

AGMT Limited — Business Plan 2025–2030 (Revised Extract)

Updated per client instructions: remove Dodoma development, add loan financing, investment breakdown, projected cash flow, and project deferment.

Executive Summary (Revised)

AGMT will develop a Grade A logistics and bonded warehousing hub anchored in **Kurasini (Dar es Salaam)**, with expansion focused on **Mbeya/Songwe (Tunduma corridor)** for Copperbelt flows. **All prior references to “Dodoma” are deleted.** Primary financing will be via a **bank term loan** facility.

Investment Breakdown (Initial USD 2,000,000)

Land acquisition & statutory approvals	USD 350,000
Design, EPC mobilization & professional fees	USD 150,000
Civil works & superstructure (Phase 1 – 20,000 sqm shell & core)	USD 1,000,000
Material-handling equipment (forklifts, racking, weighbridge)	USD 300,000
WMS/IT (RFID/barcode, client portal, networking & CCTV)	USD 80,000
Working capital (initial ops, utilities, HSE, insurance)	USD 120,000
Total	USD 2,000,000

Source of Financing (Added)

Primary: Bank **term loan** facility totaling **USD 2,000,000** structured as:

- **Tenor:** 6 years (12-month interest-only grace; 5 years amortization)
- **Interest:** 12% p.a. (indicative) on reducing balance
- **Security:** Fixed/floating charge over assets; assignment of receivables; DSRA (3 months debt service)
- **Disbursement:** 60% at civil works mobilization; 40% at superstructure & equipment stage

Strategic Objectives (Edited to remove Dodoma)

- 1) Develop **100,000 sqm** by 2030 (20k sqm in 2026; 50k sqm in 2028; 100k sqm in 2030).
- 2) Operate **two TRA-licensed bonded warehouses: Kurasini (2026) and Mbeya/Songwe (2027).**
- 3) Deploy WMS with $\geq 95\%$ RFID/barcode coverage and client portal by **Q2 2026.**
- 4) Reach **USD 8M** revenue in Year 5 (18–22% margin).
- 5) Expansion focus: **Mbeya/Songwe transit hub** aligned to the Copperbelt (no Dodoma).

Operations Plan (Edited to remove Dodoma)

- **Phase 1 (2025):** Land, permits (TRA/TISEZA as applicable), design & EPC procurement for Kurasini; lender due diligence and first drawdown.
- **Phase 2 (2026–2027):** Build & commission **Kurasini** (bonded status), go-live WMS, key SLAs.
- **Phase 3 (2028–2030):** **Mbeya/Songwe** transit hub; cold chain and second bonded facility; scale to 50k–100k sqm.

Projected Cash Flow (USD)

	Y1	Y2	Y3	Y4	Y5
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Revenue	0	1,200,000	3,000,000	3,600,000	4,200,000
Operating expenses	(200,000)	(300,000)	(400,000)	(500,000)	(600,000)
EBITDA	(200,000)	900,000	2,600,000	3,100,000	3,600,000
Capex	(800,000)	(600,000)	(1,000,000)	(1,200,000)	(1,000,000)
Loan drawdown	1,200,000	800,000	—	—	—
Interest (12%)	(144,000)	(240,000)	(192,000)	(144,000)	(96,000)
Principal	—	(400,000)	(400,000)	(400,000)	(400,000)
Net cash flow	56,000	460,000	1,008,000	1,356,000	2,104,000
Cumulative cash	56,000	516,000	1,524,000	2,880,000	4,984,000

Financial Plan (Edited highlights)

Maintain headline revenue targets and margin pathway from the original plan; cash flow now explicitly shows debt service capacity and working capital needs. Update “Funding Sources” to show **Bank Term Loan (primary)**; equity/DFI remain optional.

Project Deferral (Added)

To preserve capital and covenant headroom, AGMT may **defer** subsequent phases if any of the following occur:

- **Permitting/land or lender disbursement delay** >90 days beyond long stop dates.
- **Material cost inflation** >15% vs. EPC baseline or **revenue realization** <75% of plan for two consecutive quarters.
- **Macro regulatory changes** materially affecting bonded operations or corridor flows.

Deferment mechanics:

- Board resolution to **pause capex commitments** beyond already awarded works; maintain essential HSE and preservation works only.
- Notify lenders and revise **drawdown schedule**, shifting capex to the next available window without default; adjust DSRA sizing accordingly.
- Rebaseline timeline and KPIs; resume upon clearance of the trigger and confirmation of liquidity (12 month forward DSCR $\geq 1.3x$).
- Deferment does **not** affect employees’ statutory rights or compliance duties.

This revised extract supersedes prior versions with Dodoma references. Prepared for client submission.