



**BUSINESS CONCEPT**

**&**

**FEASIBILITY PLAN**

**FOR**

**PROPOSED EXPANSION OF FAMCO SEED  
LIMITED**

**SEED PROCESSING PLANT**

**PREPARED BY**

**M/s FAMCO SEED LIMITED,**

**MANYARA, TANZANIA**



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## **EXPANSION OF FAMCO SEED LIMITED SEED PROCESSING PLANT LOCATED AT MANYARA, TANZANIA**

### **1. BUSINESS EXPANSION CASE PROPOSAL**

This Business Expansion Case Proposal has been prepared by **M/s FAMCO Seed Limited** for proposed expansion of their Seed Processing Plant Project located in Manyara, Tanzania.

The Business Expansion Plan and Proposal has been prepared to manifest and analyze the financial and other resources required for the implementation of the proposed business and also assess its economic viability and commercial viability for presentation to the Shareholders of M/s FAMCO Seed Limited and external parties including financial institutions, the revenue authority and potential investment partners. Key to this presentation is the allocation of funds so as to supplement the equity contribution.

### **2. COMPANY'S BACKGROUND**

**M/S FAMCO Seed Limited** is a private company registered / incorporated in Tanzania by Registrar of Companies.

Famco Seed Limited was established for the purpose of growing and promoting high quality seeds, develops its seed market and ensuring the use adoption rate amongst the farmers is increase so as to make improved agriculture sustainable, profitable and viable venture.

Famco Seed Limited has two farms, each with 99 years of lease hold, different Title Deeds and acres, Magugu ward, Babati in Manyara Region. The altitudes range between 1000-2300 meters above sea level (ENC, 2001)

The Titles are all registered in the name of the shareholders. The units are situated 30 km before Babati town and 150 km from the Arusha. The total farm, measuring 500 acres will be used for maize cultivation, other cereals and sugarcane.

The Company is owned and operated by six family members, of which one member has taken 50 share and the rest have each taken 10 shares.

The mission is to produce and sell maize seed, maize food, sugar cane and other cereal grains for seed Companies and the local market.



The choice of maize is due to the fact that it is a major cereal, consumed in the Country and plays a dominant role as a source of calories in the majority of Tanzanian's diets. Moreover and there is a high propensity for growth.

Local maize production lacks large scale farmers with reliable irrigation system to cover two seasons per year.

According to the Strategic Grain Reserve reports, the annual national per capital consumption amounts to 97.31 kgs. Translated into total current annual demand, it means to 4,228,343 tons against 3,326,200 tons produced in 2008/09.

The Country's demand of maize, beans and oilseeds is 150,000 metric tonnes. This is based on 60% of 10,000,000 hectares planted annually at the rate of 25 kgs of seeds per hectare, 125 kgs per hectare is 60,000,000 kilos while the current supply is only three million kilos(3,000,000kg). .

In response to this growing demand, the Shareholders of Famco Seed Limited decided in 2006 to best utilise the quality and quantity of its assets through the production of maize seeds on its farm (500 acres) located at Magugu, Babati District, in Manyara region

Famco's initial-phase of irrigation maize seed farming covered 300 acres of flat land situated at Magugu in Babati within the river basin area. The river basin is an important source the areas' freshwater for irrigation.

The farm has been developed into an irrigated commercial farming operation - a process involving the establishment of an irrigation system, acquisition of irrigation equipment. It already has the necessary infrastructure for growing, and storage of maize and other commodity grains.

The existing soil types and availability of quality irrigation water from Dudumera river make it possible to grow many crops throughout the year.

The rainfall in the area is unimodal rain patterns, that is, one rainy season: The Masika rains (long rains) from mid-November through to May. The farm area and the surrounding sites receive an annual rainfall of 500 to 1,200 mm which is insufficient for crops cultivation through rain-fed farming considering the the increased usage demand by up-stream and down-stream users.

During the first year, after installation of the irrigation system, production on the designated 300 acres was focused on maize (seed) during and after the rain season. Other crops like beans, lablab, and sugarcane continue to be grown on the remaining 200 acres.



Maize does have the highest margin, especially the seed type and production is relatively risk free with the marketing of large quantities is easy. Maize seed is sold to seed Companies ex-farm gate or transported to markets and sold to seed sellers. However, given its high demand, most of it is sold ex-farm gate.

Besides this, the Company has a number of operating equipment such as tractors, air seeders, trailers, harrow plough, Harrows, ploughs, wibro-flex, sub-soilers, seed cleaners, winnow machine, generates, trucks, pick-ups and hard tops etc.

### **3. MARKET POTENTIAL**

Agriculture is the lifeblood of the Tanzania's economy, employing about 80% of the population and contributing as much as 45% to the gross domestic product. The average farm size for the majority of small scale farmers is between two and five hectares.

This clearly represents an opportunity for our organization to not only do profitable business but also provide high quality seeds which are the backbone of agriculture and agricultural activities in the country.

This is also informed by below key factors as analyzed by the company.

#### **Production**

- Latest data on food consumption patterns and quantities shows that maize is the dominant source of calories and the most popular food item. Furthermore, the Strategic Grain Reserve Reports show that the annual national per capita consumption of maize on the mainland is estimated to be over 100 kg.
- Tanzania has proven to have an excellent climate and plenty of virgin first class land suitable for growing cereals. The range of altitudes and the existing soil types make it possible for many varieties of cereals to be grown in several regions of the country. History shows that the area has never used fertilizer before but continue to produce cereals with higher yields.
- The availability of fresh irrigation water not only raises the yield of specific crops but guarantees effective crop growing period in areas with dry seasons, thus permitting multiple cropping (two or three, sometimes four, crops per year) where otherwise, only a single crop could be grown.



- That FSL farm at Magugu has a potential of 500 acres of irrigable land. It has water right amounting to 2.5cusecs that allows water to be drawn from Dudumera River through the use of pumps from a distance of 1.4 km;
- Seed production in the country is relatively small and stagnant with imports dominating the market - a perverse situation considering the vast agricultural potential of the country. Its contribution to the National economy is very insignificant.
- Dudumerai River is all weather river. The Dudumera River originates from Kiru escarpment and forms the main river course that flows in the north direction towards Lake Manyara.
- Given that farm area which is a bowl like formation and floods in heavy rains, suggests that the site sits on an extensive entrapped volume of ground water. This means that the area has significant ground water potential. The strategy would to have about 4 boreholes at strategic points to supplement water from the river during the dry seasons. This will ensure water resources are sufficient to permit realiable irrigation farming throughout the year.
- Irrigation production initiatives is an important aspect of managing risks and reducing vulnerability. The limiting factor for local cereal production is lack of large scale farmers with reliable irrigation systems and modern production technology. FSL intends to produce up to 1,200 mt of maize seed and maize food by using 200 acres (two seasons, per year). This will generate about an extra Tshs 216 million in the first year of expanded operations.

## **Business Environment**

- **Ease of Doing Business:** Tanzania has been making efforts to improve its business environment. Simplified regulatory procedures, investment incentives, and a stable political climate can attract both local and international businesses to set up operations. This provides an opportunity to increase seed production and sell to overseas markets.
- **Industrialization Agenda:** Tanzania's industrialization agenda aims to boost manufacturing and processing activities. This shift will increase the demand for agricultural and food related industries. This therefore presents an exciting opportunity for our organization.



#### **4. THE COMPANY'S EXPANSION OBJECTIVES**

##### **Proposed Expansion Plans for the Seed Processing Plant**

The farm is already in operation, it is the intention of the Company to expand the volume of production of maize seed and maize food by growing in two seasons. Experience and market may, therefore, lead to changes in crops and seeded area. Intensive conventional production will expand progressively.

The proposed expansion plans for the FAMCO Seed Processing Plant are as below:

##### **Purchase of New Equipment and Machinery**

The proposed expansion development for the Seed Processing Plant for FAMCO Seed Limited aims to create a state-of-the-art facility that supports modernized seed production facilities.

The project was started in the Year 2006 and there have been a lot of changes technologically in the industry globally. As such to be internationally competitive, a re-investment in the project has to be done.

This will focus on two key areas namely:

- **Investment in farm infrastructure and irrigation systems**
- **Procurement of equipment and modernized machinery**
- **Procurement of motor vehicles to boost regional marketing and outreach efforts**

Drawing inspiration from like-minded projects globally, the infrastructure at FAMCO Seed Processing Project will prioritize the establishment of modern eco-friendly solutions, leveraging on ICT and modern seed processing techniques.

The development will also include environmentally sustainable features to support energy efficiency and reduce the carbon footprint of the project.

Ultimately, FAMCO Seed Processing Project aims to be a catalyst for economic transformation, creating employment opportunities and attracting both local and foreign investments.

With a strategic focus on both local and export-led growth, the development is set to position the FAMCO Seed Processing Project as a key player in enhancing Tanzania's seed output and increasing its competitiveness in the global market



**M/s FAMCO Seed Limited** has the following objectives in the expansion of their Seed Processing Plant Project.

- ❖ To provide high quality plant seed in the United Republic of Tanzania which is a critical component for the agricultural sector;
- ❖ To promote the availability of high quality seed at affordable pricing to all our clientele;
- ❖ **Job creation as the company will create employment opportunities;**
  - **Contract for Expansion of the facility will be given to local Tanzania company to ensure 100% use of local labor, 100% use of local raw material and local 100% use of local content;**
  - **Top priority on employment will be given to Tanzanian Citizens as we seek to provide jobs and opportunities locally.**
- ❖ Skill development (Transfer of knowledge/human resources development) through on job training;
- ❖ Income generation;
- ❖ Improve their social welfare equally important the company contribute to the government revenue through taxes and other levies.

**Job Creation and Value Addition to the Community**

The Executive Management of M/s FAMCO Seed Limited strongly believes in job creation as well as value addition in the supply chain for the benefit of Tanzanian Citizens.

This has been achieved as below:

S/No	Item	Detailed Statement and Status to date
01	Job Creation	Since its inception, the shareholders and executive management of FAMCO Seed Limited believes in job



		<p>creation and empowerment of Tanzanian Citizens in jobs and opportunities available at the Seed Processing Plant. To this end we have devised clear policy that our employment policy should always consider local Citizens at all times.</p>
<b>02</b>	<b>Training and Development</b>	<p>The provision of education, training and personal development is one of those areas of our business where we have an opportunity to put something back into the local community by increasing the overall level of industry skills and knowledge and thereby increasing job prospects for individuals; thus creating increased wealth and prosperity for the longer term. Of course, this is not purely altruistic on the part of FAMCO Seed Limited, there is also a need to bring-on, young, well trained people into the industry who can help FAMCO Seed Limited, grow its own business for the future.</p> <p>We have here an opportunity to utilise some of the revenues gained from the FAMCO Seed Processing Project to develop this training facility; which will directly support local communities and local businesses through an increased potential for higher skilled, higher paying careers for a significant number of young people from those local communities, thereby creating wealth and reducing local unemployment.</p>
<b>03</b>	<b>Taxes and Duties as a Responsible Corporate Citizen</b>	<p>We believe a real opportunity exists here to establish a new high quality modernized Seed Processing Plant. A strong local presence which will focus on the highest levels of Service Delivery for both local, regional and international customers, ensure ongoing investment in the latest equipment, technology and processes and a provider with the ability to introduce a new era in quality within the Tanzanian and Regional Agricultural Sector.</p> <p>As a responsible Corporate Citizen, this will generate both direct and indirect taxes as well as levies such as Service Levy, WHT, Billboard Revenues, PAYE, SDL, Corporate taxes which leads to added revenue to Government and Local Municipality</p>



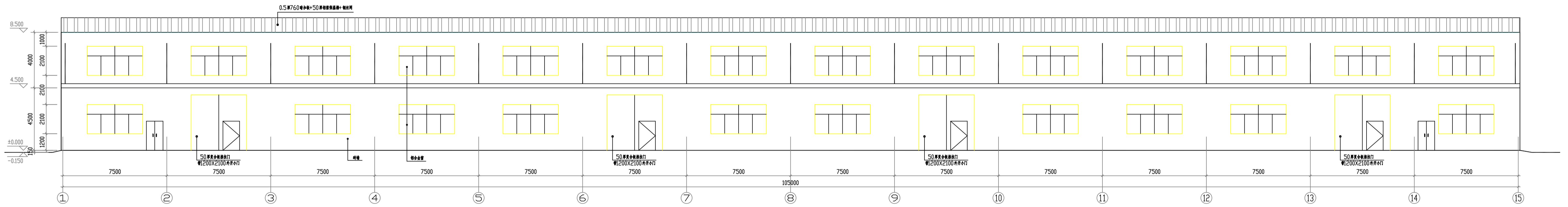
**5. PROPOSED IMPLEMENTATION SCHEDULE FOR THE  
EXPANSION OF THE SEED PROCESSING PLANT PROJECT**



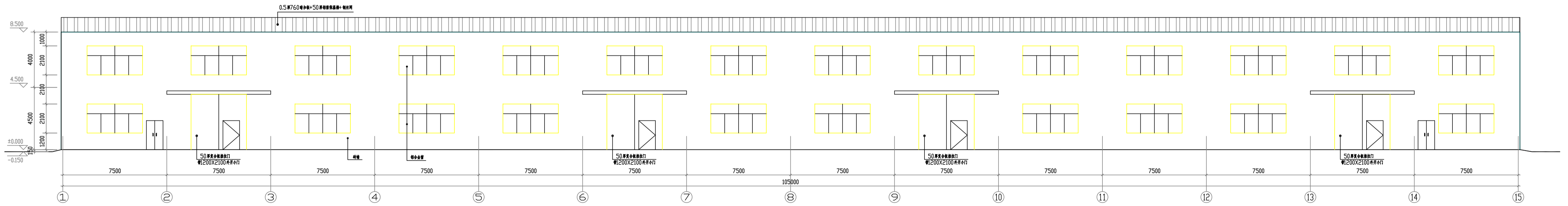
<b>PHASE I</b> <b>(Comprising of New Machinery, Motor vehicles, Tractors, Irrigation System and Warehouse Infrastructure)</b>	
Period	Activity Schedule
Quarter 2 Year 2025 (April to June)	Project Mobilization – Lease Signing, Contractor, Local Authorities, Work force mobilization for irrigation systems, warehouse. Project Mobilization for Purchase Plan of Tractors, Motor vehicles and Machinery
Quarter 3 Year 2025 (July to September)	Project Implementation – Construction Phase I
Quarter 4 Year 2025 (October to December)	Project Implementation – Construction Phase I
Quarter 1 Year 2026 (January to March)	Project Implementation – Construction Phase I including machinery testing
Quarter 2 Year 2026 (April to June)	Handover by Contractor for Irrigation Systems, Warehouse and Machinery
Quarter 3 Year 2026 (July to September)	Expected commencement of fully operational expanded project
Quarter 4 Year 2026 (October to December)	Systems review, testing and review. Fine-tuning of operational systems.
Quarter 4 Year 2026 (October to December)	Full facility functional status
Quarter 1 Year 2027 (January to March)	Project Phase I is fully 100% operational
<b>FULLY OPERATIONAL EXPANDED PROJECT</b>	



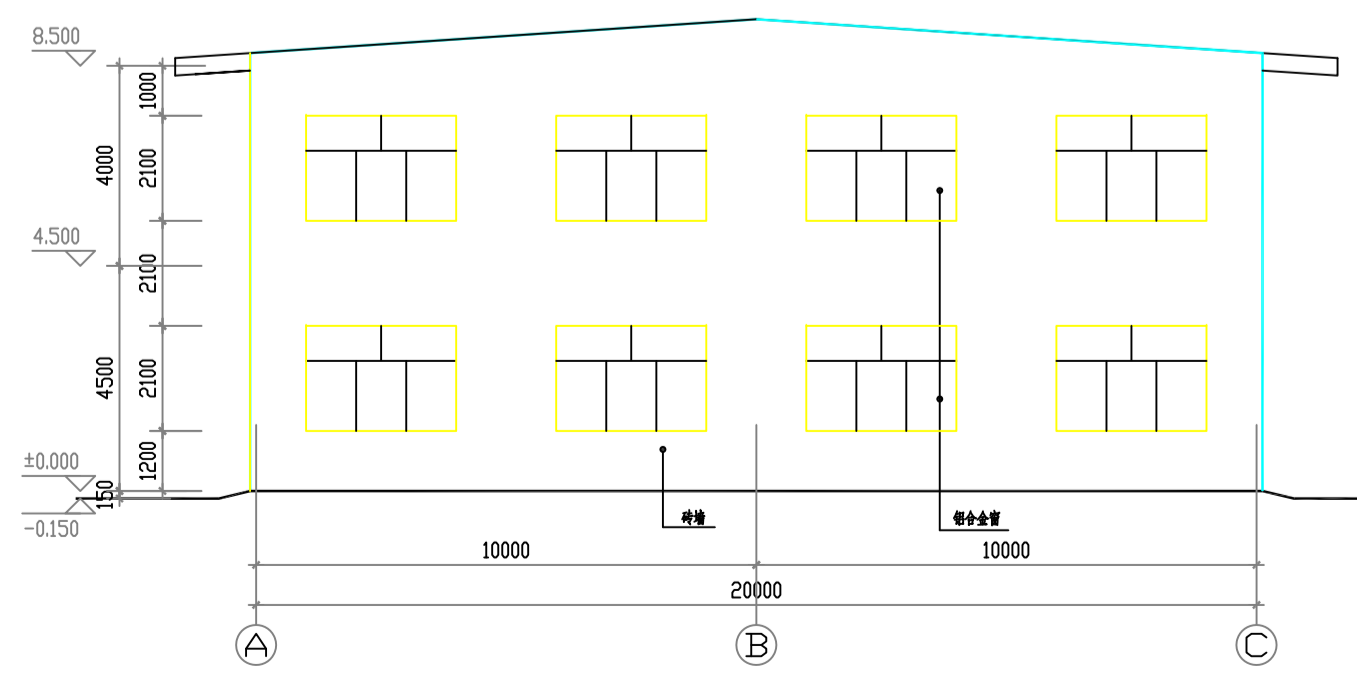
**6. PROPOSED DESIGN PLAN FOR EXPANSION OF SEED PROCESSING PLANT INCLUDING SEED WAREHOUSES TO BE CONSTRUCTED ON SITE**



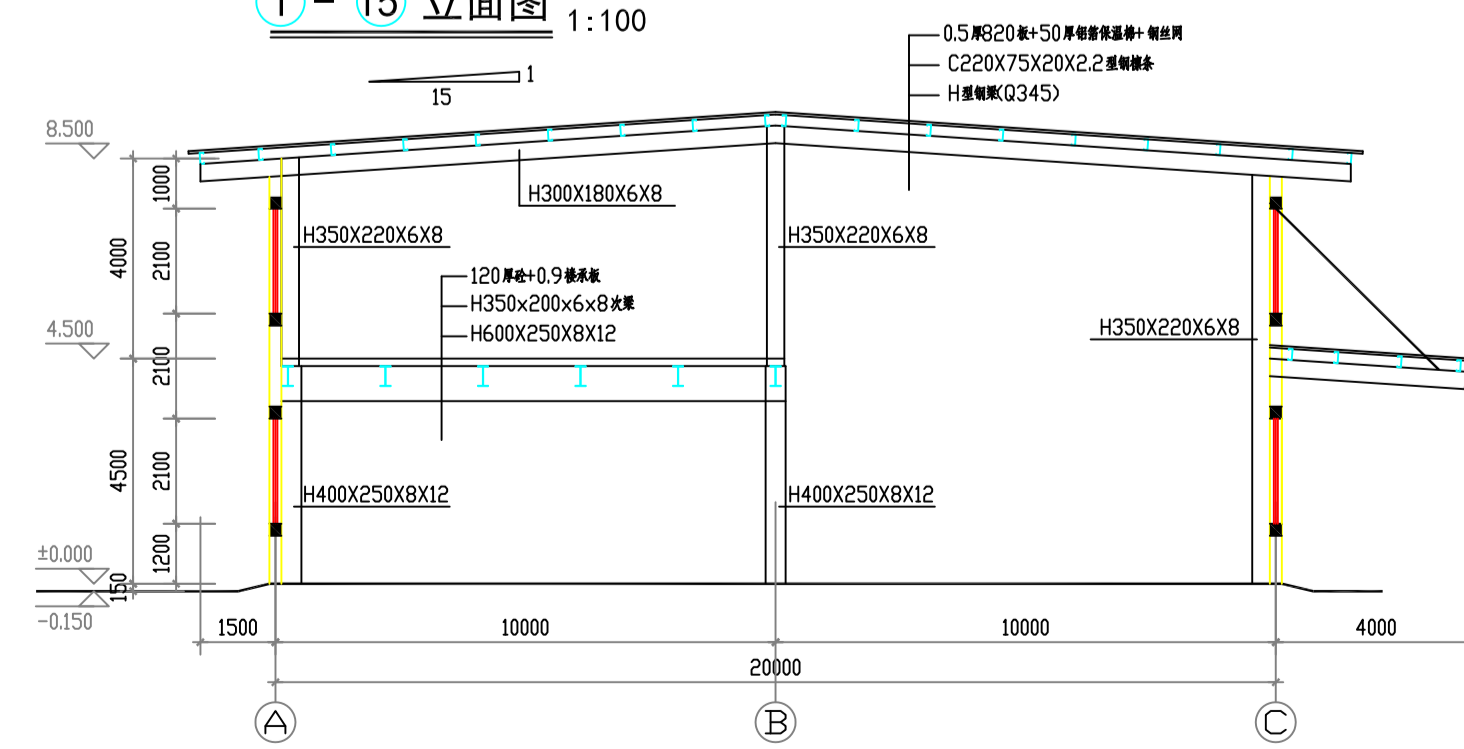
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## 7. CAPITAL INVESTMENT COST FOR EXPANSION

Projected capital requirements for Phase I of the project are highlighted below. We envisage a balanced mix of shareholder equity and external financing if required from banks.

Our expected capital to asset ratio is within desired capital adequacy ratio designed to promote adequacy of the operations.

This projections are highlighted below.

S/No	Source of Capital	Projected Amount (In USD)
01	Shareholders' Equity - Lease and Construction	500,000.00
02	Equity Mix/ Capital Equipment Lease	1,900,000.00
<b>Total Projected Equity/Capital for the Project</b>		<b>2,400,000.00</b>
		<b>United States Dollar Two Million, Four Hundred Thousand Only</b>

## 8. FINANCIAL PLAN AND USE OF FUNDS

Projected expenditure for the project inclusive of expected expansion costs are highlighted as structured below:

- **GENERAL ASSUMPTIONS**

The Company has the following key assumptions which guide this investment decision.

- a) A steady exponential growth curve based on market demand for our seed product;
- b) Fixed facilities costs which do not fluctuate with more than 10% deviation;
- c) New age technological tools and equipment designed to meet and match space utilization and capacity needs.

The Expansion Project is expected to conservatively anchor our business for the future. We can comfortably anchor our seed processing operations for the future once this expansion project is completed.



The expansion is also expected to increase our revenues and operational profits by at least 30% for the establishment.

Our projected Year on Year growth curve once the project is fully operational would be as below:

Overleaf are attached our latest audited annual accounts.

**FAMCO SEED LIMITED**

**INDEPENDENT AUDITOR'S REPORT (continued)**  
**to the members of FAMCO SEED LIMITED**

**REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS**

This report, including the opinion, has been prepared for, and only for, the Company's members as a body in accordance with the Tanzanian Companies Act, 2002 and for not other purpose We have obtained all the information and explanation which to the best of our knowledge and belief were necessary for the purpose of the audit;  
As required by the Tanzanian Companies Act, 2002, we report to you, based on our audit, that:

- (i) In our opinion, proper books of account have been kept by the Company, so far as appears from our examination of those books;
- (ii) The Directors' report is consistent with the financial statements;
- (iii) The Company's statement of financial position, statement of profit or loss and statement of other comprehensive income are in agreement with the books of account, for the year ended 31st December 2023.



**JOHN P. MAJO ( FCPA 104 )**  
**MWEMA & COMPANY (PF037)**  
**Certified Public Accountants in Public Practice.**

20 Jan 2025

**FAMCO SEED LIMITED****STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 31ST DECEMBER, 2023.**

	<u>NOTES.</u>	2023 <u>TZS</u>	2022 <u>TZS</u>
TURNOVER		868,964,398	1,284,966,159
LESS;DIRECT & OVERHEAD EXPENDITURES		865,390,514	1,240,880,195
PROFIT FOR THE YEAR.		3,573,884	44,085,964
ADD : OTHER INCOME		-	5,826,931
PROFIT FOR THE YEAR BEFORE TAXATION		3,573,884	49,912,895
TAXATION.	3	1,285,694	15,132,230
PROFIT FOR THE YEAR AFTER TAXATION		<u>2,288,190</u>	<u>34,780,665</u>
<b><u>STATEMENT OF RETAINED EARNINGS.</u></b>			
Retained Profits brought forward as previously reported.		190,431,114	172,656,642
Retained Profits for the Year.		2,288,190	34,780,665
Less: Prior years Additional Taxes Paid(As per TRA Audit)		-	(17,006,192)
Retained Profits at end of Year.		<u>192,719,304</u>	<u>190,431,114</u>



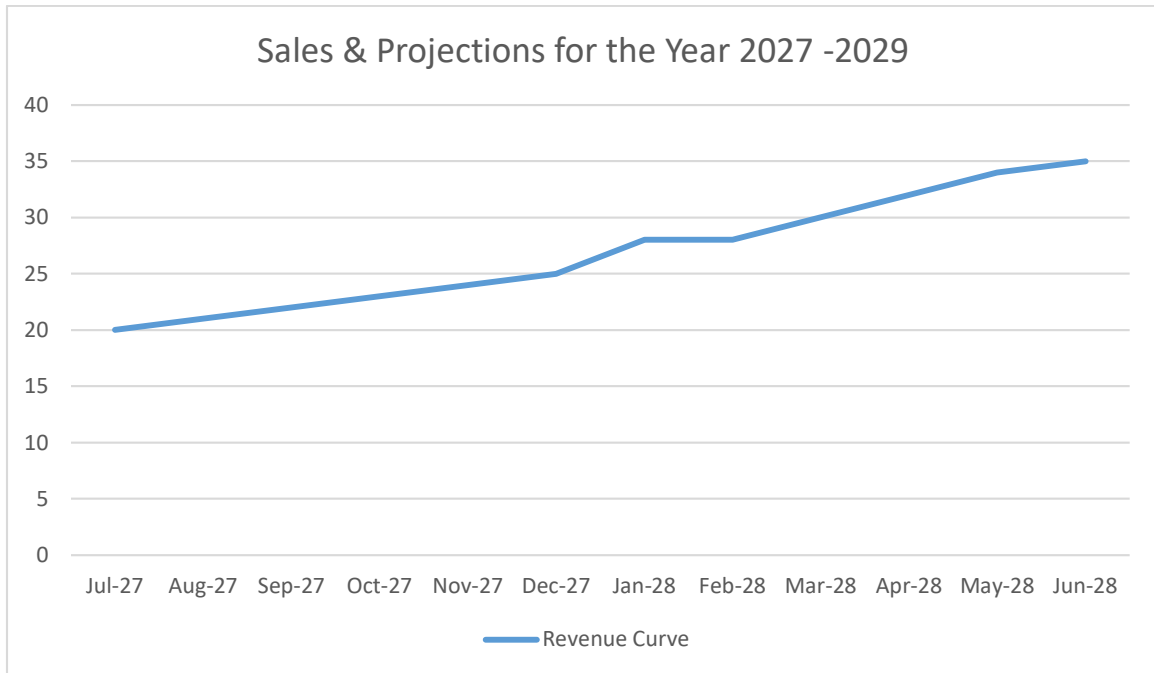
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**FAMCO SEED LIMITED**

**DETAILED PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31ST DECEMBER, 2023.**

	<u>2023</u>	<u>2022</u>
	<u>TZS</u>	<u>TZS</u>
<b>CROP PROCEEDS:</b>		
Sugar Cane, Maize & Other Crops.	535,274,920	549,862,344
Less: Opening Stock.	<u>4,240,000</u>	<u>6,530,000</u>
	531,034,920	543,332,344
Add: Closing Stock.	<u>60,648,300</u>	<u>4,240,000</u>
	591,683,220	547,572,344
Other Income -Refund of Insurance & Land Rent	-	5,826,931
Transport Income	277,281,178	737,393,815
Less Transport Expenses	<u>(249,174,365)</u>	<u>(541,929,270)</u>
	619,790,033	748,863,820
<b><u>LESS: EXPENDITURES:</u></b>		
Salaries & Wages.	172,345,800	246,867,500
Directors Fees.	18,000,000	24,000,000
N.S.S.F.	1,944,000	1,944,000
Insurance & Licences.	6,259,651	3,003,042
Maint. of Tractors, Machinery & Equipment.	4,834,360	27,035,460
Maint. of Buildings	1,544,800	3,552,400
Fuel & Lubricants.	136,428,020	
Less: Stock	<u>3,267,000</u>	
	133,161,020	84,672,746
Clearing Bush land expenses	-	49,377,000
Postages & Telephones.	1,937,500	2,415,870
Travelling Expenses.	2,458,330	4,239,960
Farm Maintenance OSHA & Fire Safety charges.	324,400	4,855,000
Chemicals Pesticides & Fertilizers.	7,111,000	12,701,000
Seeds.	3,585,000	7,245,700
Packing Materials.	1,350,000	1,835,000
Bank Charges.	6,341,722	4,524,427
Interest on Loan & OD- I & M Bank Ltd	29,698,203	62,609,615
Accountancy Fees.	1,000,000	1,000,000
Stationery & Printing.	468,000	926,750
Donations.	120,000	150,000
Entertainment.	320,000	273,800
Labour Welfare & Medical.	168,500	3,187,200
Consumable Tools.	184,000	487,000
Electricity & Water Exps	6,682,074	2,589,717
Licences	402,000	402,000
Security Exps	11,040,000	12,530,000
Irrigation Expenses	-	3,850,000
Crop Expenses	-	742,000
Crop Cess AMCOS, Service Levy	3,030,709	8,572,798
Land Rent	-	4,891,650
WCF	120,000	120,000
Depreciation.	<u>201,785,080</u>	<u>118,349,291</u>
	616,216,149	698,950,925
	<u>3,573,884</u>	<u>49,912,895</u>
<b>NET PROFIT FOR THE YEAR.</b>		



Based on this performance as a baseline for our projections we have growth charts as highlighted below for financial Years 2027-2029



- **EXPANSION COSTS**

Envisaged expansion costs for the project are highlighted as below.

S/No	Detailed Expansion Costs	Projected Amount (In USD)
01	Buildings Construction	550,000.00
02	Vehicles	645,000.00
03	Operational Equipment & Fittings	975,000.00
04	Pre- Expenses	150,000.00
05	Others	80,000.00
Detailed Start Up Costs for the Project		2,400,000.00
		United States Dollar Two Million, Four Hundred Thousand Only

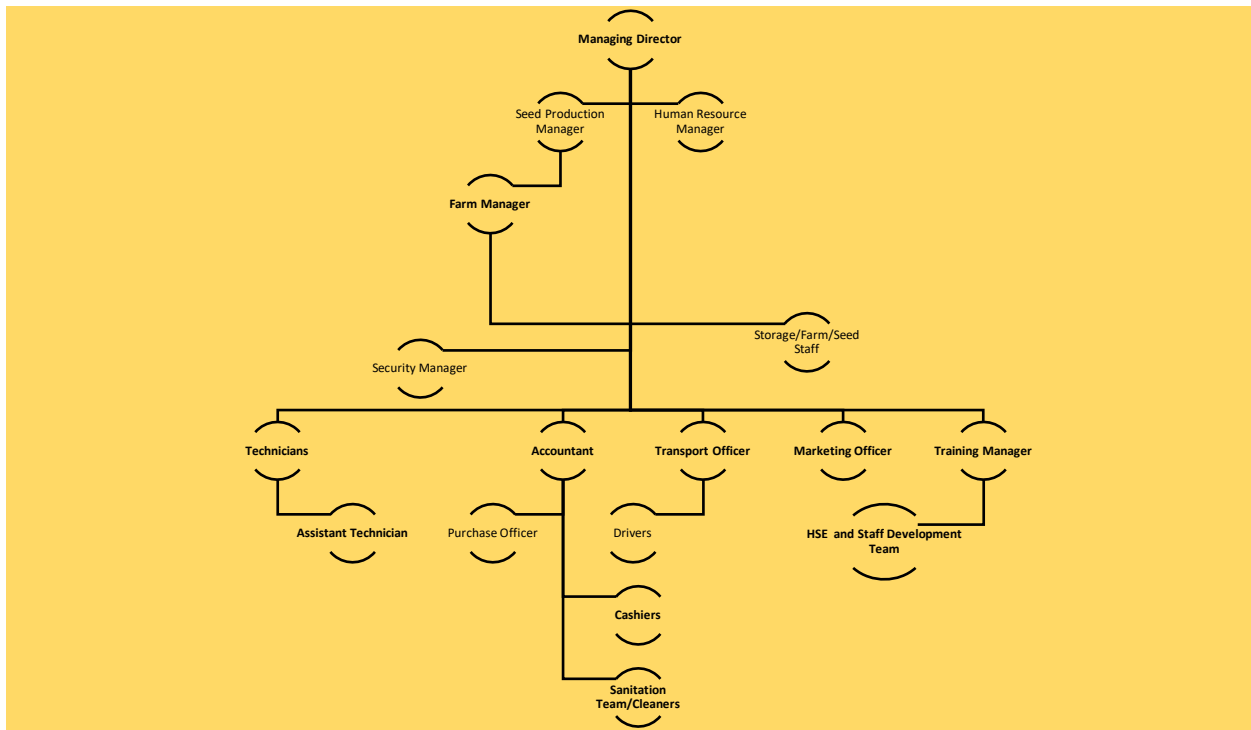
- **RUNNING COSTS**

Envisaged running costs for the project once operational are highlighted as below per month



- ORGANIZATION STRUCTURE & PROJECTED EXPANSION PAYROLL COSTS**

A detailed Organization Structure inclusive of expanded payroll details is listed below which highlights new employment opportunities from the project



S/No	Position	Number of Employees	Gross Salary	Total Gross Salary
01	Managing Director	1	2,000,000	2,000,000.00
02	Seed Production Manager	1	1,000,000	1,000,000.00
03	Farm Manager	1	1,000,000	1,000,000.00
04	Human Resource Manager	1	1,000,000	1,000,000.00
05	Training Manager	1	1,000,000	1,000,000.00
06	Seed Production Manager	1	800,000	800,000.00
07	Seed Production Teams	30	250,000	7,500,000.00
08	Technicians	6	600,000	3,600,000.00
09	HSE and Staff Development Team	9	600,000	4,500,000.00



10	Storage and Delivery Teams	15	500,000	7,500,000.00
11	Assistant Technicians	4	400,000	1,600,000.00
12	Cashiers	2	200,000	400,000.00
13	Accountant	1	1,000,000	1,000,000.00
14	Drivers	2	500,000	1,000,000.00
15	Marketing Officer	1	500,000	500,000.00
16	Sanitation/Cleaners	7	300,000	2,100,000.00
<b>Gross Salary Expenses</b>				<b>36,500,000.00</b>
<b>NSSF Liability</b>				<b>3,650,000.00</b>
<b>WCF Liability</b>				<b>182,500.00</b>
<b>SDL Liability</b>				<b>1,277,500.00</b>
<b>Total Salary and Wages Cost</b>				<b>41,610,000.00</b>

- CASH FLOW FORECAST ONCE OPERATIONAL**

Based on projected production figures; our cash flow forecast for the project in its initial year of operations has been split into 4 stages to match implementation capacity.

**Quarter 4 – Year 2027 (October to December)**

<b>FAMCO SEED LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2027 – QUARTER 4 (OCT - DEC 2027)</b>						
<b>EXPANSION UTILIZATION – 35% CAPACITY</b>						
	Quarter 4 Year 2027 October	Quarter 4 Year 2027 November	Quarter 4 Year 2027 December			<b>QUARTER 4 YEAR 2027 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00
Seed Production	48,300	48,300	48,300			48,300
Expected Sales p/month	96,600,000	96,600,000	96,600,000			289,800,000.00
LESS: Direct	63,000,000	63,000,000	63,000,000			189,000,000.00



Costs Allocation					
Gross Profit	33,600,000	33,600,000	33,600,000		100,800,000.00
Payroll	41,610,000	41,610,000	41,610,000		124,830,000.00
Admin Costs	2,500,000	2,500,000	2,500,000		7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000		15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000		12,000,000.00
Net Profit before Tax	(19,510,000.00)	(19,510,000.00)	(19,510,000.0)		(58,530,000.00)
Corporate Tax @ 30 Percent					
Net Loss	(19,510,000.00)	(19,510,000.00)	(19,510,000.0)		(58,530,000.00)

**Quarter 1 – Year 2028 (January to March)**

FAMCO SEED LIMITED					
PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 1 (JAN TO MARCH 2028)					
EXPANSION UTILIZATION – 55% CAPACITY					
	Quarter 1 Year 2028 January	Quarter 1 Year 2028 February	Quarter 1 Year 2028 March		QUARTER 1 YEAR 2028 YTD
Revenue					
Unit Selling Price	2000.00	2,000.00	2,000.00		2,000.00
Seed Production	75,900	75,900	75,900		75,900
Expected Sales p/month	151,800,000	151,800,000	151,800,000		455,400,000.00



LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	41,610,000	41,610,000	41,610,000			124,830,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	35,690,000.00	35,690,000.00	35,690,000.00			107,070,000.00
<b>PROJECT BREAK EVEN &amp; PROFITABILITY BY Q1 2028</b>						
Corporate Tax @ 30 Percent	10,707,000	10,707,000	10,707,000			32,121,000.00
Net Profit	24,983,000	24,983,000	24,983,000			74,949,000.00

**Quarter 2 – Year 2028 (April to June)**

<b>FAMCO SEED LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 2 (APRIL TO JUNE 2028)</b>						
<b>EXPANSION UTILIZATION – 55% CAPACITY</b>						
	Quarter 2 Year 2028 April	Quarter 2 Year 2028 May	Quarter 2 Year 2028 June			<b>QUARTER 2 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00
Seed Production	75,900	75,900	75,900			75,900



Expected Sales p/month	151,800,000	151,800,000	151,800,000			455,400,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	41,610,000	41,610,000	41,610,000			124,830,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	35,690,000.00	35,690,000.00	35,690,000.00			107,070,000.00
Corporate Tax @ 30 Percent	10,707,000	10,707,000	10,707,000			32,121,000.00
Net Profit	24,983,000	24,983,000	24,983,000			74,949,000.00

**Quarter 3 – Year 2028 (July to September)**

<b>FAMCO SEED LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 3 (JULY TO SEPTEMBER 2028)</b>						
<b>EXPANSION UTILIZATION – 55% CAPACITY</b>						
	Quarter 3 Year 2028 July	Quarter 3 Year 2028 August	Quarter 3 Year 2028 September			<b>QUARTER 3 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00



Seed Production	75,900	75,900	75,900			75,900
Expected Sales p/month	151,800,000	151,800,000	151,800,000			455,400,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	41,610,000	41,610,000	41,610,000			124,830,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	35,690,000.00	35,690,000.00	35,690,000.00			107,070,000.00
Corporate Tax @ 30 Percent	10,707,000	10,707,000	10,707,000			32,121,000.00
Net Profit	24,983,000	24,983,000	24,983,000			74,949,000.00

**Quarter 4 – Year 2028 (October to December)**

<b>FAMCO SEED LIMITED</b>					
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 4 (OCTOBER TO DECEMBER 2028)</b>					
<b>EXPANSION UTILIZATION – 75% CAPACITY</b>					
	Quarter 4 Year 2028 July	Quarter 4 Year 2028 August	Quarter 4 Year 2028 September		<b>QUARTER 4 YEAR 2028 YTD</b>
Revenue					
Unit Selling Price	2000.00	2,000.00	2,000.00		2,000.00



Seed Production	103,500	103,500	103,500		103,500
Expected Sales p/month	207,000,000	207,000,000	207,000,000		621,000,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000		189,000,000.00
Gross Profit	144,000,000	144,000,000	144,000,000		432,000,000.00
Payroll	41,610,000	41,610,000	41,610,000		124,830,000.00
Admin Costs	2,500,000	2,500,000	2,500,000		7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000		15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000		12,000,000.00
Net Profit before Tax	90,890,000.00	90,890,000.00	90,890,000.00		272,670,000.00
Corporate Tax @ 30 Percent	27,267,000	27,267,000	27,267,000		81,801,000.00
Net Profit	63,623,000	63,623,000	63,623,000		190,869,000.00

FAMCO Seed Limited



# 5 Year Financial Projections



<b>FAMCO SEED LIMITED</b>						
<b>5 YEAR FINANCIAL PLANNING – PROFORMA PROFIT &amp; LOSS ON EXPANSION PROJECT</b>						
<b>EXPANSION OF SEED PROCESSING PLANT</b>						
	<b>Year 2028</b>	<b>Year 2029</b>	<b>Year 2030</b>	<b>Year 2031</b>	<b>Year 2032</b>	<b>YTD 5+</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Seed Production	144,900	993,600	1,242,000	1,242,000	1,242,000	4,864,500
Expected Sales	289,800,000	1,987,200,000	2,484,000,000	2,484,000,000	2,484,000,000	9,729,000,000.00
LESS: Direct Costs Allocation	189,000,000	252,000,000	252,000,000	252,000,000	252,000,000	1,197,000,000.00
<b>Gross Profit</b>	<b>100,800,000</b>	<b>1,735,200,000</b>	<b>2,232,000,000</b>	<b>2,232,000,000</b>	<b>2,232,000,000</b>	<b>8,532,000,000.00</b>
Payroll	499,320,000	499,320,000	499,320,000	499,320,000	499,320,000	2,496,600,000.00
Admin Costs	30,000,000	30,000,000	30,000,000	30,000,000	30,000,000	150,000,000.00
Electricity	60,000,000	60,000,000	60,000,000	60,000,000	60,000,000	320,000,000.00
Finance Costs	144,000,000	144,000,000	144,000,000	144,000,000	144,000,000	720,000,000.00
Net Profit/Loss before Tax	(632,520,000)	1,001,880,000	1,498,680,000	1,498,680,000	1,498,680,000	4,865,400,000.00
Corporate Tax @ 30 Percent		300,564,000	449,604,000	449,604,000	449,604,000	1,649,376,000.00
<b>Net Profit</b>	<b>(632,520,000)</b>	<b>701,316,000</b>	<b>1,049,076,000</b>	<b>1,049,076,000</b>	<b>1,049,076,000</b>	<b>3,216,024,000.00</b>