



Mafia Island, Dongo Village - Tanzania



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# BUSINESS PLAN

**Mafia Island Accommodation & Selling Ltd.**

**Dongo Plot, Mafia Island, Tanzania**

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**Date: October 2025**

## 1. Executive Summary

Mafia Island Accommodation & Selling Ltd. proposes a sustainable tourism and real estate development project located on Mafia Island, Tanzania.

The project includes the construction of **48 fully furnished, self-sufficient eco-bungalows** supported by restaurants, medical facilities, leisure areas, a supermarket, and community spaces. The development will follow strict ecological guidelines, using solar power, water recycling, and environmentally friendly construction materials.

The total investment is **USD 3 million**, funded through USD 100,000 equity and stepwise investor contributions secured through a **legal escrow account**. Upon completion, the project will create **80–100 permanent local jobs** and generate long-term economic benefits for Mafia Island.

## 2. Company Description

**Company Name:** Mafia Island Accommodation & Selling Ltd.

**Location:** Dongo Plot, Mafia Island, Tanzania

**Business Sector:** Tourism, Hospitality, Real Estate

**Legal Status:** Tanzanian-registered company

### Mission Statement

To develop an eco-friendly, community-oriented hospitality project that promotes sustainable tourism and empowers the local population of Mafia Island through employment and longterm economic participation.

### Vision

To become one of Tanzania's leading eco-resort developments and a model for environmentally conscious tourism in East Africa. **Core Values**

- Sustainability
- Community integration
- Transparency
- Environmental protection
- Quality hospitality services



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### 3. Project Description

#### Project Overview

The project involves the development of a mixed-use eco-resort consisting of:

- **48 autonomous eco-bungalows** (solar-powered, water-efficient, fully furnished)
- **1 main restaurant & café**
- **Community spaces** (shared kitchen, lounge, village market zone)
- **Recreational areas** (swimming pool, beach area, quad rental station)
- **Medical and first-aid facility**
- **Supermarket / minimarket**
- **Administrative offices**

#### Land Development

- Land area: **73,000 m<sup>2</sup>**
- Lease period: **99 years**
- Location advantages:
  - Direct proximity to the Marine Park
  - Natural beaches
  - Growing tourist demand
  - Low competition in eco-accommodation

#### Sustainable Components

- 100% solar energy
- Natural wastewater treatment
- Local building materials
- Plastic-free operations
- Community training programs

### 4. Market Analysis

#### Industry Overview

Tanzania attracts over **1.5 million international visitors annually**, with sustainable tourism rapidly expanding. Mafia Island is one of the country's most pristine and least commercialized destinations, attracting tourists seeking authentic, nature-based experiences.

#### Market Demand

High demand for:

- Eco-friendly lodges
- Long-stay digital nomad housing
- Adventure tourism (diving, snorkeling, whale shark tours)
- Environmentally conscious investments



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## Competition

Mafia Island has fewer than 10 active lodges, most operating below international ecostandards. The growing trend of eco-travel provides substantial competitive advantage for a sustainably designed resort. **Target Markets**

- European & American tourists
- Long-stay visitors and digital nomads
- Real estate investors
- Retirees seeking tropical residence
- Domestic adventure tourists

## 5. Investment & Financing Plan

### 5.1 Total Investment Requirement

≈ USD 3,000,000

#### Cost Breakdown

Cost Item	USD Amount
Land lease (99 years incl. fees)	120,000
Site development (roads, solar infrastructure, water systems)	180,000
48 Eco-bungalows @ USD 50,000 each	2,400,000
Common facilities (restaurants, pool, minimarket)	200,000
Legal, certification, escrow	30,000
Marketing & sales	20,000
<b>TOTAL</b>	<b>≈ 3,000,000 USD</b>

### 5.2 Financing Structure

- **Owner Equity:** USD 100,000
- **Investor Capital:** USD 2,900,000 (in controlled tranches)
- **Escrow System:** All investor contributions held in a **German lawyer's escrow account**.
  - Ensures full transparency
  - Funds released only after milestone verification
  - Protects investors from construction or operational risk



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## 6. Five-Year Financial Projection (2026–2030)

### Key Assumptions

- Average occupancy: **60%** (increasing to 72% by year 5)
- Daily rate: **USD 120**
- Operating costs: **35% of revenue**
- Inflation adjustment: 3% annually

### 6.1 Projected Profit & Loss Summary

Year	Occupancy	Total Revenue (USD)	Operating Cost (35%)	Net Profit (USD)
Year 1 (2026)	60%	1,248,000	436,800	811,200
Year 2 (2027)	63%	1,285,440	449,904	835,536
Year 3 (2028)	66%	1,324,003	463,401	860,602
Year 4 (2029)	69%	1,363,723	477,303	886,420
Year 5 (2030)	72%	1,404,634	491,622	913,012

### 6.2 Cumulative 5-Year Net Profit

**USD 4,306,770**

### 6.3 Break-Even Analysis

- Investment: USD 3,000,000
- Net annual profit (Year 1): USD 811,200
- **Break-even achieved in Year 4**



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## 7. Human Resources Plan

### Construction Phase (Years 1–2)

- 40 construction workers
- 10 skilled technicians
- 5 administrative staff
- 20 service staff
- 10 administrative staff
- 5 technical staff
- 5 management

**Total permanent jobs: 80–100**

### Local Community Integration

- Priority hiring from Mafia Island
- Training programs in hospitality and eco-tourism
- Long-term skill development

## 8. Legal Framework

- Registration with **Tanzania Investment Centre (TIC)**
- Signing of **99-year lease agreement**
- Approval of **sub-lease contracts** for investors
- Full **Environmental and Social Impact Assessment (EIA)**
- Local construction and land permits from **Mafia District Council**

## 9. Opportunities and Risks

- Rapid growth in sustainable tourism
- Supportive investment climate
- Strong community value creation
- First-mover advantage on Mafia Island
- Permitting delays
- Currency fluctuations
- Natural and environmental events

### Mitigation Strategies

- Escrow-secured investor funds
- Comprehensive insurance packages
- Reserve funds
- Flexible pricing strategy



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## 10. Conclusion

This project strategically aligns ecological conservation, local community empowerment, and sustainable economic growth. With a strong financial structure, transparent investor protection, and deep integration within the Mafia Island community, the development stands to become a flagship model for eco-tourism in Tanzania.

**Mafia Island Accommodation & Selling Ltd.** is fully prepared to meet investment requirements, collaborate with the government, and contribute significantly to Tanzania's hospitality sector.



MAFIA ISLAND  
Accommodation & Selling Co.Ltd