

# BUSINESS PLAN



Classion Global  
WE DELIVER PURITY

## Classion Global Tanzania Limited

4A19, 4th FLOOR, MAGOMENI USALAMA  
WATUMISHI HOUSING, P. O. Box 5119,  
DAR ES SALAAM, TANZANIA

Email ID: [contact@classionglobal.com](mailto:contact@classionglobal.com)

Website: [www.classionglobal.com](http://www.classionglobal.com)

Contact No.: +255 759403720

## **EXECUTIVE SUMMARY**

**Company Name:** CLASSION GLOBAL TANZANIA LIMITED

**Registered Office Address:** 4A19, 4th FLOOR, MAGOMENI USALAMA WATUMISHI HOUSING,  
P. O. Box 5119, DAR ES SALAAM, TANZANIA

The head office

The Principal Officers of the Company are **Mr. PRASENJIT SARKAR and Mr. BHUNESHWAR PASWAN**

**Vision:** To be the leading and the preferred premium Export - Import company of the World by 2030.

**Mission:** To become a market leader in Export – Import of world class quality products to our buyers, keeping inline commitments with regards to quality incumbency, well-timed shipments and a transparent business approach.

**Vision:** To be the leading and the preferred premium Export - Import company of the World by 2030.

Auditors of the Company: as this is a new company the auditor **will be appointed later** by the company

The authorized share capital of the Company is **Tshs 1,000,000/-**

The intended capital investment of the Company in terms of Section 2(2) of the Tanzania Investment Act is **US \$ 500,000/-**

The month and day of the financial year end is **30<sup>th</sup> DECEMBER**.

## OPERATION PLAN

### PROCESSING OPERATIONS

- **Type of products processed:** Types of agricultural products which our your company process are herbs, spices, Sea products and agricultural products.
- **Processing techniques:** The processing techniques used to add value to the products are sorting, cleaning, freezing, drying, milling, packaging, etc.
- **Quality control:** Highlight your commitment to quality control measures to ensure food safety and meet international standards.
- **Sustainability practices:** The sustainable practices implemented in our processing operations are water conservation, waste reduction, usage of renewable energy, maintain clean and hygiene environment at workplace, etc..

### IMPORT & EXPORT OPERATIONS

- **Import focus:** Import of all kinds of agricultural products, sea products and non-agricultural products at affordable rate from various countries.
- **Export focus:** Export of all kinds of agricultural products, sea products and non-agricultural products at affordable rate in various countries across the world.
- **Logistics and distribution:** Our company tie-up with some of the best sea and air freight agencies and company to execute our import-export orders as well as transport of goods across Tanzania.
- **Trade compliance:** Our company strictly follow and abide by the Tanzanian as well as international trade regulations and certifications.

### ADDITIONAL INFORMATION

- **Target customers:** Target customers are individuals, companies, traders and distributors for both processed and imported/exported agricultural products.
- **Unique selling proposition (USP):** Focus on organic products, unique processing techniques, fair trade partnerships and affordable price to our customers are some of our USP.
- **Social impact:** Social impact initiatives which our company undertakes are to support local farmers to produce organic crops, community development projects in farming sector, help generate local jobs and cash flow among Tanzania farmers, suppliers as well as transporters.

## TECHNICAL DETAILS OF THE PROJECT

Following are the technical details of this project:-

- **Company Name:** CLASSION GLOBAL TANZANIA LIMITED
  1. **COI Number:** 169653070 **COI Date:** 23<sup>rd</sup> OCTOBER 2023
  2. **TIN Number:** 169-653-070
  3. **Status:** NEW COMPANY
  - 4.
- **Investment Financing Plan in Million US\$/Tshs.**

1. Foreign Equity	2. Local Equity	3. Foreign Loan	4. Local Loan
\$ 500,000/-	NIL	NIL	NIL
- **Project Objective:** To establish and operate Herbs, Spices, Sea Products and agricultural products processing project in Tanzania.
- **Sector and Sub-Sector of company operation** are as follows:-  
**Sector:** Agriculture **Sub-Sector:** Agro Processing
- **Products for manufacture, trade and process:** Herbs, spices, Sea products and agricultural products
- **Marketing:** These are the types of marketing which will be done by the company to promote the sale of its products:-



Search Engine Optimization (SEO)



Pay-Per-Click (PPC)



Affiliate Marketing



Content Marketing



Email Marketing



Social Media Marketing

- **Investment cost:** \$5000,000/-
- **Source of Finance:** Self-Funded by the company
- **Capacity:** 6,000 Metric Ton
- **Employment:**
  1. Foreigner: 1
  2. Local: 3
  3. **Total: 4**
- **Implementation period:** 3 YEARS
- **Project location:** 4A19, 4th Floor, Magomeni Usalama Watumishi Housing, P. O. Box 5119, Dar Es Salaam, Tanzania



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**CLASSION GLOBAL TANZANIA LIMITED**

© 4A19, 4th Floor, Magomeni Usalama Watumishi Housing, P. O. Box 5119,  
Dar Es Salaam, TANZANIA

Company Incorporation Number: 169653070 Tax Identification Number: 169-653-070

### **DETAILS OF SHAREHOLDING OF THE COMPANY**

Following are the details of shareholding of the company:-

<b>S. No.</b>	<b>Shareholders</b>	<b>Nationality</b>	<b>% of Shareholding</b>
1	Mr. PRASENJIT SARKAR	INDIAN	50%
2	Mr. BHUNESHWAR PASWAN	INDIAN	50%

### **INVESTMENT BREAKDOWN (in US\$)**

Following are the investment breakdown of our company for a period of three years:-

<b>Land/Building -</b>	<b>\$1,000/-</b>
<b>Plant -</b>	<b>\$159,000/-</b>
<b>Vehicles -</b>	<b>\$40,000/-</b>
<b>Furniture &amp; Fittings -</b>	<b>\$50,000/-</b>
<b>Pre-expenses -</b>	<b>\$50,000/-</b>
<b>Others -</b>	<b>\$50,000/-</b>
<b>Working Capital -</b>	<b>\$150,000/-</b>
<b>TOTAL -</b>	<b>\$500,000/-</b>

## FINANCIAL PROJECTION

**Below are the financial projection of our business for next 5 years.**

<b>Revenue Projections (Years 1 to 5) (in \$)</b>					
<b>Particulars</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
<b>All Agri products</b>					
Number of Units (in Metric Ton)	3,000	4,000	4,000	4,000	4,000
Price per Metric Ton	40	50	65	75	80
<b>Total</b>	<b>1,20,000</b>	<b>2,00,000</b>	<b>2,60,000</b>	<b>3,00,000</b>	<b>3,20,000</b>
<b>All Sea products</b>					
Number of Units (in Metric Ton)	1,000	1,000	2,000	2,000	2,000
Price per Metric Ton	120	146	160	168	175
<b>Total</b>	<b>1,20,000</b>	<b>1,46,000</b>	<b>3,20,000</b>	<b>3,36,000</b>	<b>3,50,000</b>
<b>Net Revenue</b>	<b>2,40,000</b>	<b>3,46,000</b>	<b>5,80,000</b>	<b>6,36,000</b>	<b>6,70,000</b>

<b>Cost of Revenue (in \$)</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Handling Costs per Unit of Product	24.00	24.00	24.00	24.00	24.00
Other Costs (including marketing) per Unit	10.00	13.00	16.00	19.00	22.00
<b>Total Direct Costs per Unit</b>	<b>34.00</b>	<b>37.00</b>	<b>40.00</b>	<b>43.00</b>	<b>46.00</b>
Unit Sales	4,000	5,000	6,000	6,000	6,000
<b>Total Direct Costs</b>	<b>1,36,000</b>	<b>1,85,000</b>	<b>2,40,000</b>	<b>2,58,000</b>	<b>2,76,000</b>
Labour Costs	75,000	90,000	1,45,000	1,70,000	1,90,000
<b>Total Direct Costs</b>	<b>2,11,000</b>	<b>2,75,000</b>	<b>3,85,000</b>	<b>4,28,000</b>	<b>4,66,000</b>
<b>Revenue</b>	<b>2,40,000</b>	<b>3,46,000</b>	<b>5,80,000</b>	<b>6,36,000</b>	<b>6,70,000</b>
<b>Net Revenue</b>	<b>29,000</b>	<b>71,000</b>	<b>1,95,000</b>	<b>2,08,000</b>	<b>2,04,000</b>
<b>Income Tax (30%)</b>	<b>8,700</b>	<b>21,300</b>	<b>58,500</b>	<b>62,400</b>	<b>61,200</b>
<b>Net Profit</b>	<b>20,300</b>	<b>49,700</b>	<b>1,36,500</b>	<b>1,45,600</b>	<b>1,42,800</b>



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Ratios	Data (in %)	Projections (in %)				
		Year 1	Year 2	Year 3	Year 4	Year 5
Accounts Receivable % of Rev	10.0%	8.3%	8.3%	8.3%	8.3%	8.3%
Inventory % of Rev	15.0%	8.3%	8.3%	6.7%	6.7%	6.7%
Accounts Payable % of Rev	8.0%	8.7%	8.7%	8.7%	8.7%	8.7%
Working Capital % of Rev	16.0%	7.9%	7.9%	6.3%	6.3%	6.3%
Net Fixed Assets % of Rev	9.0%	98.6%	174.8%	157.0%	186.7%	213.0%
Current Ratio	2.3	8.2	(9.5)	(3.9)	(5.1)	(6.1)
Debt to Capital (LT Debt + Equity)	1.2	0.00	(0.59)	(0.08)	(0.03)	(0.01)
<b>Profitability</b>						
Gross Profit % of Rev	30.0%	-203.8%	-357.6%	-325.1%	-553.1%	-838.2%
Sales & Marketing % of Rev	30.0%	60.6%	132.5%	137.4%	187.7%	282.0%
Research & Development % of Rev	30.0%	52.6%	76.8%	73.7%	121.6%	148.1%
General & Administration % of Rev	30.0%	65.2%	106.1%	104.6%	138.3%	188.8%
Operating Expenses % of Rev	40.0%	178.4%	315.4%	315.7%	447.6%	618.9%
Earnings from Operations % of Rev	12.0%	-382.1%	-673.0%	-640.8%	-1000.7%	-1457.1%
EBIT % of Rev	12.0%	-400.9%	-673.0%	-640.8%	-1000.7%	-1457.1%
Depreciation % of Rev	3.0%	18.1%	38.1%	42.1%	58.7%	76.1%
EBITDA % of Rev	14.0%	-382.8%	-634.9%	-598.7%	-941.9%	-1381.0%
Net Earnings % of Rev	5.0%	-400.9%	-690.3%	-649.0%	-1007.8%	-1459.2%
<b>Returns</b>						
Return on Assets	12.0%	-166.0%	297.7%	103.2%	69.1%	54.2%
Return on Equity	15.0%	-178.9%	176.8%	73.6%	55.6%	45.8%
Return on Capital (LT Debt + Equity)	15.0%	-178.9%	280.8%	79.8%	57.1%	46.2%
<b>Growth</b>						
Revenue Growth Rate - CAGR:	15.0%		44.2%	67.6%	9.7%	5.3%
Net Earnings Growth Rate - CAGR:	12.0%		148.3%	57.6%	70.3%	52.5%

## CONTACT DETAILS

**Name:** Mr. Prasenjit Sarkar

**Title:** Director

**Telephone:** +255 759403720

**Contact:** [contact@classionglobal.com](mailto:contact@classionglobal.com)

**Website:** [www.classionglobal.com](http://www.classionglobal.com)

## DECLARATION BY THE DIRECTOR OF THE COMPANY

I **Mr. PRASENJIT SARKAR** do solemnly and sincerely declare that I am a director of this company and the information furnished in this business plan are true and accurate to the best of my knowledge.

For **CLASSION GLOBAL TANZANIA LIMITED**

*Prasenjit Sarkar*

**DIRECTOR**

Declare by: **Mr. PRASENJIT SARKAR**

Declared on: **14 FEBRUARY 2024**

Declared at: **DAR ES SALAAM, TANZANIA**

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