, collaborating on initiatives that benefit both the community and our business.*
- *Industry Partnerships: We seek to establish strategic partnerships within the plastics industry, including research institutions and organizations that share our commitment to sustainability.*

***In conclusion, The company is not merely a business venture; it's a commitment to positive change. We are confident in the viability of this project and its potential to drive social, economic, and environmental benefits. Through strong relationships with customers, suppliers, communities, and industry peers, we look forward to realizing our vision of becoming a leading provider of sustainable PVC Product while making a meaningful impact on society and the world.***