

# **MAXWEZA TANZANIA LIMITED**

## **BUSINESS PLAN**

**Prepared by:**  
**MAXWEZA TANZANIA LIMITED**  
**PLOT NO. 1&2, BLOCK E**  
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## **EXECUTIVE SUMMARY**

**M/S MAXWEZA TANZANIA LIMITED** P.O.Box 61507, Pwani .This is a private Company Registered and incorporated in Tanzania under the Companies Ordinance Act, 2002 with Certificate of Incorporation of a Company number **16999820** given at Dar es Salaam **11th day of November, 2022**. The Shareholders of the Company have been attracted by favorable environment business in Tanzania in response of Tanzania's **open policy on trade and liberalization and also industrialization**.

THE PROJECT IS DEALING WITH **production of Mosquito repellent and other pesticide products**.

### **1. OWNERSHIP OF M/S MAXWEZA TANZANIA LIMITED**

<b>Name</b>	<b>Nationality</b>	<b>SHARES</b>
LIFAN NIU P.O.BOX 61507 PWANI.	CHINESE	2250
TAO SHEN P.O.BOX 61507 PWANI	CHINESE	1250
MENGTING YAO P.O.BOX 61507 PWANI	CHINESE	1500

### **2. THE PROJECT OBJECTIVE**

The Project Objective is for Production of Mosquito repellent and other pesticides products. ALSO, the company shall have its own space for stabling factory for production of mosquito repellent and other pesticides products. **The Project** has been promoted by the following reasons:-

- Availability enough space of land and Industries to satisfy the growing demand which is an opportunity to the **LIMITED**.
- The Inability of the existing industries to satisfy the growing demand which is an opportunity to the **MS MAXWEZA TANZANIA LIMITED** to penetrate in the East and Central African countries .
- As a consequence of an attractive environment for investors in Tanzania there has been steady growth of Chinese and other investors who come to invest.

### **3. PROJECT BACKGROUND**

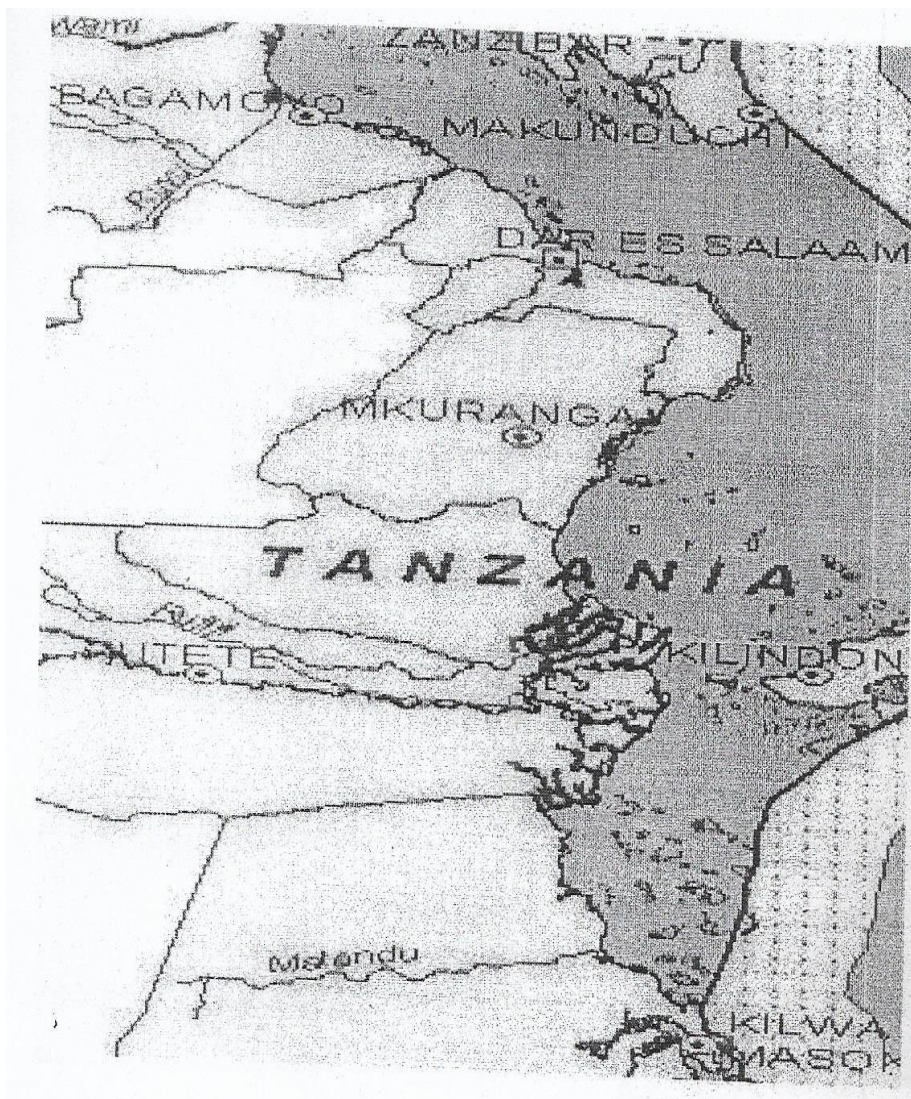
This study covers the initial establishment of project for production of mosquito repellent (**PESTICIDEPRODUCTS**) of footwear. The **site** is be established in, **Mwanambaya ward** covering the area of 12,968SQM, **MKURANGA district, PWANI region, the area has a** favorable environment and availability of both local and external materials.

The Head office for administration will be at **Mpeko ward, Mwanambaya village, Plot No. 1&2, Block E, PWANI Region.**

The Power will be Electricity taped form National high grid tension (TANESCO) passing near the project site, 350KW units will be used per day and there will be a standby generator for emergency in case there will be power breakdown. Water will be obtained from a borehole will drilled by the company. 1,000 M<sup>3</sup> of water will be used per day, **80** temporary staffs will be employed, working in 2 shifts per day.

### **4. LOCATION AND SITE**

The project is to be located at **Mwanambaya village, Mwanambaya ward, Mkuranga District, Pwani Region, between 39<sup>0</sup>12'00" to 39<sup>0</sup>13'30" to 07<sup>0</sup>06'05" South, 20Km South of Dar es Salaam city center, along Kilwa to Dar es Salaam tarmac road.**



The project will be established in an appropriate location. The location will be accessible and fully provided with the necessary utilities i.e. Water and Electricity.

## 5. ENVIRONMENTAL REQUIREMENTS

According to Environment Management Act (EMA) (2004) and the Environment Impact Assessment and Audit Regulation (EIA) (2005) sections 17(ii), before the establishment of project for building Factory or Industry and the associated infrastructures, EIA is **mandatory**. Thus the project was undergone EIA study and produce EIA statement (EIA and Audit Regulation (2005) section 14).

The application for environment authorization was logged to NEMC on January 2016 and it was decided that the development needs a full EIA.

The main objectives for conducting the Environmental Impact Assessment is to ensure that Environment considerations are addressed and incorporated into the development decisions making process and to anticipate and avoid hence minimize the adverse significant environmental and social effects and enhance positive impacts of the development.

The EIA study was conducted in accordance with the approved scoping report and Terms of Reference (TOR) approved by NEMC as well as in accordance to EIA and Audit Regulations (2005) section 15. The EIA is attached here.

## 6. CONSTRUCTION PHASE

This phase will involve mobilization of construction materials, staff and equipment to the site including Purchase of Personal Protective Equipment. It will be followed by the construction of a fence wall using cement blocks, drilling of a bore well, constructions of the factory construction of sewerage systems, installation of electricity, machines and equipment and construction of storm water system.

Construction wastes will include rubles, package materials, top soils, unused paints and tins. Rubles and top soils will be used for filling the area. Those materials which will not be used will be collected and transported to dumping site. Liquid waste including sewage will be regenerated; they will be stored in cesspits and soak pits.

## 7. STAKEHOLDER INVOLVEMENT

Villagers are aware of the project because they were informed during land acquirement. They requested the Investor to make sure that residents get **first priorities** whenever there are employment opportunities and salaries should be paid in accordance to employment acts. They also requested the investor to help the area on social service including building one classroom, water well and must have good relations with the surrounding communities.

District management team informed the developer to pay high attention to Workers safety and health by providing the personal protective equipment (PPE) while at work place.

Solid wastes should be collected and transported to the public dumping place. The Liquid waste should be directed to the septic tanks which should be emptied frequently.

The project should not produce noise because noise has Psychological as well as physical effects. Vibrations should be at the minimal. The smoke should be directed to the air by the help if a tall chimney. Oil and grease should be kept at a safe place.

## **8. ENVIRONMENT AND SOCIAL IMPACT DURING CONSTRUCTION**

1. Project proponent will acquire land from locals for the proposed project. Loss of land to natives might lead to land shortages but also creation of money.
2. Vegetation will be cleared, soils will be loosened leading to soil erosion likelihood, but alternative land conservation methods shall be applied
3. Solid wastes generated from package materials and debris from construction materials.
4. Liquid waste from sewage pose health problems if not managed properly.

### **a) Description of the Proposal**

The project proposed to undertake activities including Construction and Operation.

### **b) Construction Phase**

This phase will involve mobilization of materials, Staff and equipment to the site including Purchase of Personal Protective Equipment. It will be followed by:

- Securing a building permit from the District Council
- Clearing grass, site leveling and trenching of a foundation
- Drilling of a bore well
- Construction of a fence wall using cement blocks
- Construction of the factory
- Construction of sewerage systems
- Installation of electricity, machines and other equipment
- Construction of storm water, surface spillages drainage channels and trenches

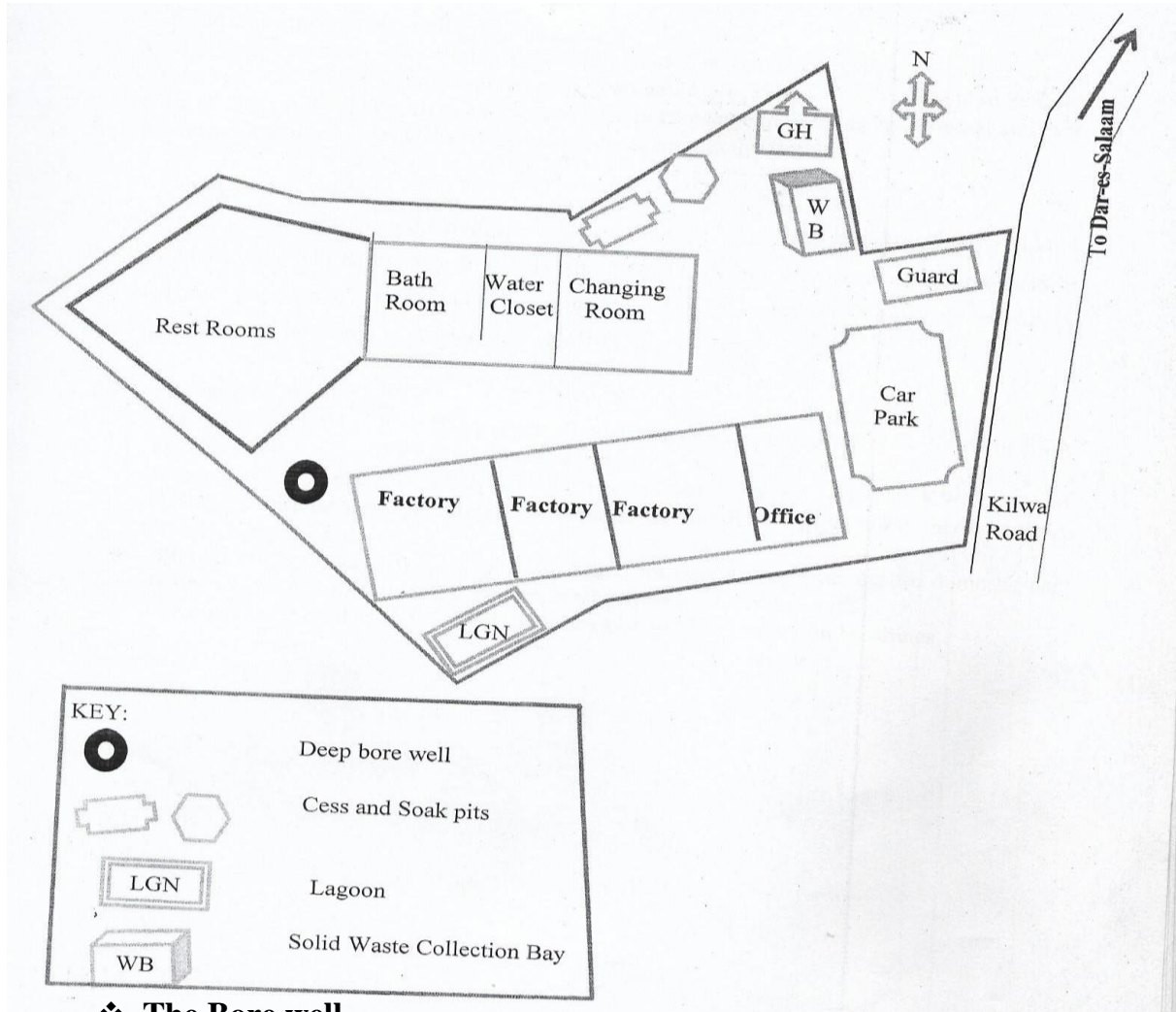
Construction will respect the site plan fig. 4 the Construction Materials such as sand, cement, timber, aggregates and decorating materials will be secured locally. The quantities of materials will be specified in bill of quantities (BOQ) during tendering process.

#### **❖ Storm water system**

Will be paved with concrete so as to avoid soil erosion. Storm water and rainy water collected from the buildings will be discharged into the channel directed to the existing road side drains.

❖ **The Rinse water Lagoon**

The Lagoon will be 1 meter deep, 3 meters wide and 4 meters long. The sides will be paved with concrete to prevent soil erosion and weeds from growing in them. The bottom will not be paved. The rinse water will be collected in the lagoon to cool, leach and evaporate.



❖ **The Bore well**

The bore will be drilled 150M deep. According to the hydrological research, plenty of water is available between 50 to 130M deep. The water is reliable, safe and fit for industrial and domestic use.

❖ **Building and fencing wall**

The fence and factory walls will be built of cement blocks. The building purling and rafters will be made from iron bars. Roofing will be done using corrugated iron sheets. Fans are going to be fixed on the top of the factory roof such that there will be free exchange of external and internal air in the factory, the main aim being provision of adequate ventilation in the factory.

#### ❖ **Construction wastes**

Construction wastes will include rubles, package materials, top soils, unused paints and tins. Rubles and top soils will be used for filling the site. Those materials which will not be used will be collected and transported to dumping site. Liquid waste including sewage will be generated; they will be stored in cesspits and soak pits.

**Table 7: Total costs for the project**

<b>Item</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>
<b>Operating Costs</b>	1,534,700,000	1,691,775,000	1,832,730,500	2,010,590,900
<b>Investment Costs</b>	1,940,000,000	0	0	0
<b>Total Costs</b>	<b>3,474,700,000</b>	<b>1,691,775,000</b>	<b>1,832,730,500</b>	<b>2,010,590,900</b>

**Table 8: Project Profit**

<b>Item</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>
<b>Revenues</b>	2,160,000,000	2,600,000,000	2,900,000,000	3,100,000,000
<b>Costs</b>	3,474,700,000	1,691,775,000	1,832,730,500	2,010,590,900
<b>Gross Profit</b>	<b>-1,314,700,000</b>	<b>908,225,000</b>	<b>1,067,000,000</b>	<b>1,086,409,000</b>

The payback period is year 2. In year 1 there is loss seen. Profit start to be seen in year 2.

#### **9. PROJECT LAYOUT**

The proposed project factory lay out is the one appropriate for the functional areas, however among the key functional areas of the facility will include the following:-

- Storage space for processing inputs
- Office space
- Production hall
- Storage of proposed products
- Social amenities space
- Ordinary stores
- Parking areas

#### **10. MANPOWER**

Estimate manpower according to the proposed organization set up has been **estimated at 200 Tanzanians and 8 foreign experts**. This again has been derived taking into account the types of activities that are intended to be undertaken.

## **MANAGEMENT SUMMARY**

The **MAXWEZA TANZANIA LIMITED** will start with **5 qualified** and experienced employees. An increase to **150 employees** will likely to be needed in Four to six months.

## **ORGANIZATIONAL STRUCTURE**

The **MAXWEZA TANZANIA LIMITED** shall have:

- A Lawyer who is going to handle legal matters and written agreements.

## **MANAGEMENT TEAM**

- Directors:** shall have overall responsibility for the implementation of the company's policy. In particular, they are responsible for ensuring the policy is widely communicated and that its effectiveness is monitored.
- Senior Manager:** are wholly accountable to the directors for the implementation and monitoring of the policy within the area of their specified responsibility.
- Administration Manager/ safety officer:** is a nominated manager responsible for coordinating effective safety and health policies and controls across the company.
- Accountant, project manager, drivers, technicians, translators and other employment

The company is organized into four main functional areas,

- Sales and marketing
- Finance and administration
- Logistic.
- Interpretation department
  - ❖ Managers/ supervisors
  - ❖ Directors
  - ❖ Environment programmed officer

## **The personnel plan**

The personnel plan indicates employees for each department as follows:-

➤ Administration	2
➤ Marketing	2
➤ Sales/ broker	2
➤ Accounts	2
➤ Drivers	3
➤ Technicians	3

Chinese, English, Swahili & Translators	1
➤ Senior Manager	1
➤ Administration Manager/ safety officer	2
❖ Quality assurance	1
❖ Expatriates (foreign employees)	5
❖ A nurse (red cross expert)	1
❖ Local employees	60

## **11. IMPLEMENTATION SCHEDULE**

It is estimated that the implementation period takes about **2 YEARS** to completion once the decision for implementation has been reached.

## **12. INVESTMENT STRUCTURE**

The Total Initial Investment in fixed assets and working capital is estimated at **1,045,000 USD**. The breakdown of which is as follows:-

**TABLE 12.1 INVESTMENT STRUCTURE**

<b>ITEM</b>	<b>USD</b>
<b>FIXED ASSETS</b>	
Land and Civil works	160,000
Machinery and equipment	735,000
Operational expenses	150,000
<b>GRAND TOTAL</b>	<b>1,045,000</b>

## **13. FINANCING PATTERN**

The Total Initial Investment of **1,045,000.USD** shall be financed as follows:-

**TABLE 13.2 FINANCING PATTERN BREAKDOWNS**

<b>SOURCE</b>	<b>USD</b>
<b>FIXED ASSETS</b>	
Equity (40%)	358,000
Long-term loan (60%)	537,000
<b>Sub Total</b>	<b>895,000</b>
<b>WORKING CAPITAL</b>	
Bank overdraft (75%)	112,500
Equity (25%)	37,500
<b>Sub Total</b>	<b>150,000</b>
<b>GRAND TOTAL</b>	<b>1,045,000</b>

#### **14. OPERATIONAL COSTS**

The structure of operating costs at full capacity is as given below. This level refers to the initial year in subsequently year they are expected to increase at the rate of 2%-5% per annum.

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>
Building Materials	700,000,000	770,000,000	847,000,000	931,700,000
Salaries and Wages	250,000,000	275,000,000	302,500,000	332,000,000
Electricity	84,000,000	94,000,000	100,000,000	111,000,000
Maintenance and Repairs	50,000,000	65,000,000	81,500,000	99,650,000
Advertisement	90,000,000	99,000,000	100,000,000	102,000,000
Royalties	135,000,000	148,500,000	163,350,000	179,680,000
Environmental Costs	65,000,000	65,000,000	65,000,000	65,000,000
Administrative Costs (3%)	44,700,000	49,275,000	53,000,000	58,000,000
<b>Total</b>	<b>1,418,700,000</b>	<b>1,565,775,000</b>	<b>1,712,730,500</b>	<b>1,899,590,900</b>

#### **15. FINANCIAL INDICATORS**

The financial indicator shows that the project is viable as hereafter confirmed here below:-

#### **16. BREAK-EVEN ANALYSIS 3<sup>rd</sup> YEAR**

The Break Even Analysis on the 2<sup>nd</sup> year of operation shows that Break Even Sales and Break Even Capacity of 30%

#### **17. INTERNAL RATE OF RETURN (IRR) AFTER TAX**

The Projects Internal Rate of Return after Tax is 30% well above the lending rate of 10% and 12% assumed for the long term loan and the bank overdraft.

#### **18. PAY BACK PERIOD**

This gives an estimated period from start of operation of the time when initial fixed investment is recovered through profits after tax and depreciation charges. The Payback Period for this undertaking estimated at around 4 years and 5 months.

#### **19. ECONOMIC ADVANTAGES**

On the basis of the above account the analysis has overwhelmingly proved that the Project is financial sound and techno-economically viable.

Furthermore the project has potential towards the earning of the **foreign currency**. It is hereby recommended that the Project be implemented; the envisaged undertaking will be Viable and Profitable if it is implemented early. However, there will be several social economic benefits that will apprehend in the course of operating this undertaking. These will include the following:-

- Expanded employment creation
- Expanded tax base
- Expanded capacity to earn foreign currency
- Transfer of knowledge

### **Company strategies**

The Proprietors plan is to adapt management and incremental growth strategy in maintaining and expanding the business as set out below:-

- To provide the best customer services by staying loyal and faithfully to the customers.
- To ensure there is a compliance with country regulatory and statutory laws ensuring timely payment of tax obligations.
- To maintain and continue to grow the business by Managing costs whilst increasing the number of clients.
- To generate sufficient profit becoming financially sustainable.
- To offer high quality and reliable product our customers.

### **20. CONCLUSION**

The project as shown in this study is valuable undertaking to both investors and country of Tanzania at large. A part from rigid assumption and pessimistic revenue projections contained in the study, the project has shown that it is capable of creating employment, generating foreign exchange, expanding the local and central Government tax base.

This project is in the line with the Government objectives of encouraging the private sector to contribute towards economic development of this country.

In addition it has positive impact in the development of the region as it generate number of benefits on the National economy such as reliable income, employment and various tenders of goods and service demanded by the project, workforce and their families.

In order to ensure prompt implementation of the project and achieving the anticipated impact number of the factor have to be taken into the account this will include the levels of the proposed investment in this project man power needs, machinery/ equipment, anticipated significant roles in the above mentioned sectors and in the overall status of the national economy and the proposed project area.

In the context of the immense useful potential of this project the management of the **MAXWEZA TANZANIA LIMITED** anticipated that all interested parties in the region/ and the Government of Tanzania will give their full support so as to ensure timely implementation of the project and apprehension of successfully operation.

The Environmental Impact Assessment study was carried out prior establishment of the pesticide products production.

The main aim of doing EIA was to ensure that Environmental consideration are addressed and incorporated into the development decisions making process.

The study revealed few adverse impacts including noise, Health and Safety, Oil, Solid and Liquid wastes. The Risks associated with this project includes Fire hazards from electrical misfields and other sources, accidents, repeated power breakdown and theft. All impacts were seen to be of short term and slight significant because they could be manageable to the required standards.

Potential position impacts to be accrued from the project will include improvement of economic status through wages, salaries, doing business near the project and contribution to social economic services. The impacts are of Long term and of high significant and can be enhanced.

Cost and Benefit analysis revealed that the project will start to return profit in the second year, thus the project is viable.

The study proposed several Environmental and Social Mitigation and enhancement measure. The proponent shall have to implement them.

Because the project is economically as well as environmental viable, it is therefore concluded that **PESTICIDE PRODUCTS** project could be implemented.

## **21. MARKETS AND MARKETING ASPECTS**

In this chapter an attempt is made to estimate the demand for, **MOSQUITO REPELLENT** for investors in the local and external market. The ultimate goal is to establish the current demand – supply gap and projections for the future.

## **22. ASSUMPTION**

In order to estimate the Demand and Supply for **MOSQUITO REPELLENT PESTICIDE PRODUCTS** within and outside the country, the following assumptions have been made:-

- **MAXWEZA TANZANIA LIMITED** is going to be one of big investor in this sector.
- Increasing in the demand of **mosquito repellent and pesticide products** for Africans will create money for investor and government at large.

## **23. DEMANDS FOR MODERN WARE HOUSES**

There is demand for **mosquito repellent and other pesticide products** due to the growing number of factories in East Africa (EA) and in the SADC Countries, following the various policies which were introduced for the purpose of improving living standard of their people

and encourage more investors through reduction of some cost in the process of establishing factories which reduces the price due to competition in the market.

#### **24. Project CAPACITY**

**After implementation the project will have 5 factories.**

25. The project is used by five investors with huge machines.

#### **26. CIVIL WORKS AND BUILDINGS**

The Proposed facility shall be located in appropriate Industrial mineral Location at **Mpeko ward, Mwanambaya village, Plot Number 01&02, Block A Mkuranga District, Pwani Region.**

#### **27. DESIGN CONCEPT**

The ultimate factory building has a well conducive and properly designed with enough space to cover all functional spaces such as processing hall, offices, raw materials storage, product storage and other social amenities space requirement. It is envisaged that on final completion the factory will have a Total built up area of 9,062 **square meter** or more.

- **A PARKING SPACE FOR THE FACTORY BUILDING**

The Plant area will have ample parking space adequate to accommodate several vehicles at any given time.

- **SOURCE OF WATER**

The source of Water for the **Site** will be from the **BOREHOLE (WELL)** underground water system, from THE MINISTRY OF WATER, WAMI/ RUVU BASIN, WATER GROUND Pwani. The design of the Water Supply will be based on the Ministry of Water Design Manual. Material specification for pipes and fittings will be according to the relevant standards.

- **STORM WATER DRAINAGE**

Road storm water drainage will be dealt separately during design of the parking space where by all the drainage structures will be considered.

Storm water runoff will be collected from the building by means of spouts and full boras through down pipes and will be discharged into the open channel and deposited into road side drains.

Also the some method/ channels will be used to dispose storm water run – off from car park and other facilities to the road side drains.

- **SEWARAGE SYSTEM**

Waste and foul water is collected from the building by means of UPV PVC pipes of different sizes e.g. 75mm and 150mm to the sewer lines.

## **28. MAN POWER REQUIREMENTS AND ORGANIZATION**

The success of the venture of this kind depends on the competence of the personnel recruited by the management; it is assumed that relevant personnel with requisite skills shall be available within the country. There will be a need of the recruiting expatriates in some key positions.

The overall in charge, responsible of the day to day operations will be the project manager who in turn is answerable to the board of directors.

## **29. MAN POWER REQUIREMENTS**

Based on the proposed organization structure the Project will initially employ a Total of **85** people where by **5** will be experts and all **150** the remaining will be Tanzanians. However it is anticipated that by the time the project attains maturity the envisaged employees will employ **300** people.

## **30. RECRUITMENT AND TRAINING**

All staff will be recruited at least one month before the factory operations are commenced.

## **31. TRAINING**

The management of the factory would strive to employ competent and qualified personnel in the Production line. To reduce costs few senior staff will be trained at the selected locally available institutions. All other supporting staff will be trained on the job. However it is expected that most of them will have some basic knowledge and experience in manufacturing business.

## **32. IMPELENTATION SCHEDULE**

Both local and external factors have been taken into account when drawing out the proposed schedule of implementation. PROJECT such as finalization of civil works, acquisition of machinery and equipment, recruitment of qualified personnel and other factors have been put into consideration.

## **33. PRELIMINARY FORMALITIES**

On the finalization of the study duration of about 2 weeks will be needed for executive of the Preliminary formalities of the Project.

- **Plot Development Undertaking**

These will comprise of activities such as Plot clearing, carrying out construction of drainage channels, even though the houses for workers has already constructed. They will take 4months to be complete.

- **Construction of the Buildings**

This undertaking will require a period of 8-18 months to completion.

- **Trial Runs**

Upon completion of the installation of machinery and equipment then will follow trial runs of the unit. This will take about 4 weeks.

- **Commercial Production**

On completion of the trial runs then will follow commercial production.

### **34. ASSUMPTIONS**

- The project construction time is assumed to be **two year**.
- The economic life of the project is 100 years.
- The currency exchange rate of Tshs. **2,600/=** to be one **US\$** has been adopted.
- Re-investment in vehicles shall be done after every four.

### **35. OWNER'S EQUITY**

The owners shall finance 25% of the cost of working capital and 40% of the fixed assets costs.

### **36. BREAKDOWN ON THE OPERATING EXPENSES**

The main cost items will include raw materials, salaries and wages, vehicles running expenses, electricity, water, Insurance, maintenance of machinery and equipment/ furniture and fittings and administrative overheads.

- **Depreciation**

Depreciation rates have been calculated as follows:-

Building and Civil works	5% Straight Line
Vehicle	25% Straight Line
Pre-operational Expenses	20% Straight Line
Equipment	12.5% Diminishing Value

Total depreciation charges in year one is Tshs. 43,125 decreasing steadily to Tshs. 10,459 in year 10

- **Tax**

Corporation tax is charges at 30% on profits before tax.

### **37. FINANCIAL AND ECONOMIC ANALYSIS**

The prices of inputs and outputs are assumed to remain constant over the life of the project i.e. 10 years. However, in case of changes in the costs of inputs, to maintain the desired profit margin, the prices of the outputs will be accordingly adjusted.

### **38. INCOME**

The project's income in the first year is estimated to average in Tshs. 49,634,000 rising to 74,635,586 in years 5 onwards.

### **39. EXPENDITURE**

The expenditure items are as indicated in the operating costs. They include all costs items plus depreciation and financial charges. These are listed in Appendices 8: A:

### **40. PROJECTED INCOME STATEMENT FOR THE YEARS 2024 TO 2028**

The following is the management's projections of financial performance (income statement) for the year 2024 to 2028 with the effect of loan facilities. Revenues are expected to be growing by 20% throughout the years. Operating expenses is projected to increase by an average of 12% per year until the end 2028. Basing on the above projections, here is the year's projected income statement of the business.

<b>Description</b>	<b>2028</b>	<b>2027</b>	<b>2026</b>	<b>2025</b>	<b>2024</b>
	<b>TZS '000'</b>	<b>TZS '000'</b>	<b>TZS '000'</b>	<b>TZS '000'</b>	<b>TZS '000'</b>
Revenues	3,932,161	3,510,858	3,134,695	1,091,948	-
Direct expenses	2,300,314	2,053,852	1,833,796	638,790	-
<b>Gross Profit</b>	<b>1,631,847</b>	<b>1,457,006</b>	<b>1,300,898</b>	<b>453,158</b>	-
<b><i>Expenses:</i></b>					
Administrative Expenses	221,212	210,678	200,645	191,091	-
Marketing and Promotion	314,573	280,869	250,776	87,356	-
Staff Costs	51,517	49,064	46,727	44,502	-
Audit Fee					
interest on Term Loan	101,489	108,660	115,151	121,028	-
Interest on Overdraft	50,234	83,723	139,539	232,565	-
Depreciation	160,331	204,905	264,337	343,579	445,555
<b>Total Expenses</b>	<b>899,355</b>	<b>937,898</b>	<b>1,017,175</b>	<b>1,020,121</b>	<b>445,555</b>
<b>Profit before taxation</b>	<b>732,491</b>	<b>519,108</b>	<b>283,723</b>	<b>(566,962)</b>	<b>(445,555)</b>
Income tax	219,747	155,732	85,117	-	-
<b>Profit for the year</b>	<b>512,744</b>	<b>363,376</b>	<b>198,606</b>	<b>(566,962)</b>	<b>(445,555)</b>

### **41. PROJECTED FINANCIAL POSITION STATEMENT AS AT END OF YEAR 2024 TO 2028**

Most of the balance sheets items will keep on increasing as the business continue to operate on its normal operating cycle. At the moment the only noncurrent assets owned by the business is furniture and fittings and Motor Vehicles Only. Here is the business's projected Statement of Financial Position as at the end of year 2024 to 2028

Description	2028	2027	2026	2025	2024
	TZS '000'	TZS '000'	TZS '000'	TZS '000'	TZS '000'
<b><u>ASSETS</u></b>					
<b><u>Non-current assets:</u></b>					
Property, plant and equipment	705,474	865,805	1,070,710	1,335,047	1,678,625
<b>Total Non-Current assets</b>	<b>705,474</b>	<b>865,805</b>	<b>1,070,710</b>	<b>1,335,047</b>	<b>1,678,625</b>
<b><u>Current assets:</u></b>					
Stock	805,110	718,848	641,829	223,576	-
Debtors and other receivables	983,040	877,714	783,674	272,987	-
Cash at Bank & Hand	269,458	192,378	447,698	1,979,220	146,170
<b>Total Current Assets</b>	<b>2,057,608</b>	<b>1,788,941</b>	<b>1,873,201</b>	<b>2,475,783</b>	<b>146,170</b>
<b>TOTAL ASSETS</b>	<b>2,763,082</b>	<b>2,654,746</b>	<b>2,943,911</b>	<b>3,810,830</b>	<b>1,824,795</b>
<b><u>EQUITY &amp; LIABILITIES</u></b>					
<b><u>Current liabilities</u></b>					
Trade payables	260,444	217,037	180,864	150,720	125,600
Bank Overdraft	558,155	930,258	1,550,430	2,584,050	-
	<b>818,599</b>	<b>1,147,295</b>	<b>1,731,294</b>	<b>2,734,770</b>	<b>125,600</b>
<b><u>Non-Current liabilities</u></b>					
Term Loan	972,624	1,048,337	1,116,878	1,178,927	1,235,100
	<b>972,624</b>	<b>1,048,337</b>	<b>1,116,878</b>	<b>1,178,927</b>	<b>1,235,100</b>
<b><u>Equity</u></b>					
Shareholder Contributions	909,650	909,650	909,650	909,650	909,650
Retained earnings	62,208	(450,536)	(813,911)	(1,012,517)	(445,555)
	<b>971,858</b>	<b>459,114</b>	<b>95,739</b>	<b>(102,867)</b>	<b>464,095</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,763,082</b>	<b>2,654,746</b>	<b>2,943,911</b>	<b>3,810,830</b>	<b>1,824,795</b>

#### **42. PROJECTED SHEET: FOR THE END OF THE YEAR 2024 TO 2028**

<b><u>ASSETS</u></b>						
<b>NON CURRENT</b>	<b>NOTE</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
		<b>"000"</b>	<b>"000"</b>	<b>"000"</b>	<b>"000"</b>	<b>"000"</b>
Property, plants and equipment		705,474	865,805	1,070,710	1,335,047	1,678,625
<b>TOTAL NON CURRENT ASSETS</b>		<b>705,474</b>	<b>865,805</b>	<b>1,070,710</b>	<b>1,335,047</b>	<b>1,678,625</b>
<b><u>CURRENT ASSETS:</u></b>						
Inventory		805,110	718,848	641,829	223,576	51,271
Debtors and Prepayments		983,040	897,714	783,674	272,987	46,175
Cash and Bank balance		269,458	192,378	447,698	1,979,220	48,724
<b>TOTAL CURRENT ASSETS</b>		<b>2,763,082</b>	<b>2,674,745</b>	<b>2,943,911</b>	<b>3,810,830</b>	<b>1,824,795</b>

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## **EQUITY AND LIABILITIES:**

### **Current Liabilities:**

Trade Creditors and Accruals	260,444	217,037	180,864	150,720	100,600
Bank overdraft	558,155	930,258	1,550,430	2,584,050	25,000
Term Loan (non-current liabilities)	972,624	1,048,337	1,116,878	1,178,927	1,235,100
	<b>1,791,223</b>	<b>2,195,632</b>	<b>2,848,172</b>	<b>3,913,697</b>	<b>1,360,700</b>

### **FINANCED BY:**

Shareholder contributions	909,650	909,650	909,650	909,650	909,650
Retained earnings	62,208	(450,536)	(813,911)	(1,012,517)	(445,555)
	<b>971,858</b>	<b>459,114</b>	<b>95,739</b>	<b>(102,867)</b>	<b>464,095</b>

<b>TOTAL EQUITY AND LIABILITY</b>	<b>2,763,081</b>	<b>2,654,746</b>	<b>2,943,911</b>	<b>3,810,830</b>	<b>1,824,795</b>
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## **43. FINANCIAL INDICATORS**

Financial indicators showing the financial viability of the project are summarized below:

- **Internal Rate of Return (IRR) After Tax**

This is estimated at 30% well above the lending rate of 10% and 12% for long term and bank overdraft respectively used for the study.

- **Payback Period**

This has been computed and found to be 4 years 5 months.

- **Break-even Analysis: 3<sup>rd</sup> Year**

The break-even analysis in the 2<sup>nd</sup> of operation shows breakeven sales at Tshs. 1,635,586 and breakeven capacity of 30%.

## **44. SENSITIVITY ANALYSIS**

A sensitivity analysis has been carried out on the project's IRR responsiveness to changes in sales prices, operating costs, or initial investment. And the result of the sensitivity analysis has shown that the IR is more sensitive to changes in sales prices than changes in either operating costs or initial investment.

## **45. ECONOMIC BENEFITS OF THE PROJECTS**

The economic benefits of the project to the Mkuranga District, Pwani Region and Tanzania as whole are as follows:-

- a) Contribution to 50 employees in the project.
- b) Provision of income to People by increase the demand for services and goods with regard to welfare of the people and their families.
- c) Poverty alleviation in the Pwani Region and Tanzania as whole through direct income, medical and other social benefits that Management will provide.

- d) Setting up this project in the Pwani is the strategy of poverty alleviation, which emphasizes the creation of job opportunities.
- e) Expanded tax base to the Treasury and local Government authorities and generation of substantial income to the Government. The Government earns considerable revenue from the production factory in terms Tax collections.
- f) Opportunity for increasing Foreign Exchange Earnings through export of some of the Plants products to the neighboring countries.

#### **46. CONCLUSION**

The investment and development of the factory is in line with the Government policies which places special emphasis on initiating/ setting up of various factories in the Country. In addition, it will have a positive impact on the development of the Region, as it would generate a number of benefits and reliable income for the employees of the company and providers of the services and goods demanded by these workers/ their families.

This document has provided a full analysis on the financial, Techno-economic viability on the establishment/ operation of the processing Undertaking, along with the financing requirements/ parameters have been considered and it has been established that the proposed project is technically sound, financially viable and economically/ socially beneficial.

However, in order for this project to be implemented and the production targets to be achieved as planned, several factors have to be taken into account. This will include consideration of the level of investments in this project, the roles of the Industries in the context of the overall National Economy.

The management anticipates that all interested parties in the Pwani region and the Government of Tanzania at large will give their full support so as to ensure timely implementation of the project and apprehension of successful operation.