

# **HOTLAND INVESTMENT LIMITED**

## **PROJECT FOR PROVISION OF LOGISTICS AND STORAGE SERVICES**

### **FIVE YEARS BUSINESS PLAN: 2024-2029**

Prepared by;

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**NOVEMBER, 2024**

## CORPORATE INFORMATION

**Date of Incorporation** : September 2024

### Company Registration

**Number** : 177690724

**TIN** : 177-908-282

**Business Activity:** The company among other activities engaged in logistical services and provision of storage facilities.

### Shareholders:

Name	Address	Number of shares
1. GUO MIN CHINA-PEOPLE'S REPUBLIC OF CHINA, HUNA	P.O. BOX 71900 DAR ES SALAAM TANZANIA	68
2. JIANG HANBAI CHINA-PEOPLE'S REPUBLIC OF CHINA, HUNAN	P.O. BOX 71900 DAR ES SALAAM TANZANIA	17
3. YI JINLONG CHINA-PEOPLE'S REPUBLIC OF CHINA, HUNAN	P.O. BOX 71900 DAR ES SALAAM TANZANIA	15

### Registered Office & Address:

P.O. BOX 71900 DAR ES SALAAM,

Physical Location: TWIGA Street, MSASANI Ward, Kinondoni Municipal Council, Dar Es Salaam.

Project Location: Mwegamile, Chamwino, Dodoma city.

### Contact:

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## LIST OF ABBREVIATIONS

AfCFTA	-	African Continental Free Trade Area
CEO	-	Chief Executive Officer
CIF	-	Cost Insurance and Freight
DRC	-	Democratic Republic of Congo
EAC	-	East African Community
GDP	-	Gross Domestic Product
SADC	-	Southern African Development Community
SWOT/SWOC-		Strengths, Weaknesses, Opportunities and Threats/Challenges
TIN	-	Taxpayer Identification Number
TZS	-	Tanzania Shillings

## 1.0 EXECUTIVE SUMMARY

Hotland Investment Limited is a company registered in Tanzania with the main purpose of facilitating trade through the provision of logistical and storage services for different types of commodities for imports and export business. The company has purchased 18 Acres of land at Mwegamile in the Chamwino area in Dodoma city council which shall be used to construct offices and 3 warehouses for storage services.

The company is owned and managed by experienced persons in business operations. The project is expected to be financed through owners' equity where the total project requirement amounts to **TZS 4,180,400,000 (Tanzania Shillings Four Billion, One Hundred Eighty Million, and Four Hundred Thousand)**. During the first year of operations, the project intends to employ at least 20 locals, 3 foreigners, and more than 200 indirect jobs through services associated with logistics.

### 1.1 Company Vision, Mission, and Core Values

**Our Vision:** To be a company of choice for logistical and storage services in the country.

**Our Mission:** To secure the trust of our customers and stakeholders by providing high-quality, reliable, and accessible services.

**Our Belief:** Is that, success depends entirely on our exceptional teamwork approach, while constantly striving to leave our clients with an everlasting positive customer experience.

**Core Values:** Through our dedicated, competent, professional, and motivated organization, modernized, and experienced personnel, we are committed to the following principles:

- We ensure total continual customer satisfaction and optimum returns.
- We are committed to listening and responding to the needs of the community we serve;

- We are by international standards and a system that is uncompromised quality, achieved by individuals and as a team.
- To inspire and connect with our community to put their best selves forward every day.

## **1.2 Project Objectives**

The main objective of this project is to develop a logistical park with warehouses for the storage of various goods in the Dodoma region. The project intends to address the growing demands for storage facilities for agricultural commodities and agro-based industrial products that are traded in Tanzania. The project also embarks on the development of storage facilities to meet the growing needs of investors within the region and surrounding areas.

Specifically, the project aims to achieve the following objectives;

- To ensure availability and reliability of storage facilities in the country so as to meet the growing demand.
- To increase employment opportunities and join hands with the government efforts in job creation.
- To improve the linkages among producers, suppliers and consumers of various products across the country and nearby markets.
- Utilise the opportunity of our country's endowment in various agricultural commodities for meeting the local markets as well as foreign markets.

## **1.3 Project Location**

The Project is located at Mwegamile village at Chinangali in Chamwino, Dodoma city. The area is having access to basic infrastructure including water, electricity and road networks. The area is also accessible by walking, cycling, taxi, automobile, and public transit, which also link other regions in Tanzania.

## **1.4 Project components and costs**

The project is expected to commence its activities soon after all the preliminary arrangements and permits are obtained. Table 1.1 provides a summary of project requirements in Phase I.

**Table 1.1: Project Requirements (Cost in TZS)**

Type of Investment	Qty	Cost/unit (TZS 000)	Amount (TZS 000)
<b>Land &amp; Buildings</b>			
Land	10	8,640	86,400
Site Clearance	10	5,000	50,000
Fencing	10	10,000	100,000
Buildings-Office	1	100,000	100,000
Buildings-Warehouses	3	583,333	1,750,000
<b>Sub-total</b>			<b>2,086,400</b>
<b>Equipment and Machineries</b>			
Excavator Zoomlion 22ton	2	378,000	756,000
Hydraulic hammer	2	54,000	108,000
Wheel Loader	2	162,000	324,000
<b>Sub-total</b>			<b>1,188,000</b>
Furniture & Fittings (several pcs)	1	30,000	30,000
<b>Sub-total</b>			<b>30,000</b>
<b>Motor vehicles</b>			
TOYOTA Land CRUISER V8 2PCS	2	240000	480,000
TOYOTA HILUX 2PCS	2	120000	240,000
<b>Sub-total</b>			<b>720,000</b>
<b>Working Capital</b>			
Pre-Operational Expenses	1		100,000
Labour	23		56,000
<b>Sub-total</b>			<b>156,000</b>
<b>Total Cost</b>			<b>4,180,400</b>

The project requirement amounts to **TZS 4,180,400,000 (Tanzania Shillings Four Billion, One Hundred Eighty Million and Four Hundred Thousand)** which covers the cost of land, buildings, machineries and equipment, motor vehicles as well as working capital.

## 1.4 Implementation Plan

The envisaged project is expected to be implemented from November, 2024 after all the preliminary requirements for the project are met including purchase of machinery and equipment. The implementation programme is well described in the Table 1.2

**Table 1.2: Implementation Schedule**

DESCRIPTION		PHASE I					PHASE II
No.	Activities	Nov-Dec, 2024	Jan-March 2025	Apr-June,2025	July-Sept,2025	Oct-Dec.2025	Jan 2026-Dec.2029
1	Site preparations and mobilization of resources						
2	Purchase and installation of machineries and equipment						
4	Project roll out, Operations starts						
5	Assessment of machineries, equipment, replenishments and procurement of new accessories						
6	Project monitoring and evaluation						

Upon completion of site preparations, procurement of machineries and equipment shall follow; then the project roll-out shall take place. The project shall conduct periodical assessment of its machineries, equipment and all accessories and replace the obsolete ones through disposal and procurement of new items. Project monitoring and evaluation shall be maintained throughout the duration of five years.

## 1.5. Project Benefits

The Implementation of this project will have economic and social benefits to the community and the country at large notably:

- The project will help the community access the best, safest yet affordable storage spaces in the country;

- The project will support industrialization process through provision of storage services to other industries, construction companies, suppliers and other industries dealing with manufactured goods.
- The project will increase employment opportunities;
- The project will increase social services to the community;
- The project will increase tax revenue to the government.

## 2.0 PROJECT DESCRIPTION

This project is envisaged to take place in the Dodoma region in the Chamwino area. The project intends to utilise the prevailing opportunity due to the high demand for storage facilities and godowns in the country. The company owners have been engaged in this industry for more than 20 years, leading to a potential to succeed and acquire a huge market share that necessitates an increase in production. The establishment of these warehouses is based on the following features;

**Location:** Our godowns will be established in an area that is strategically located to minimize transportation costs and reduce lead times. We also consider proximity to suppliers, customers, and transportation hubs.

**Size and Layout:** Our project shall have assessed inventory volume and storage needs to determine the appropriate size and layout of the godown. Our godowns shall be built to suit factors like ceiling height, floor loading capacity, and availability of racks or shelves.

**Security:** Our project ensures that Godown provides adequate security measures to protect inventory from theft, damage, and unauthorized access. Apart from security guards, we will install features like surveillance cameras, access control systems, and fire safety provisions.

## **2.1 Key Success Factors**

Trade and logistics are our core competencies. The project is designed to have modern, decent, well-managed facilities and equipment, as well as immaculately humanitarian services during service delivery. We have access to the distribution networks and modern equipment that are operated by highly professional persons, who are ready to ensure maximum delivery of goods.

## **2.2 Our Staff**

Hotland Investment Limited is well known for its “safety-first” policy that guarantees the safe handling and delivery of our clients' shipments. The project shall maintain its policy to hire staff who have years of experience in the sector. The hired staff shall comprise both Tanzanians and foreigners, creating opportunities for hundreds of jobs, and providing fair pay in an excellent work environment. We will conduct periodical orientations and team building seminars so that our staff continue to be on the same page and properly trained to meet the company’s objectives.

### **3.0 BUSINESS ENVIRONMENT AND SECTOR ANALYSIS**

#### **3.1 Business environment**

Businesses may be affected by factors beyond the owner's control, and these need to be taken into account before making any investment decision. The company has considered many opportunities and challenges that may arise out of the expected changes. Thus, analysis of the business environment's key factors is paramount to this plan in order to determine external factors and how they are likely to affect the project.

*Economically;* Tanzania is now experiencing economic growth whereby the purchasing power of people is increasing and people's interactions are increasing as trade grows in the East African Region, SADC, and AfCFTA. This has called for a lot of business opportunities in the regions. The burning issue currently is the rate of inflation and continuous fall in the domestic currency this would lead to increased cost of operations as the price of materials is rising.

*Politically;* Tanzania has enjoyed political stability since it gained its independence in 1961, which has allowed for a degree of continuity and coherence in the organisation of both the state and the private sector. The country retains a strong national unit with an engaged civil society and private sector. The government of Tanzania is in support of investments through a number of policies and strategies that aims at making the business environment more conducive.

*Social-Cultural:* The social aspect focuses on the forces within the society. Family, friends, colleagues, neighbours and the media are social factors. These factors can affect our attitudes, opinions and interests. So, it can impact sales of products and revenues earned. There is no doubt that the society is continually changing. The tastes and preferences are a great example of this change for the Tanzanian culture. Most of Tanzanians currently are willing to pay a premium price for a product that satisfies their expectations. Demographically, the country is increasing in population where currently the country is estimated to have over 61 million people. The increase in population necessitates increase in demand of goods and services.

*Technological factors:* Technological factors are one of various external environment factors that affect businesses greatly and are also an integral component of the **environment analysis**. Our project considers technology as an integral part and an important tool for improving operations and functions. In the present scenario, utmost dependence on equipment, and technological factors can have more effect on business operation and success globally than ever before. Furthermore, the development of technology has also introduced digital marketing strategies through which companies are able to sell their products and services. Even the research and development (R&D) divisions in most companies have changed their ways of functioning and more advanced techniques in the development of products and services have been introduced only through technological advancements. We will ensure we keep up the pace of technology to suit the needs of our customers.

## **4.0 MARKET PLAN**

There is a growing population in the country, where current statistics show that the population trend grows by 3% annually with a current population of 61 million in 2022.<sup>1</sup> Dar es Salaam being the largest commercial city has been one of the fastest-growing cities in terms of population with more than 6 million people. The pace of regional integration within EAC and SADC blocs with the recent ratification of AfCFTA paves the way for more trade in the region. Our motive is to cater to this need, especially through providing high-quality products and services.

### **4.1 Marketing Strategies**

#### **4.1.1 SWOT Analysis**

The SWOT analysis is conducted in order to assess the Company's internal strengths and drawbacks that are needed to be improved. We have also analyzed external factors which may provide opportunities or pose threats to the project. Finally, we have indicated how the company can best utilize the available opportunities and mitigate potential threats and overcome our weaknesses.

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<sup>1</sup> National Bureau of Statistics, 2022: Population and Housing Census

**Table 4.1: SWOT Analysis**

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none"> <li>• Vast experience in Logistics and Storage services for more than 20 years.</li> <li>• Ability of the project owners to solicit required funds for the project.</li> <li>• A conducive transport facilities and safe environment for all different categories of customers.</li> <li>• Affordable prices will give options for customers to prefer our products.</li> </ul>	<ul style="list-style-type: none"> <li>• Sourcing of required resources including finances may cause delay in starting operations on time.</li> <li>• No appropriate data on the current and projected market share.</li> </ul>
OPPORTUNITIES	THREATS/CHALLENGES
<ul style="list-style-type: none"> <li>• Growing demand due to increase in population and regional integration.</li> <li>• Government commitment to support industries.</li> <li>• Economic growth and rising in purchasing power of individuals provides opportunities for the project.</li> </ul>	<ul style="list-style-type: none"> <li>• High expectations and catering for changing customer preferences.</li> <li>• Ensuring punctuality, safety, health and hygiene of products.</li> <li>• Requirement of sophisticated infrastructure for ease of delivery of goods.</li> <li>• Stiff competition in the sector</li> </ul>

From the SWOT analysis, we have been able to identify the Company’s strengths, weaknesses, opportunities and threats. The project will capitalize on the key strengths to provide best products and services to customers. The available opportunities create a room for business expansion and the company sees that this prevailing opportunity cannot be left in vain. On the other hand, the company is facing some limitations in providing its services, thus marketing strategies are aimed at minimization of these constraints. The project shall make use of the marketing mix in making sure that high quality product is maintained in the market, the products reach to high demand locations (place), reasonable price is charged to the clients and appropriate promotional tools are employed to increase awareness of company’s products and services.

**Product:** The high-quality products that suit different use will be an added advantage to compete in the market through the company's long-term determination to provide high quality products and services. A sufficient budget shall be allocated for repair and maintenance of machinery and equipment to ensure that all facilities remain in a good condition all the time to ensure continuity of operations.

**Pricing:** The objectives of price strategy depend on a number of factors such as business, economic and marketing objectives. Price setting can be based on cost or market based. With demand and competition orientation concepts, a fair price shall be set which customers are willing to pay at the same time covers operational costs with some profit margin. In this regard, price setting shall be based on demand, and competition but also cost of operation.

**Place:** The project shall invest in modern and sophisticated facilities and conducive environment. The project has arranged to start operations by looking at the most convenient market segment.

**Promotion:** Media advertisements both digital and print media shall be widely employed by the project. The company will engage in positive promotion of the project through developing appropriate marketing strategies. The project will make advertisement of the available services via a number of media such as local newspapers, leaflets, TV, radio, social media and Internet. Different procedures of promotion will be applied, such as providing price discounts to regular customers.

## 5.0 OPERATIONAL AND MANAGEMENT PLAN

### 5.1 Operational Plan

The operation is subject to government regulations and acquiring relevant permits and licenses before commencement of the business. All necessary licensing and permits shall be obtained prior to the commencement of the project.

### 5.2 Labour Requirements

Labour is one of the most important inputs in any endeavor. The proposed project will require both skilled and unskilled labour to run the project from its inception throughout the life span of the project. Table 5.1 indicates labour required amounts to TZS **13,500** per month that is TZS **162,000** per year, where a total of 23 employee will be directly employed by the project.

**Table 5.1: Labour Requirement (TZS)**

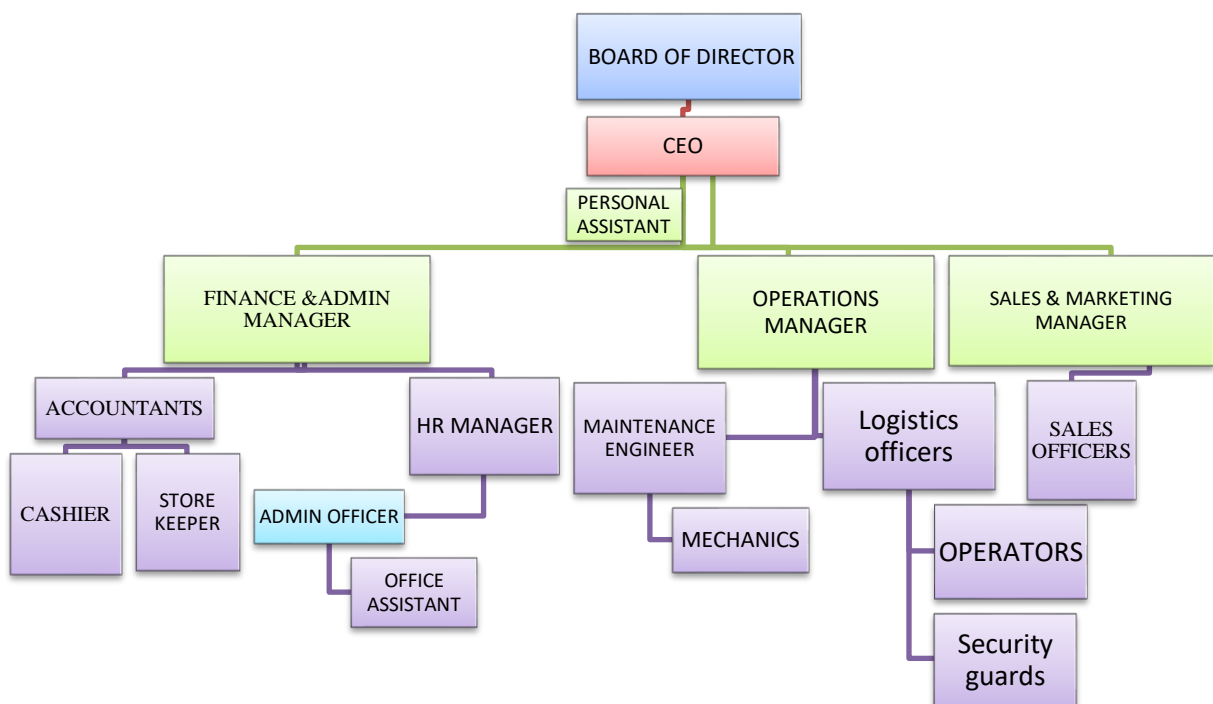
Description	Qty	Unit cost TZS 000	Monthly Salary	Annual Salary
			TZS 000	TZS 000
General Manager	1	2,000	2,000	24,000
<b>Operations</b>				-
Site Manager	1	1,000	1,000	12,000
Logistic Officers	3	500	1,500	18,000
Safety & Health Officer	2	500	1,000	12,000
Maintenance Engineers	2	500	1,000	12,000
Machine Operators	3	500	1,500	18,000
<b>Finance &amp; Administration Department</b>				-
Finance and Admin Manager	1	1,000	1,000	12,000
Accounts and Personnel Officer	1	500	500	6,000
Drivers	2	400	800	9,600
Office Management Assistant	1	300	300	3,600
Security Officer	2	200	400	4,800
<b>Marketing Department</b>				-
Marketing manager	1	1,000	1,000	12,000
Sales Officers	3	500	1,500	18,000
<b>Total</b>	<b>23</b>		<b>13,500</b>	<b>162,000</b>

### 5.3 The Organization Structure

The project shall maintain the hierarchical mode of organization structure. The organization structure comprises of the Project Implementation Team led by the CEO and other supporting staff.

The Organization structure comprises of three main departments which shall report to the CEO; Finance and Admin Department which shall include the Finance and Administrative Manager, Accountants, Cashiers, revenue collectors and store keepers; HR Officers, Administrative Officers and Office Assistants as well as watchmen/security guards and drivers. Marketing and Sales Department shall include, Marketing Manager; and Sales Officers. The Operations Department shall include the Manager of Operations, Technical and maintenance experts, Machine Operators, Drivers and safety and health workers. The figure 5.1 describes the organization structure and the reporting lines for each category.

**Figure 5.1 Organization Chart**



### 5.3 Management

The Chief Executive Officer shall be responsible for day-to-day running of the project and direct reports to the Board of Directors. Director of Operations shall be responsible for day-to-day operational activities of the project including sourcing of materials, manage the personnel under him, repair and maintenance and control the timetable for machineries and vehicles. The Finance and Administrative Director shall be responsible for all financial and administrative issues. Accounting and Administrative officers shall be responsible for all financial and administrative issues respectively. The financial controller shall ensure monitoring resource allocation especially funds and making sure that the fund is used in a desired manner.

### 5.4 Revenue collection

Revenue collections will be done on cash basis and bank transfers. Where there is a written agreement, the company will also provide services on credit basis to institutional customers. For the first year of the project, the average revenue is estimated to be **TZS 1,422,000**. The description of revenue projections is shown in the Table below.

**Table 5.1: Description of Revenue Projections**

S/N	Revenue Source	Amount per month (TZS 000)	Amount per year (TZS 000)
1	Shared warehouse	30,000	360,000
2	Special Products warehouse	52,000	624,000
3	Other merchandize	36,500	438,000
	<b>Total</b>	<b>118,500</b>	<b>1,422,000</b>

## 5.5 Project Monitoring and Evaluation

The project will be monitored and evaluated regularly to track progress and identify any potential problems. The monitoring process will collect data on key indicators, such as the number of trucks added, the number of trucks per route, and reduction in service delivery time and costs. The evaluation process will collect data on the benefits of the project, such as improvement in transport services, the creation of jobs, and the improvement of the economic activities of the Company.

The monitoring and evaluation plan will be tailored to the specific needs of the project. However, the following general principles will be followed:

- i) **Relevance:** The monitoring and evaluation plan will be relevant to the objectives of the project.
- ii) **Accuracy:** The monitoring and evaluation plan will be accurate and reliable.
- iii) **Timeliness:** The monitoring and evaluation plan will be timely and up-to-date.
- iv) **Transparency:** The monitoring and evaluation plan will be transparent and accessible to stakeholders.

## 6.0 RISK ASSESSMENT AND KEY ASSUMPTIONS

The project has the potential to significantly improve the efficiency of transport service in Dar es salaam and hence promote increase in economic activities and incomes of people. However, there are also a number of risks associated with the project. Some of the key risks may include:

- i) **Competition:** There is a stiff competition in the real sector as it is for other businesses. Majority of competitors have already covered a huge share in the market, the company intends to capitalize on a niche in which the company can best serve than others.
- ii) **Price changes:** Due to inflation, the price of materials is expected to rise up particularly fuel and spare parts. In order to cater for this price increase, the project shall review the project panning, timelines and make price adjustments from time to time.
- iii) **Accidents**

Handling goods processes are prone to accidents. One of the major causes of these accidents is overworking of machine operators without being given enough time to rest. The company shall employ adequate qualified personnel with additional of two machine operators to allow them to rest. The company also intends to secure the plant and all equipment through a comprehensive insurance cover in case of any accident, theft or any other disaster.

Despite likelihood of these risks, the project potentials to make significant contribution to the economic development is inevitable. If the project is successful, it could help to improve the availability of products, hence reducing trade costs and ultimately boost economic growth.

## 7.0 FINANCIAL PLAN

### 7.1 Sources of Funds

The project financing is expected to be through both owners' equity and debt financing through both internal and external sources of financing where needs arise. The amount of revenue shall be allocated to the parties as per the profit calculations of the project. The project financing shall be in the following mode;

**Table 7:1 Project Financing**

S/N	Type of Financing	Source	Amount (\$)
1	Equity	Local	4,180,400
2	Loan		0
<b>TOTAL</b>			<b>4,180,400</b>

### 7.2 Financial Assumptions

Several assumptions were made and considered in the preparation of this financial plan and projection. The assumptions are based on professional judgment, economic trends and current financial market environment. These are as noted below;

- (i) The annual sales are projected to grow by 10% per annum; while expenses shall rise by 5%;

(ii) Depreciation will be charged on straight line method to allocate the cost of each value over its estimated useful life. The rates to be used for vehicles and equipment are as follows;

(a) Buildings	5%
(b) Furniture & Fittings	10%
(c) Equipment	10%
(d) Motor vehicles	20%

The financial assumptions will also include issues on credit sales, payments of interest rates, taxes and other levies. From the beginning, we recognize that payment terms and hence collection days are critical, but not a factor we can influence easily. At least we are planning on the problem, and dealing with it. Interest rates, tax rates, and personnel burden are based on conservative assumptions. Some of the more important underlying assumptions are:

- We assume a strong economy, without major recession.
- We assume, of course, that there are no unforeseen changes in economic policy to make our service immediately obsolete or unwanted.
- We assume an inflation rate of 5% yearly.
- Maintenance costs 5% of Property Plant and Equipment
- Corporate tax is 30% of Net Income

### **7.3 Projected Financial Sstatements**

The projected financial statements for five years indicate that the company shall be able to generate substantial amounts of profits as detailed below.

**Table 7.2: Projected Income Statements for Five Years**

<b>Description</b>	<b>YEAR 1 (TZS 000)</b>	<b>YEAR 2 (TZS 000)</b>	<b>YEAR 3 (TZS 000)</b>	<b>YEAR 4 (TZS 000)</b>	<b>YEAR 5 (TZS 000)</b>
Revenue	1,422,000	1,564,200	1,720,620	1,892,682	2,081,950
Less: Cost of sales	550,000	577,500	606,375	636,694	668,528
<b>Operating Profit</b>	<b>872,000</b>	<b>986,700</b>	<b>1,114,245</b>	<b>1,255,988</b>	<b>1,413,422</b>
<i>Less: Op. expenses</i>	642,067	674,170	1,348,341	1,415,758	1,486,546
<b>Earnings Before Interest and Tax</b>	<b>229,933</b>	<b>312,530</b>	<b>-234,096</b>	<b>-159,770</b>	<b>-73,124</b>
Less: Charges					
Interest	0	0	0	0	0
<b>Earnings Before Tax</b>	<b>229,933</b>	<b>387,935</b>	<b>1,285,869</b>	<b>1,714,962</b>	<b>2,185,161</b>
<i>Corporate Tax (30%)</i>	68,980	116,381	385,761	514,489	655,548
<b>Earnings After Tax (Loss)</b>	<b>98,623</b>	<b>271,554</b>	<b>900,108</b>	<b>1,200,474</b>	<b>1,970,851</b>
<i>Dividends (30%)</i>	29,587	81,466	270,032	360,142	591,255
<b>Retained Earnings</b>	<b>69,036</b>	<b>190,088</b>	<b>630,076</b>	<b>840,332</b>	<b>1,379,596</b>

**Table 7.3 Projected Balance Sheet**

DESCRIPTIONS	YEAR 1 (TZS 000)	YEAR 2 (TZS 000)	YEAR 3 (TZS 000)	YEAR 4 (TZS 000)	YEAR 5 (TZS 000)
<b>NON-CURRENT ASSETS</b>					
Land & Buildings	2,086,400	1,982,080	1,877,760	1,773,440	1,669,120
Machinery & Equipment	1,096,200	1,799,680	1,324,720	1,849,760	1,774,800
Motor vehicles	576,000	352,000	378,960	281,232	200,000
<b>Total Non-Current Assets</b>	<b>3,758,600</b>	<b>4,133,760</b>	<b>3,581,440</b>	<b>3,904,432</b>	<b>3,643,920</b>
Stocks	255,500	67,200	669,249	664,400	81,700
Debtors & Prepayments	91,655	36,663	383,051	315,400	61,476
Cash and Bank balance	314,288	174,221	195,185	168,389	744,558
<b>Total Current Assets</b>	<b>661,443</b>	<b>278,084</b>	<b>1,247,485</b>	<b>1,148,189</b>	<b>887,734</b>
<b>TOTAL ASSETS</b>	<b>4,420,043</b>	<b>4,411,844</b>	<b>4,828,925</b>	<b>5,052,621</b>	<b>4,531,654</b>
Equity Capital	4,180,400	4,180,400	4,180,400	4,180,400	4,180,400
Retained Earnings	69,036	190,088	630,076	840,332	239,596
<b>Total Equity</b>	<b>4,249,436</b>	<b>4,370,488</b>	<b>4,810,476</b>	<b>5,020,732</b>	<b>4,419,996</b>
Bank loan	0	0	0	0	0
<b>Total Non-Current Liability</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Trade Creditors and Accruals	151,732	19,150	7,710	23,389	93,558
Taxation	18,875	22,206	10,739	8,500	18,100
<b>Total Current Liabilities</b>	<b>170,607</b>	<b>41,356</b>	<b>18,449</b>	<b>31,889</b>	<b>111,658</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>4,420,043</b>	<b>4,411,844</b>	<b>4,828,925</b>	<b>5,052,621</b>	<b>4,531,654</b>

**Table 7:4 Projected Cash Flow for Five Years**

DESCRIPTIONS	Year 1	Year 2	Year 3	Year 4	Year 5
	<u>US\$</u>	<u>US\$</u>	<u>US\$</u>	<u>US\$</u>	<u>US\$</u>
<b>Cash from operations:</b>					
Profits before tax	650,890	795,935	1,591,869	1,918,962	2,287,161
<b>Adjustments for non-cash items:</b>					
Depreciations	560,750	448,600	448,600	448,600	448,600
<b>Change in Working Capital:</b>					
Receivables	-255,693	-256,825	-111,500	-115,400	-116,700
Trade payables & Accruals	308,142	1,510,921	619,638	693,389	970,220
<b>Total</b>	<b>1,264,089</b>	<b>2,498,631</b>	<b>2,548,607</b>	<b>2,945,551</b>	<b>3,589,281</b>
Tax payments	-42,267	-116,380	-385,761	-514,489	-514,310
<b>Total Cash Inflow from Operating Activities</b>	<b>1,221,822</b>	<b>2,382,251</b>	<b>2,162,846</b>	<b>2,431,062</b>	<b>3,074,971</b>
<b>Cash from investing activities:</b>					
Purchase of assets	-929,000	-1,923,944	-1,609,436	-1,689,505	-1,534,839
Other purchases	-191,486	-516,908	-262,414	-408,211	-813,946
<b>Net Cash Outflow from Investing Activities</b>	<b>-1,120,486</b>	<b>-2,440,852</b>	<b>-1,871,850</b>	<b>-2,097,716</b>	<b>-2,348,785</b>
<b>Cash from financing activities:</b>					
Dividends	-29,587	-81,466	-270,032	-360,142	-150,017
<b>Change in cash &amp; cash equivalent</b>	<b>-1,150,073</b>	<b>-2,522,318</b>	<b>-2,141,882</b>	<b>-2,457,858</b>	<b>-2,498,802</b>
<i>Beginning Cash Balance</i>	<i>1,464,361</i>	<i>314,288</i>	<i>174,221</i>	<i>195,185</i>	<i>168,389</i>
<i>Ending Cash Balance</i>	<b>314,288</b>	<b>174,221</b>	<b>195,185</b>	<b>168,389</b>	<b>744,558</b>

## **8.0 ECONOMIC ASPECTS**

### **8.1 National economic and social Benefits**

The economic and social impact of establishing the proposed project to Tanzania is expected to be positive. This positive impact is expected to be direct and indirect as explained below:

#### **a) Direct economic impact**

Direct positive economic impact is expected to come from the following factors, namely,

- 1) Tax payments to the government increased,
- 2) Access to quality, reliable and affordable products increased,
- 3) Employment opportunities generation; more than 23 direct jobs expected to be created and more than 200 indirect jobs.
- 4) Technology and skills transfer from expertise hired from different parts of the globe.

#### **b) Indirect economic impact**

The project is expected to operate as a responsible corporate citizen by fulfilling some of its corporate responsibilities such as assisting some of the disadvantaged communities by way of donations, starting from the communities living near the project and participation in economic development activities of the country.

## **9.0 CONCLUSION**

The fact that owners are willing to raise investment capital to finance the project, it shows a strong commitment in making sure that the project is successfully implemented. The project takes place at the area which is very convenient for various economic activities that attracts storage and movement of cargo in the country, EAC and SADC regions. Owners are willing to comply with all government requirements. The fact that there is a huge demand for transport services despite presence of a number of other service providers, makes this project a viable idea.

**ANNEX I: LAND FOR THE PROJECT**

**SALE AGREEMENT**

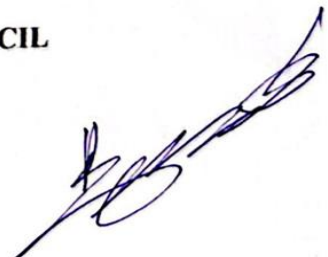
This Agreement is made on this <sup>25<sup>th</sup></sup>.....day  
of September.....2024.

**ALFA DONADIMASILA** of Post Office Box number 1126 Mwegamile Village Chinangali, at Chamwino District within Dodoma City Council with mobile number +255714655570 (copy of the said election card is hereby annexed) hereinafter to be referred to as the **VENDOR** of the one part.

**AND**

**HOTLAND INVESTMENT LIMITED** of Post Office Box number ..... at Twiga Street, Msasani ward within Kinondoni District, Dar es Salaam Mobile number +255 758468666 Tanzania (copy of the said Tin Number is hereby annexed) (hereinafter to be referred to as the **PURCHASER**) of the other part agree as follows;

**WHEREAS** the **VENDOR** owns a farm which is approximately measured eighteen Acres (18) Located at Mwegamile village **CHAMWINO District within DODOMA CITY COUNCIL**



**WHEREAS, the vendor is desirous of selling the said property to the purchaser at the sum of Tanzania shillings Eighty Six Million and Four Hundred Thousands only (Tshs 86,400,000/=)**

**NOW THESE PRESENTS WITNESSED THE FOLLOWING**

- 1. That, the purchaser shall pay to the vendor the sum of Tanzania shillings Eighty Six Million and Four Hundred Thousands only (Tshs 86,400,000/=) as a consideration for the said property the whole amount to be paid upon signing this agreement.**
  
- 2. That, immediately upon the execution of these present and payments thereof, the vendor shall over to the purchaser all documents of title such as Letter of Agreement of sale issued from the office of Mwegamile village within Chamwino District .**
  
- 3. That, the purchaser shall bear stamp duty, registration fee and other disbursements arising out of or in connection with or incidental to the preparation and completion of this agreement and transfer deed.**



4. That, the vendor covenants to deliver the said property free from any encumbrances.

**IN WITNESS WHEREOF** the parties aforementioned have executed this sell agreement in triplicate on the day, month and year above written.

**SIGNED AND DELIVERED** by the said

**ALFA DONADIMASILA** who is known to me  
Personally/identified to me  
by .....

*Alfa Donadimasila*  
.....

Vendor

the latter being known to me personally  
in my presence this *25<sup>th</sup>* day of *September* 2024

**BEFORE ME;**

NAME: *Samuel M. M. M.*

SIGNATURE: *[Signature]*

POSTAL ADDRESS: P.O. BOX 3010 DODOMA

QUALIFICATION: ADVOCATE



*[Handwritten signature]*

**SIGNED AND DELIVERED** by the said

**HOTLAND INVESTMENT LIMITED** who is

known to me personally/identified to me

by .....

the latter being known to me personally

in my presence this 20<sup>th</sup> day of September 2024



**BEFORE ME:**

NAME: .....

SIGNATURE: .....

POSTAL ADDRESS: P.O. BOX 3010 DODOMA

QUALIFICATION: ADVOCATE

0152962126200

Bob Temba

0152962126200

Bob Adrian Temba

CRDB

RES SA