



Qihang Building Materials Company Limited

2025

Business Plan

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The Business

Chapter 1

Qihang Building Materials Company Limited is strategically located in the Kibaha District of the Pwani Region, Tanzania, positioning itself as a national leader in the assembly and sale of stainless steel faucets. Our primary operational focus spans across the entire country, ensuring that our high-quality products are accessible to a wide range of consumers and businesses.

Our product line is meticulously categorised into large, medium, and small size stainless steel water taps, each crafted with precision engineering to guarantee superior durability and performance. By employing eco-friendly processes and materials, we offer a sustainable choice for environmentally conscious consumers, setting our products apart from those of our competitors.

Our business strategy is distinguished by a strong focus on sustainability and community engagement. We are committed to minimising waste and energy consumption in our production processes, aligning with global sustainability goals. Additionally, we actively engage with local communities through training programmes and employment opportunities, fostering goodwill and enhancing our brand reputation.

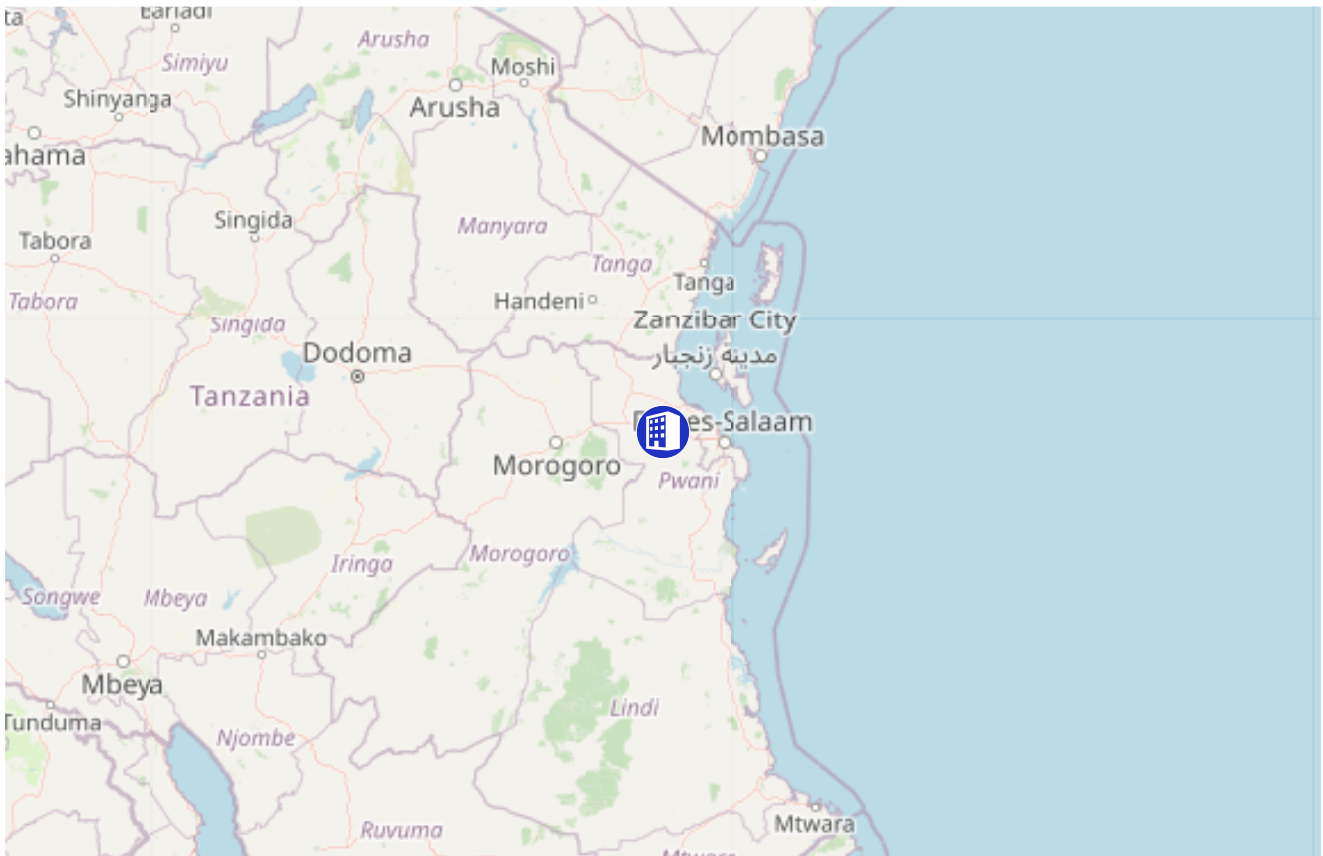
At Qihang Building Materials Company Limited, we implement unique operational strategies to ensure excellence in our offerings. Our rigorous quality control measures ensure that each faucet meets international standards before reaching the market, providing our customers with reliable and high-performing products. Through these efforts, we aim to establish ourselves as a trusted name in the manufacturing industry.

Products

- Large Size Stainless Steel Water Taps(Faucets)
- Medium Size Stainless Steel Water Taps(Faucets)
- Small Size Stainless Steel Water Taps(Faucets)

Location

- Kibaha District, Pwani Region, Tanzania
- Trading nationally



Background

1.2

Since its establishment in October 2024, the business has made significant strides towards its goal of becoming a key player in the stainless steel faucet industry. One of the primary achievements has been the establishment of a reliable supply chain, which is crucial for sourcing the raw materials and components necessary for assembling high-quality products. This foundational step ensures that the business is well-prepared to meet production demands once trading commences in the third quarter of 2025. Additionally, the company has initiated marketing efforts aimed at creating brand awareness and attracting potential customers within the local market. These efforts are designed to build a strong customer base and position the business favourably in the competitive landscape.

A valuable lesson learned during this initial phase is the importance of understanding local market demand for stainless steel faucets. This insight is critical for aligning production and sales strategies effectively. By gaining a deeper understanding of customer preferences and market trends, the business can tailor its offerings to better meet the needs of its target audience. This strategic approach not only enhances the potential for sales success but also ensures that the business remains agile and responsive to market changes. As the company moves closer to its trading launch, these foundational achievements and insights will serve as a solid platform for future growth and success.

1.2.1 Key Achievements

- Established a reliable supply chain for sourcing raw materials and components necessary for assembling stainless steel faucets.
- Initiated marketing efforts to create brand awareness and attract potential customers in the local market.

Problem & Solution

1.3

The Problem

Customers often encounter corrosion problems with non-stainless steel faucets, leading to reduced durability and increased maintenance costs.

Our Solution

Our company addresses the common issue of corrosion in faucets by assembling and selling high-grade stainless steel taps that are specifically designed to resist corrosion. This ensures long-lasting durability and reliability for our customers. To further instil confidence in our product, we provide a warranty on our stainless steel faucets, guaranteeing their performance and longevity against corrosion.

The Problem

Customers often struggle to find durable and long-lasting faucet options, leading to frequent replacements and increased costs.

Our Solution

Our company addresses the market's need for durable and long-lasting faucets by sourcing high-quality stainless steel materials, ensuring exceptional durability. Through a meticulous assembly process and rigorous quality control checks, we maintain the highest standards of product reliability, providing customers with dependable and enduring faucet solutions.

The Problem

Customers often face the issue of faucets not being cost-effective in the long term due to the need for frequent replacements.

Our Solution

Our company addresses the issue of frequent faucet replacements by offering a durable and cost-effective solution. We assemble and sell faucets made from high-grade stainless steel, ensuring they are resistant to corrosion and built to last. Our meticulous assembly process includes rigorous quality checks, guaranteeing the integrity and longevity of each product. This commitment to quality not only reduces the need for frequent replacements but also provides customers with a reliable and economical choice for their plumbing needs.

1.4.1 My Story

My entrepreneurial journey towards founding Qihang Building Materials Company Limited in Tanzania is rooted in a keen observation of market opportunities and a steadfast commitment to quality and sustainability. I noticed a significant gap in the market for durable and rust-resistant plumbing fixtures, which led me to focus on stainless steel as the ideal material. Its longevity and resistance to corrosion make it particularly suitable for regions with varying water quality, ensuring that our products stand the test of time.

My motivation to start this business is further fuelled by a desire to provide high-quality, affordable products that can withstand local environmental conditions. I am passionate about improving the standard of living for our customers by offering reliable and efficient solutions. By leveraging my expertise and understanding of the local market needs, I am confident that Qihang Building Materials Company Limited will not only meet consumer demands but also contribute positively to the local economy.

Establishing this business is more than just a commercial venture for me; it is an opportunity to make a meaningful impact. I am enthusiastic about the potential to create jobs, support local communities, and drive economic growth in Tanzania. With a focus on quality and sustainability, I am excited to embark on this journey and look forward to the positive changes our products will bring to the lives of our customers.

1.4.2 Mission Statement

"Qihang Building Materials is committed to shaping the future of water delivery, with taps that blend form and function seamlessly. We pour our expertise into every product, ensuring your experience is nothing short of exceptional."

1.4.3 Our Values

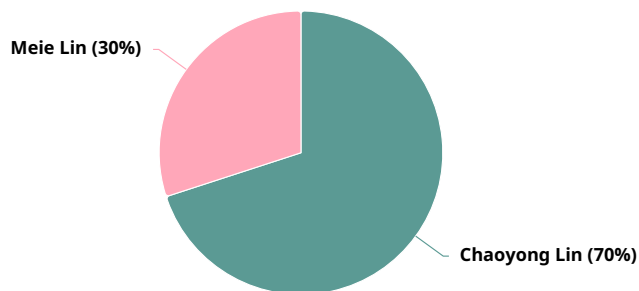
The business is committed to delivering products that embody quality and durability, ensuring that each item meets high standards and withstands the test of time. Reliability is at the core of its operations, providing customers with products they can trust. Sustainability is a key value, with a focus on environmentally friendly practices throughout the manufacturing process. Affordability is also prioritised, making sure that high-quality products are accessible to a wide range of customers. Functionality is integral, ensuring that each product is not only well-designed but also practical and efficient in its use.

Structure & Ownership

1.5

Qihang Building Materials Company Limited is structured as a legally incorporated company in Tanzania, with the registration number 179220997. This legal structure offers several benefits, including limited liability protection for its owners, which ensures that personal assets are safeguarded in the event of business liabilities. Additionally, incorporation enhances the company's credibility and facilitates easier access to financing and investment opportunities. By operating as a registered company, we are also able to establish a clear organisational framework, which supports efficient management and operational scalability as we grow our manufacturing and sales operations in the stainless steel faucet industry.

1.5.1 Shareholders



Products

Chapter 2

2.1.1 **Large Size Stainless Steel Water Taps(faucets) (28.88% of revenue)**

The Large Size Stainless Steel Water Taps offered by the company are meticulously crafted to ensure durability and reliability, making them an ideal choice for both residential and commercial applications. Constructed from high-quality stainless steel, these taps promise long-lasting performance, even in demanding environments. The corrosion and rust-resistant finish is specifically designed to withstand harsh water conditions, ensuring that the taps maintain their aesthetic appeal and functionality over time. Additionally, the taps feature an easy installation process with standard fittings, allowing for a hassle-free setup. These attributes make the Large Size Stainless Steel Water Taps a practical and dependable solution for any water dispensing needs.

2.1.2 **Medium Size Stainless Steel Water Taps(faucets) (41.03% of revenue)**

The Medium Size Stainless Steel Water Taps offered by the company are meticulously crafted to ensure durability and reliability. Constructed from high-quality stainless steel, these taps promise long-lasting performance, making them an ideal choice for both residential and commercial settings. The corrosion and rust-resistant finish is specifically designed to withstand harsh water conditions, ensuring that the taps maintain their sleek appearance and functionality over time. Installation is made straightforward with standard fittings, allowing for a hassle-free setup process. These features collectively make the taps a practical and enduring solution for any water dispensing needs.

2.1.3 **Small Size Stainless Steel Water Taps(faucets) (30.09% of revenue)**

The Small Size Stainless Steel Water Taps offered by the company are meticulously crafted to meet the demands of both functionality and style. Constructed from durable stainless steel, these taps are designed to provide long-lasting use, ensuring they remain a reliable fixture in any setting. The corrosion-resistant finish not only prevents rust but also maintains the sleek appearance of the taps over time, making them a practical choice for those seeking both durability and aesthetic appeal. Their compact design is particularly advantageous for small spaces, allowing for easy installation without compromising on performance. These features collectively make the taps an ideal solution for modern living environments where space and efficiency are paramount.

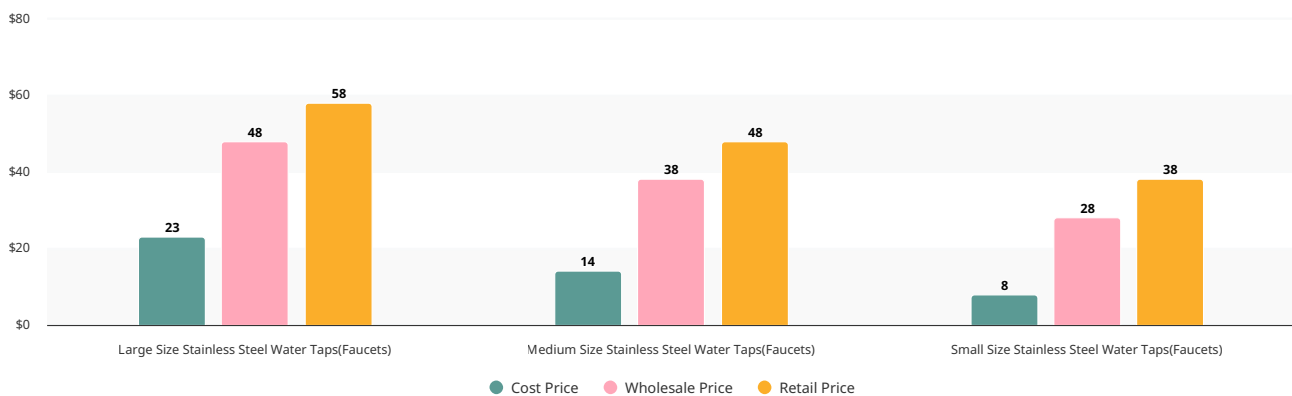
Product	Retail Price	Wholesale Price	Cost Price
Large Size Stainless Steel Water Taps(Faucets)	\$55 - \$60	\$45 - \$50	\$20 - \$25
Medium Size Stainless Steel Water Taps(Faucets)	\$45 - \$50	\$35 - \$40	\$12 - \$15
Small Size Stainless Steel Water Taps(Faucets)	\$35 - \$40	\$25 - \$30	\$5 - \$10

2.2.1 Pricing

The business offers a range of stainless steel water taps, available in large, medium, and small sizes, each designed to meet varying customer needs. The large size stainless steel water taps are priced between \$55 and \$60 for retail customers. For wholesale buyers, such as retailers and distributors, the business provides a competitive price range of \$45 to \$50. These taps are manufactured in-house, ensuring quality control and cost efficiency, with production costs ranging from \$20 to \$25 per unit.

For medium size stainless steel water taps, the retail price is set between \$45 and \$50. Wholesale customers can benefit from a reduced price range of \$35 to \$40. Like the large taps, these are also manufactured internally, allowing the business to maintain high standards while keeping production costs between \$12 and \$15 per unit. This pricing strategy ensures that the business remains competitive in the market while offering value to both retail and wholesale customers.

The small size stainless steel water taps are available to retail customers at a price range of \$35 to \$40. Wholesale buyers can purchase these taps at a price between \$25 and \$30. The business manufactures these taps in-house, with production costs ranging from \$5 to \$10 per unit. By producing all products internally, the business can offer high-quality products at competitive prices, catering to a wide range of customer needs and preferences.

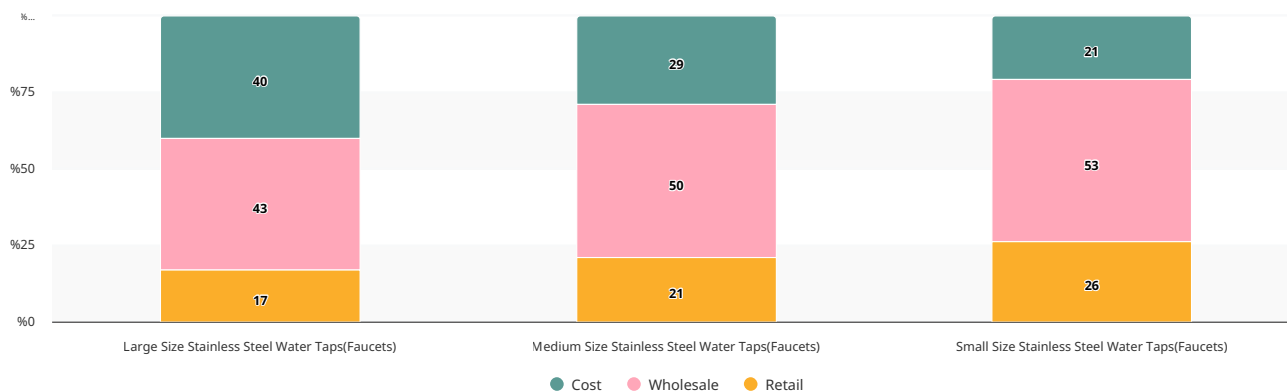


2.2.2 Gross Margins

The profit margins for our stainless steel water taps are structured to ensure both competitive pricing and robust profitability across different product sizes and sales channels. For our large size stainless steel water taps, we anticipate achieving a gross profit margin of approximately 61% at the retail level. This margin reflects our strategic pricing approach, which balances the cost of high-quality materials and manufacturing processes with the market demand for durable and aesthetically pleasing fixtures. At the wholesale level, the gross profit margin for these large taps is expected to be around 53%, allowing us to maintain strong relationships with distributors while ensuring a healthy return on investment.

Our medium size stainless steel water taps are designed to offer an optimal blend of functionality and style, which is reflected in their profit margins. At retail, these products are expected to yield a gross profit margin of approximately 72%. This higher margin is indicative of the value-added features and the premium positioning of these taps in the market. When sold wholesale, the medium size taps are projected to achieve a gross profit margin of about 64%. This margin supports our strategy of expanding market reach through bulk sales while maintaining profitability.

The small size stainless steel water taps represent our most profitable product line, with a retail gross profit margin of approximately 80%. This significant margin underscores the efficiency of our manufacturing processes and the strong market demand for compact, high-quality taps. At the wholesale level, the small taps are expected to achieve a gross profit margin of around 73%. This margin not only facilitates competitive pricing for bulk buyers but also ensures that we can sustain our business growth and reinvest in product innovation and quality improvements.



Guarantees & Warranties

2.3

2.3.1 Guarantees

Our company is committed to ensuring customer satisfaction by offering comprehensive guarantees on our products. If a product does not fit the intended installation, we promise to exchange it for a different model that meets your requirements. Additionally, should the product not match the decor of your space, we offer a replacement with a different design to better suit your aesthetic preferences. These guarantees are designed to provide peace of mind and ensure that our customers receive products that perfectly align with their needs and expectations.

2.3.2 Warranties

The company offers a comprehensive warranty for its products, ensuring peace of mind for its customers. This warranty covers defects in materials, workmanship errors, and functional failures, reflecting the company's commitment to quality and reliability. Customers can be assured that any issues arising from these specific areas will be addressed promptly and efficiently.

The warranty is valid for a period of 90 days from the date of purchase, providing ample time for customers to identify and report any concerns. This duration is designed to cover the initial usage period, where any potential defects or errors are most likely to become apparent.

Importantly, the warranty is provided at no additional cost to the customer. This free warranty underscores the company's confidence in its products and its dedication to customer satisfaction. By offering this assurance, the company aims to build trust and foster long-term relationships with its clientele.

2.3.3 Refunds

The refund policy for our business is designed to ensure customer satisfaction while maintaining clarity and fairness. We strive to provide high-quality products, and our policy reflects our commitment to customer service.

For regular items, customers are entitled to request a refund or exchange within 30 days of purchase, provided the product is returned in its original condition and packaging, accompanied by the original receipt. This allows our customers to shop with confidence, knowing they have the flexibility to change their minds if necessary.

However, it is important to note that clearance items are not eligible for refunds. We do, however, offer exchanges on these items within 14 days of purchase. This policy ensures that customers can still find satisfaction with their purchase, even if it was part of a clearance sale.

We believe this approach balances the need to manage inventory effectively while still prioritising customer satisfaction. Our team is always available to assist with any queries or concerns regarding our refund policy, ensuring a smooth and transparent process for all our valued customers.

2.3.4 Industry Standards

The business will adhere to ISO 9001 standards, which are internationally recognised for quality management systems. This standard ensures that the company consistently provides products that meet customer and regulatory requirements. By implementing ISO 9001, the business will focus on enhancing customer satisfaction through effective application of the system, including processes for continual improvement and assurance of conformity to customer and applicable statutory and regulatory requirements. This commitment to quality management will help streamline operations, reduce waste, and improve overall efficiency, ultimately leading to higher quality products and services.

In addition to ISO 9001, the business will comply with relevant regulatory consumer protection standards to ensure the safety and reliability of its products. This includes adhering to local and international regulations concerning the manufacturing and sale of stainless steel faucets. By doing so, the business will not only protect consumers but also build trust and credibility in the market. The company will also seek to obtain quality assurances and hallmarks that are recognised within the industry, further demonstrating its commitment to maintaining high standards and delivering exceptional value to its customers.

Future Development

2.4

2.4.1 Development of Existing Products / Services

In the pursuit of product excellence, the company has strategically focused on enhancing the durability of its stainless steel faucets. By utilising higher-grade materials and adopting improved manufacturing techniques, the business aims to significantly increase the lifespan of its taps. This development is expected to yield several benefits, including increased product longevity, which will reduce the need for frequent replacements. As a result, customers will experience enhanced satisfaction due to the improved reliability of the products. Furthermore, this commitment to quality is anticipated to strengthen the brand's reputation as a provider of high-quality, durable products, thereby fostering customer loyalty and trust.

In addition to durability, the company is also prioritising the aesthetic appeal of its products. By offering a range of finishes, such as brushed or polished, the business seeks to cater to diverse customer preferences and enhance the overall design aesthetics of its faucets. This development is poised to enhance customer satisfaction by providing more choices that align with individual tastes and home decor. Moreover, by differentiating its products from standard offerings, the company aims to increase its market competitiveness. This strategic move is expected to lead to higher sales and revenue by appealing to a broader customer base. Ultimately, these efforts will contribute to a strengthened brand image, positioning the company as a forward-thinking entity that values design and innovation.

Market Readiness

2.5

The products offered by the business are well-prepared for market entry, with all necessary design specifications in place. These specifications ensure that the stainless steel water taps, available in large, medium, and small sizes, meet the required standards for functionality and durability. The business has diligently adhered to the design specifications, which are crucial for maintaining consistency and quality across the product range.

Compliance with relevant regulations is a critical aspect of the business's market readiness. The products have been designed and manufactured in accordance with the Tanzania Bureau of Standards (TBS) regulations for plumbing products, as well as the ISO 9001 certification for quality management systems. This compliance not only ensures the products meet local and international standards but also enhances their credibility and appeal in the market.

All necessary materials for production have been sourced, ensuring a smooth transition from design to manufacturing. The business has conducted essential product-related tests, including leakage, pressure, and corrosion resistance tests, to verify the reliability and performance of the taps. These tests have been successfully completed, confirming that the products are robust and ready for commercial production.

With all preparatory steps completed, the products are ready for sale. The business has effectively addressed all regulatory, material sourcing, and testing requirements, positioning itself well for a successful market launch. This readiness underscores the business's commitment to delivering high-quality, compliant, and reliable products to its customers.

Market Analysis

Chapter 3

Strengths

- We use high-quality materials that resist corrosion and tarnishing, maintaining their appearance and functionality over time.
- Our faucets are engineered for easy installation, reducing the time and cost associated with professional fitting.
- We provide a comprehensive warranty that offers customers peace of mind and confidence in the quality of our products.
- A strong emphasis on quality and durability in product offerings can be leveraged in marketing campaigns to attract discerning customers.
- There is an opportunity to highlight the local manufacturing aspect, appealing to customers interested in supporting local businesses.
- The business can engage in partnerships with local builders and contractors to enhance its market presence and credibility.
- It possesses advanced machinery and equipment specifically tailored for the assembly of high-quality taps.
- The business has secured a reliable supply chain for raw materials, ensuring consistent production capabilities.

Opportunities

- Developing a range of eco-friendly faucets to cater to the growing demand for sustainable products.
- Launching a budget-friendly range to attract cost-conscious customers without compromising on quality.
- Implementing advanced manufacturing technologies can streamline production processes, reducing costs and increasing efficiency.

Weaknesses

- The business has not yet established a market presence, leading to low brand recognition.
- There is a lack of customer testimonials or reviews to build trust and credibility.
- The business has not yet engaged in partnerships or collaborations to enhance brand awareness.

Threats

- Established competitors may have stronger brand recognition and customer loyalty.
- Competitors might have more extensive distribution networks, making it easier for them to reach customers.
- Competitors may have more experience and expertise in the industry, giving them an operational advantage.

- Leveraging data analytics can provide insights into customer preferences and market trends, guiding product development and marketing strategies.
- Implementing an enterprise resource planning (ERP) system can integrate various business processes, improving operational efficiency and decision-making.
- Develop a line of eco-friendly faucets that use sustainable materials and water-saving technology.
- Fluctuations in currency exchange rates may increase the cost of imported raw materials.
- Changes in government policy or taxation could increase the cost of doing business.
- As a new entrant, the business may struggle to establish a strong brand identity in a competitive market.

3.1.1 Summary

The business demonstrates significant strengths in its product features, marketing strategies, and physical assets. By utilising high-quality materials that resist corrosion and tarnishing, the products maintain their appearance and functionality over time, setting them apart from competitors. The faucets are engineered for easy installation, reducing the time and cost associated with professional fitting, and are backed by a comprehensive warranty, offering customers peace of mind. From a marketing perspective, the business can leverage its emphasis on quality and durability to attract discerning customers. Additionally, highlighting the local manufacturing aspect can appeal to those interested in supporting local businesses. The business's advanced machinery and reliable supply chain for raw materials further enhance its competitive edge, ensuring consistent production capabilities.

Despite these strengths, the business faces challenges in branding, with low market presence and recognition. The lack of customer testimonials and partnerships limits its ability to build trust and credibility. However, there are opportunities to expand product offerings by developing eco-friendly and budget-friendly ranges, catering to the growing demand for sustainable and cost-effective solutions. Leveraging technology, such as advanced manufacturing processes and data analytics, can streamline operations and guide strategic decisions. Innovation in eco-friendly faucets using sustainable materials and water-saving technology presents further growth potential. Nonetheless, the business must navigate threats from established competitors with stronger brand recognition and distribution networks, as well as economic fluctuations and potential reputational risks as a new market entrant.

Market Segments

3.2

3.2.1 Main Opportunities

■ Dar es Salaam Region

Focusing on the Dar es Salaam Region allows the business to tap into a substantial and growing customer base driven by rapid urbanisation and numerous construction projects, ensuring a consistent demand for stainless steel faucets. By establishing strong local relationships and leveraging the region's status as a major commercial hub, the business can effectively partner with real estate developers and retailers, capitalising on a projected market growth of 10% per year.

■ Pwani Region

Focusing on the Pwani Region allows the business to capitalise on the area's growing urbanisation and economic development initiatives, which are expected to drive an 8% annual growth in demand for modern plumbing fixtures. The region's proximity to Dar es Salaam facilitates efficient distribution, while potential partnerships with local construction companies and plumbing supply stores offer opportunities for bulk orders and expanded market reach.

■ **Dodoma Region**

Focusing on the Dodoma Region presents a strategic opportunity due to its rapid urbanisation and status as the capital city, which drives demand for modern housing and fixtures, including stainless steel faucets. With limited competition in the region, the business can capitalise on expanding distribution networks, collaborating with real estate developers, and implementing a direct-to-consumer sales strategy, all contributing to a projected growth of 5% per year.

■ **High-usage consumers requiring durable and long-lasting faucets.**

Focusing on high-usage consumers who require durable and long-lasting faucets allows the business to meet the increasing demand for robust products, while also enabling the justification of premium pricing for higher profit margins. Additionally, there are opportunities to partner with commercial establishments such as hotels and restaurants, which further supports the projected 10% annual growth of this market segment.

■ **Design-focused customers interested in stylish and modern faucet aesthetics.**

Focusing on design-focused customers interested in stylish and modern faucet aesthetics allows the business to capitalise on higher profit margins, as these consumers are willing to pay a premium for aesthetically pleasing products. With a projected growth of 5% per month, there is significant market potential, including opportunities to collaborate with interior designers on high-end projects, further enhancing brand visibility and appeal.

■ **Commercial clients needing bulk purchases for large-scale projects.**

Focusing on commercial clients needing bulk purchases for large-scale projects allows the business to benefit from higher volume sales and secure long-term contracts, ensuring a stable and predictable income stream. By partnering with construction companies and exploring export opportunities in neighbouring countries with growing construction sectors, the business can capitalise on a market segment projected to grow by 10% per year.

■ **Quality-driven individuals prioritising premium materials and craftsmanship.**

Focusing on quality-driven individuals enables the business to charge premium prices for its stainless steel faucets, resulting in higher profit margins. This market segment also presents opportunities for collaboration with luxury home builders and interior designers, allowing the products to be featured in high-end residential projects, with a projected growth of 5% per month.

Buyer Personas

3.3

3.3.1 Residential Property Developer

A residential property developer focused on building modern, sustainable housing estates in urban areas. They prioritise high-quality materials that offer durability and aesthetic appeal to attract discerning homebuyers. Their projects often include premium fixtures, making stainless steel faucets an ideal choice for their developments.

Goals

- Enhance the aesthetic appeal of residential properties with high-quality stainless steel faucets.
- Ensure long-term durability and reliability of plumbing fixtures in new developments.
- Achieve cost-effective procurement of building materials through competitive pricing.
- Support sustainable building practices with eco-friendly and corrosion-resistant products.

Challenges

- Ensuring the availability of high-quality stainless steel faucets that meet project specifications.
- Finding cost-effective solutions without compromising on quality.

Values

- Quality and durability of building materials are paramount to ensure long-lasting residential properties.
- Cost-effectiveness is crucial to maintain budget constraints while achieving high-quality construction.

Fears

- Concerns about the durability and longevity of stainless steel faucets in residential properties.
- Worries about the availability of a consistent supply of high-quality faucets for ongoing projects.
- Anxiety over the cost-effectiveness of the faucets in relation to their quality and performance.

3.3.2 Hotel Procurement Manager

A procurement manager for a chain of luxury hotels seeking to upgrade their facilities with contemporary and reliable fixtures. They are responsible for sourcing products that enhance guest experience while ensuring long-term cost efficiency. Stainless steel faucets are preferred for their sleek design and resistance to wear and tear.

Goals

- Ensure the procurement of high-quality stainless steel faucets that meet hotel standards.
- Achieve cost savings through competitive pricing and bulk purchase options.
- Streamline the supply chain with reliable and timely delivery of products.
- Enhance the hotel's sustainability efforts by sourcing eco-friendly and durable materials.
- Maintain a consistent and aesthetically pleasing design across all hotel facilities.

Challenges

- Ensuring the availability of high-quality stainless steel faucets that meet the hotel's aesthetic and functional standards.
- Finding a reliable supplier who can provide consistent product quality and timely deliveries.

- Managing costs effectively while sourcing durable and long-lasting faucets for hotel bathrooms.
- Reducing the environmental impact of procurement by sourcing products from a manufacturer committed to sustainable practices.

Values

- Quality and durability of products are paramount to ensure long-term satisfaction and reduce maintenance costs.
- Competitive pricing is essential to maximise budget efficiency and achieve cost savings.
- Timely delivery and reliable supply chain management are crucial to maintain project timelines and avoid disruptions.
- Sustainability and eco-friendliness of materials are important to align with corporate social responsibility goals.
- Strong after-sales support and warranty services are valued to ensure ongoing product performance and customer satisfaction.

Fears

- Concerns about the durability and longevity of the stainless steel faucets in high-usage environments.
- Worries about the availability of replacement parts and after-sales support for the faucets.
- Fear of inconsistent product quality affecting the hotel's reputation and guest satisfaction.
- Anxiety over the lead time for delivery and installation of the faucets, potentially delaying hotel operations.
- Apprehension about the cost-effectiveness and value for money of the faucets compared to competitors.

3.3.3 Plumbing Contractor

An independent plumbing contractor who specialises in residential and commercial installations. They value products that are easy to install and maintain, ensuring customer satisfaction and repeat business. Stainless steel faucets are a staple in their toolkit due to their reliability and modern look.

Goals

- Ensure access to high-quality stainless steel faucets that meet project specifications.
- Receive reliable and timely delivery of plumbing materials to maintain project schedules.
- Benefit from competitive pricing to maximise project profitability.
- Access a diverse range of faucet designs to cater to various client preferences.
- Establish a long-term partnership with a dependable supplier for ongoing projects.

Challenges

- Ensuring the availability of high-quality stainless steel faucets for timely project completion.
- Accessing competitively priced plumbing materials to maintain project budgets.
- Finding a reliable supplier who can provide consistent product quality and supply.

- Sourcing durable and corrosion-resistant faucets suitable for various environmental conditions.

Values

- Quality and durability of materials are crucial for long-lasting installations.
- Competitive pricing is essential to maintain project budgets.
- Reliable supply chains ensure timely project completion.
- Ease of installation can reduce labour costs and time.
- Sustainability and eco-friendliness are increasingly important in modern projects.

Fears

- Concerns about the durability and longevity of stainless steel faucets in various environmental conditions.
- Worries about the availability of replacement parts and after-sales support for the products.
- Fear of inconsistent product quality affecting project timelines and client satisfaction.
- Anxiety over the compatibility of the faucets with existing plumbing systems and standards.
- Apprehension about the cost-effectiveness of the products compared to other suppliers.

3.3.4 Interior Designer

An interior designer working on high-end residential and commercial projects, always on the lookout for stylish and functional fixtures. They aim to create spaces that are both beautiful and practical, often recommending stainless steel faucets for their versatility and timeless appeal.

Goals

- Enhance the aesthetic appeal of interior spaces with high-quality stainless steel faucets.
- Ensure durability and longevity in design projects by using reliable building materials.
- Achieve a modern and sleek look in bathroom and kitchen designs with contemporary faucet styles.
- Meet client expectations for sustainable and eco-friendly materials in interior design projects.
- Access a consistent supply of locally manufactured faucets to maintain project timelines.

Challenges

- Finding high-quality stainless steel faucets that match specific design aesthetics.
- Ensuring the durability and longevity of faucets in high-use areas.
- Sourcing faucets that are easy to install and maintain.
- Accessing a reliable supply of faucets for large-scale projects.
- Balancing cost-effectiveness with premium design requirements.

Values

- Quality and durability are paramount when selecting building materials for long-lasting projects.
- Aesthetic appeal and design versatility are crucial to complement various interior styles.
- Sustainability and eco-friendliness are important considerations in material selection.
- Cost-effectiveness without compromising on quality is essential for budget-conscious projects.
- Reliable supply and availability of materials ensure timely project completion.

Fears

- Concerns about the durability and longevity of stainless steel faucets in high-use areas.
- Worries about the availability of a diverse range of styles and finishes to match various design themes.
- Fear of delays in delivery impacting project timelines.
- Anxiety over the ease of installation and compatibility with existing plumbing systems.
- Doubts about the environmental impact and sustainability of the materials used in the products.

Barriers To Entry

3.4

In analysing the barriers to entry for a new business in the stainless steel faucet manufacturing industry, key challenges include overcoming established brand loyalty and securing access to distribution channels.

■ Brand Loyalty

Brand loyalty presents a significant barrier to entry for new manufacturers as it reflects consumers' preference for established brands, often due to perceived quality and trust. This loyalty can make it challenging for new entrants to gain market share, as customers are less likely to switch to unfamiliar brands. Consequently, new manufacturers must invest heavily in marketing and innovation to overcome this loyalty and persuade consumers to try their products.

■ Access to Distribution Channels

Access to distribution channels is a significant barrier to entry for new manufacturers. Established companies often have long-standing relationships with distributors and retailers, making it challenging for newcomers to secure shelf space or distribution agreements. Additionally, existing players may have exclusive contracts or offer incentives to distributors to limit competition. This can result in limited market access for new entrants, hindering their ability to reach potential customers and grow their business.

3.5.1 Faucets Importers (website: <https://www.africa.kohler.com/>)

In the Tanzanian market, the primary competitors in the bathroom and kitchen faucet industry are importers who bring in a wide range of products from international manufacturers.

Strengths

- These importers typically offer a variety of faucet designs and styles, catering to different consumer preferences and price points. They benefit from established supply chains and relationships with overseas manufacturers, allowing them to provide competitive pricing and a diverse product selection.

Weaknesses

- These importers often face challenges such as fluctuating import tariffs, shipping delays, and limited customization options for local consumer needs. By focusing on local assembly, our business aims to offer tailored solutions, quicker turnaround times, and potentially lower costs by reducing import-related expenses.

Strategy

Chapter 4

4.1.1 Sales & Marketing Objectives

■ **Generate leads by participating in local trade shows and exhibitions. (within 3 months)**

Participating in local trade shows and exhibitions is crucial for establishing a strong market presence and building brand awareness within the industry. These events provide a unique opportunity to showcase products directly to potential customers and industry partners, facilitating valuable networking and relationship-building. By engaging with attendees and demonstrating the quality and innovation of our stainless steel faucets, we can effectively generate leads and drive business growth. We plan to achieve this by strategically selecting relevant events and preparing compelling presentations and displays to attract and engage potential clients.

■ **Develop partnerships with local plumbing supply stores to expand distribution. (within 3 months)**

Establishing partnerships with local plumbing supply stores is crucial for expanding distribution channels and increasing market reach. By collaborating with these stores, the business can ensure its products are readily available to a broader customer base, enhancing brand visibility and driving sales growth. This strategy not only strengthens the supply chain but also fosters relationships within the local industry, which can lead to further business opportunities and mutual benefits. The business plans to achieve this by identifying key local partners and negotiating mutually beneficial agreements to stock and promote its products.

■ **Create engaging content to educate potential customers about the benefits of stainless steel faucets. (within 3 months)**

Educating potential customers about the benefits of stainless steel faucets is crucial for establishing a strong market presence and driving sales. By providing valuable information, the business can build trust and credibility, helping customers make informed purchasing decisions. This approach not only differentiates the products from competitors but also highlights their durability, aesthetic appeal, and cost-effectiveness, ultimately fostering customer loyalty and encouraging repeat business. The business plans to achieve this by developing informative and engaging content across various digital platforms.

4.1.2 Strategic Objectives

■ **Secure necessary certifications and compliance for product standards. (within 3 months)**

Ensuring that products meet necessary certifications and compliance standards is crucial for maintaining quality, safety, and customer trust. It not only enhances the brand's reputation but also opens up opportunities in various markets that require adherence to specific regulations. By achieving these certifications, the business can differentiate itself from competitors and assure customers of the reliability and durability of its products. The business plans to achieve this by collaborating with industry experts and regulatory bodies to ensure all products meet the required standards.

■ **Develop a robust supply chain management system. (within 3 months)**

A robust supply chain management system is crucial for ensuring the seamless assembly and distribution of stainless steel faucets. It enables the business to maintain consistent product quality, optimise inventory levels, and reduce operational costs. By streamlining procurement processes and fostering strong relationships with suppliers, the company can enhance its responsiveness to market demands and mitigate potential disruptions. The business plans to achieve this by implementing advanced inventory management software and establishing strategic partnerships with reliable suppliers.

4.1.3 Operational Objectives

■ **Ensure all assembly equipment is fully operational and maintained regularly. (within 3 months)**

Regular maintenance and full operational capacity of assembly equipment are crucial for maintaining production efficiency and ensuring product quality. By keeping equipment in optimal condition, the business can minimise downtime, reduce repair costs, and extend the lifespan of its machinery, ultimately supporting consistent output and customer satisfaction. The business plans to achieve this by implementing a comprehensive maintenance schedule and conducting regular inspections.

■ **Implement a quality control process to minimise defects in production. (within 3 months)**

Implementing a quality control process is crucial for ensuring the reliability and durability of our stainless steel faucets. By minimising defects in production, we enhance customer satisfaction, reduce waste, and improve overall operational efficiency. This not only strengthens our brand reputation but also contributes to long-term profitability and competitiveness in the market. The business plans to achieve this by integrating rigorous inspection protocols and continuous staff training into the production workflow.

■ **Establish a reliable supply chain for raw materials and components. (within 3 months)**

A reliable supply chain for raw materials and components is crucial for ensuring consistent production quality and meeting customer demand. By securing dependable sources, the business can minimise disruptions, reduce costs, and maintain a competitive edge in the market. This stability is essential for building trust with customers and partners, ultimately supporting long-term growth and success. The business plans to achieve this by forming strategic partnerships with reputable suppliers and implementing robust inventory management systems.

■ **Train assembly staff to adhere to safety and efficiency standards. (within 3 months)**

Ensuring that assembly staff are trained to adhere to safety and efficiency standards is crucial for maintaining a productive and secure working environment. Proper training minimises the risk of workplace accidents, reduces downtime, and enhances the overall quality of the products. By prioritising safety and efficiency, the business can improve operational performance and foster a culture of responsibility and excellence among its employees. The business plans to achieve this by implementing a comprehensive training programme that focuses on best practices and compliance with industry standards.

■ **Set up an inventory management system to track stock levels accurately. (within 3 months)**

Implementing an inventory management system is crucial for ensuring the efficient operation of the business. Accurate tracking of stock levels will help prevent overproduction and stockouts, optimise storage space, and reduce waste, ultimately leading to cost savings and improved customer satisfaction. By maintaining precise inventory records, the business can make informed purchasing and production decisions, enhancing overall operational efficiency. The business plans to achieve this by integrating a digital inventory management solution that provides real-time updates and analytics.

4.1.4 Long Term Objectives

- **Expand the product line to include a variety of stainless steel kitchen and bathroom fixtures. (within 3 years)**

Expanding the product line to include a variety of stainless steel kitchen and bathroom fixtures is crucial for establishing a competitive edge and meeting the diverse needs of customers. This strategic move not only enhances market presence but also drives revenue growth by tapping into new customer segments and increasing brand loyalty. By broadening the product range, the business can better adapt to market trends and consumer preferences, ensuring long-term sustainability and success. The business plans to achieve this by leveraging its manufacturing capabilities to develop and introduce new products that align with market demand.

- **Establish a robust distribution network across East Africa to increase market reach. (within 3 years)**

Expanding the distribution network across East Africa is crucial for enhancing market reach and ensuring the business's long-term success. By establishing a robust network, the company can tap into new markets, increase brand visibility, and drive sales growth. This strategic move will also enable the business to better serve its customers by ensuring timely delivery and availability of products, thereby strengthening customer relationships and loyalty. To achieve this, the company will partner with local distributors and leverage existing logistics infrastructure to efficiently reach a wider customer base.

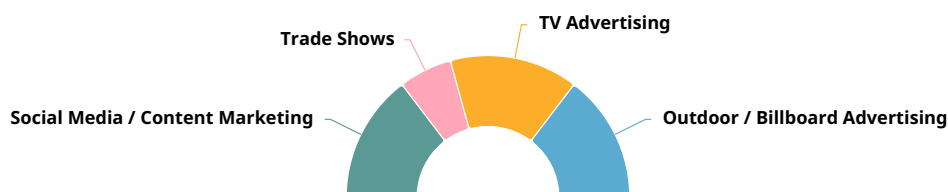
- **Build a strong brand reputation for quality and reliability in the stainless steel faucet industry. (within 3 years)**

Establishing a strong brand reputation for quality and reliability is crucial as it differentiates the business in a competitive market, fosters customer loyalty, and drives long-term growth. By consistently delivering high-quality products and exceptional customer service, the business aims to become a trusted name in the stainless steel faucet industry.

Promotional Strategy

4.2

4.2.1 Promotional Channels



The business plans to leverage a variety of marketing channels to effectively reach its target audience, with a particular focus on three key strategies. Social media and content marketing will play a pivotal role, allowing the company to engage directly with consumers, showcase product features, and build brand awareness through platforms like Facebook, Instagram, and LinkedIn. TV advertising will be utilised to reach a broader audience, capitalising on the medium's wide reach and ability to convey compelling visual narratives that highlight the quality and innovation of the products. Additionally, outdoor and billboard advertising will be strategically placed in high-traffic areas to capture the attention of potential customers, reinforcing brand visibility and driving interest in the company's offerings. These channels, combined, will create a robust marketing mix aimed at establishing a strong market presence and driving sales growth.

4.2.2 Promotional Messages

The messages below have been meticulously crafted to align with our brand identity, resonate with our target audience, and effectively communicate our unique selling propositions. They are integral to our marketing strategy, designed to drive customer engagement and foster brand loyalty.

1 **""Elevate Your Space with Our Premium Stainless Steel Faucets - Perfect for Modern Homeowners Seeking Quality and Style.""**

The business has chosen this promotional message to effectively communicate its commitment to providing high-quality, stylish stainless steel faucets that cater to the discerning tastes of modern homeowners. By highlighting the premium nature of its products, the business aims to attract customers who value both functionality and aesthetic appeal in their home fixtures.

2 **""Enhance Your Project's Value with Durable and Cost-Effective Faucets - Ideal for Contractors and Builders.""**

The business has chosen this promotional message to clearly communicate the benefits of its stainless steel faucets, highlighting their durability and cost-effectiveness, which are key considerations for contractors and builders seeking to enhance the value of their projects.

3 **""Reliable and Efficient: Our Stainless Steel Faucets for Hospitality and Commercial Spaces.""**

The business has chosen this message for its promotional activities to clearly communicate its commitment to providing high-quality, durable products specifically designed to meet the demands of hospitality and commercial environments, ensuring customers can trust in both the reliability and efficiency of their stainless steel faucets.

4.2.3 Marketing and Promotional Materials

The business will require a range of marketing resources to effectively communicate its offerings to potential customers. Essential materials include sales brochures and flyers, which will serve as informative tools to highlight the features and benefits of the stainless steel faucets. Additionally, displays and demonstration tools will be necessary to provide a tangible experience of the product's quality and functionality, thereby enhancing customer engagement and understanding.

■ Brochures and Flyers

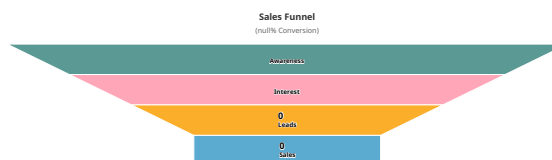
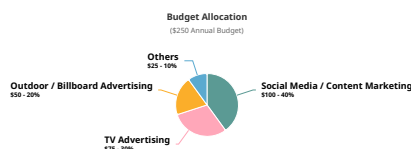
4.2.4 Customer Data

The business will strategically gather and analyse customer data to enhance its marketing efforts, employing predictive analysis to anticipate customer needs and preferences. By compiling email addresses and other contact information, the business aims to maintain an ongoing sales dialogue, ensuring that communication remains relevant and engaging. Additionally, the collection of customer and user data will enable the development of personalised and targeted promotions, allowing the business to tailor its offerings to meet the specific demands of its clientele effectively. This data-driven approach will not only improve customer satisfaction but also foster long-term relationships and drive sales growth.

4.2.5 Retaining Clients

Qihang Building Materials Company Limited is committed to actively enhancing customer loyalty and retaining clients by implementing a robust feedback mechanism. We will regularly solicit feedback through surveys, allowing us to gain valuable insights into our customers' needs and preferences. This information will be instrumental in refining our products and services, ensuring they are tailored to meet the specific requirements of our clients. By continuously improving our offerings based on direct customer input, we aim to foster strong, long-lasting relationships with our clients, ensuring their satisfaction and loyalty to our brand.

4.2.6 Budget & Conversions



Pricing Strategy

4.3

Qihang Building Materials Company Limited employs a Competition-Based Pricing strategy, aligning our product prices closely with those of our competitors. This approach is particularly effective in the highly competitive market of stainless steel faucets, where numerous businesses offer similar products. By adopting this pricing strategy, we ensure that our prices remain competitive and attractive to potential customers, thereby enhancing our market presence and appeal.

Our decision to implement a Competition-Based Pricing strategy is driven by our objective to remain competitive within the market. By aligning our prices with those of our competitors, we aim to attract a larger customer base and increase our market share. This strategy not only helps us to draw in more customers but also ensures that our products are perceived as offering good value for money. By focusing on competitive pricing, we can effectively position our products as both high-quality and affordable, which is crucial for gaining a foothold in the market.

Geographic pricing plays a significant role in our overall pricing strategy, allowing us to adjust our prices to reflect local demand and purchasing power. This flexibility enables us to remain competitive in various local markets across Tanzania. By tailoring our pricing to specific market conditions, we can build stronger relationships with local distributors and retailers, offering them pricing that aligns with their unique market dynamics. This approach not only strengthens our distribution network but also enhances our brand's reputation as a responsive and customer-focused business.

While our pricing strategy is competitive, our products are positioned at a premium relative to the general market. This premium pricing reflects the superior quality and durability of our stainless steel faucets, distinguishing them from lower-cost alternatives. By maintaining a balance between competitive pricing and premium product positioning, we aim to attract discerning customers who value quality and reliability, thereby reinforcing our brand's commitment to excellence.

Distribution

4.4

The business employs a direct distribution strategy, allowing customers to purchase products directly from its website. This approach offers several significant benefits, including the ability to receive direct feedback from customers, which is invaluable for improving product quality. Additionally, it fosters enhanced brand loyalty through personalised customer service, ensuring a more tailored and satisfying experience for the consumer. Direct distribution also provides the business with direct access to consumer data, enabling the development of targeted marketing strategies that can effectively reach and engage the intended audience. This strategy is particularly well-suited to the business, as it allows for greater control over the customer experience and product presentation, which might not be as effectively managed through third-party distributors.

Success Factors

4.5



4.5.1 Product Related

- **Product quality and durability will be crucial to ensure customer satisfaction and repeat business.**

The success of our business hinges significantly on the quality and durability of our stainless steel faucets. By ensuring that our products meet high standards of craftsmanship and longevity, we can guarantee customer satisfaction, which

is essential for fostering trust and encouraging repeat business. High-quality, durable products not only enhance our reputation but also differentiate us from competitors, ultimately driving growth and sustainability in the market.

- **Innovative design and functionality will differentiate the products from competitors in the market.**

Our success in the competitive market of stainless steel faucets hinges significantly on our commitment to innovative design and functionality. By focusing on creating unique and user-friendly products, we can set ourselves apart from competitors, offering customers not just a functional item but an enhanced experience. This differentiation is crucial in attracting discerning consumers who value both aesthetics and practicality, ultimately driving our growth and establishing a strong brand presence.

- **Compliance with local and international standards will enhance credibility and trust in the products.**

Ensuring compliance with both local and international standards is crucial for our business as it significantly enhances the credibility and trust in our stainless steel faucets. By adhering to these standards, we demonstrate our commitment to quality and safety, which not only satisfies regulatory requirements but also reassures our customers of the reliability and durability of our products. This compliance can open up new market opportunities, as many clients and partners prefer to engage with manufacturers who meet recognised standards, thereby potentially increasing our market share and fostering long-term business relationships.

4.5.2 Marketing Related

- **Understanding and effectively targeting the local market demographics will be crucial for the marketing strategy.**

Our success as a manufacturer of stainless steel faucets relies heavily on our ability to understand and effectively target the local market demographics. By gaining insights into the preferences, needs, and purchasing behaviours of our potential customers, we can tailor our marketing strategies to resonate with them more effectively. This targeted approach will enable us to position our products in a way that appeals directly to the local consumer base, ensuring that our offerings meet their expectations and demands, ultimately driving sales and fostering brand loyalty.

- **Building a strong brand identity that resonates with the target audience will be essential for success.**

Our success in the stainless steel faucet industry will largely depend on building a strong brand identity that resonates with our target audience. By clearly communicating our commitment to quality, durability, and innovative design, we can differentiate ourselves from competitors and foster customer loyalty. Establishing a brand that reflects our values and meets the needs of our customers will be crucial in gaining market share and ensuring long-term growth.

- **Monitoring and adapting to changes in consumer preferences and market trends will be vital for maintaining relevance.**

Our success as a manufacturer of stainless steel faucets depends significantly on our ability to monitor and adapt to changes in consumer preferences and market trends. By staying attuned to the evolving needs and desires of our customers, we can ensure that our products remain relevant and appealing. This proactive approach will enable us to anticipate shifts in the market, allowing us to innovate and adjust our offerings accordingly, thereby maintaining our competitive edge and fostering sustained growth.

4.5.3 People Related

- **Implementing a comprehensive onboarding programme to ensure new employees understand company values and processes.**

The success of our business hinges on implementing a comprehensive onboarding programme that ensures new employees fully understand our company values and processes. By equipping our team with the necessary knowledge and skills from the outset, we foster a cohesive work environment that aligns with our commitment to quality and efficiency in assembling and selling stainless steel faucets. This approach not only enhances productivity but also strengthens our organisational culture, ultimately driving our growth and success in the manufacturing industry.

4.5.4 Resources Related

- **Securing reliable and high-quality raw material suppliers to ensure consistent product quality.**

Securing reliable and high-quality raw material suppliers is crucial for our success as it directly impacts the consistency and quality of our stainless steel faucets. By partnering with dependable suppliers, we can ensure that the materials we use meet our stringent quality standards, which is essential for maintaining customer satisfaction and trust. Consistent quality in our products not only enhances our reputation in the market but also reduces the risk of production delays and defects, ultimately contributing to our long-term profitability and growth.

- **Establishing strong relationships with financial institutions to maintain healthy cash flow and access to credit.**

Establishing strong relationships with financial institutions is crucial for maintaining healthy cash flow and ensuring access to credit, which are vital for our business's success. As a manufacturer of stainless steel faucets, we often face fluctuating demand and the need for timely procurement of raw materials. By fostering solid connections with banks and other financial entities, we can secure favourable credit terms and manage cash flow more effectively, allowing us to invest in growth opportunities, manage operational costs, and navigate any unforeseen financial challenges with greater confidence.

- **Implementing effective inventory management systems to optimise resource allocation and reduce waste.**

Implementing effective inventory management systems is crucial for our success as it allows us to optimise resource allocation and minimise waste. By accurately tracking our stock levels and understanding demand patterns, we can ensure that we have the right amount of materials on hand, reducing the risk of overproduction or stockouts. This not only helps in maintaining a steady production flow but also in reducing unnecessary costs associated with excess inventory. Ultimately, efficient inventory management contributes to improved operational efficiency and profitability, enabling us to better serve our customers with high-quality stainless steel faucets.

4.5.5 Strategy Related

- **Implementing robust quality control measures to maintain product standards and enhance customer satisfaction.**

Our success hinges significantly on implementing robust quality control measures to maintain high product standards and enhance customer satisfaction. By ensuring that each stainless steel faucet meets stringent quality criteria, we not only uphold our reputation as a reliable manufacturer but also foster trust and loyalty among our customers. This

commitment to quality will help us minimise defects, reduce returns, and ultimately contribute to a stronger market position and sustained business growth.

Operations

Chapter 5

5.1.1 Roles & Headcount

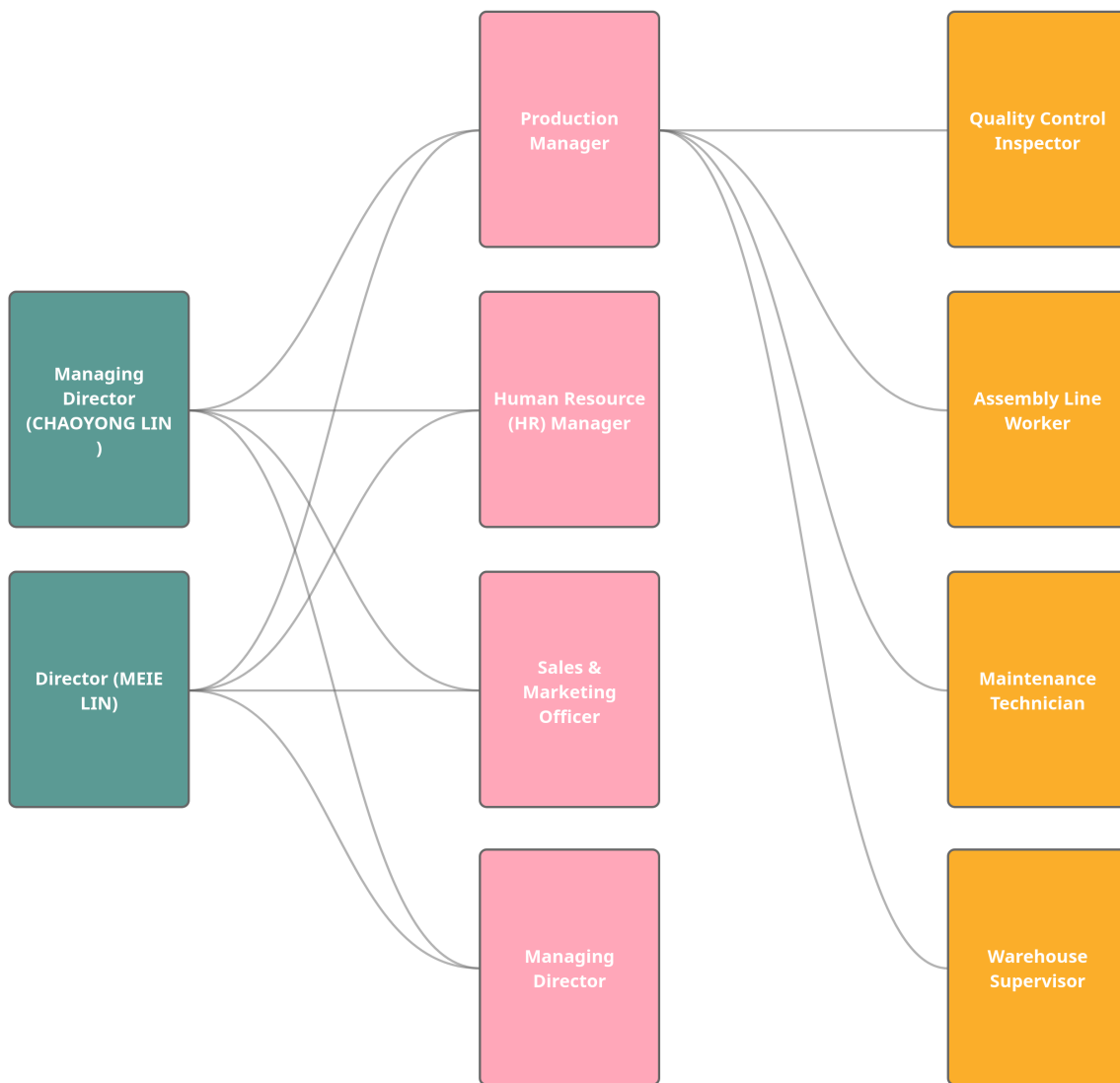
Role	Headcount	Future Recruitment	Employment
Managing Director	1	None	Employed
Production Manager	1	None	Employed
Quality Control Inspector	1	None	Employed
Assembly Line Worker	10	None	Employed
Human Resource (HR) Manager	1	None	Employed
Sales & Marketing Officer	1	None	Employed
Maintenance Technician	1	None	Employed
Warehouse Supervisor	1	None	Employed

5.1.2 Hiring, Retention and Training

To find potential candidates for new positions, the business plans to post job openings on various job boards and websites. This approach aims to reach a wide audience and attract a diverse pool of applicants, ensuring that the most suitable candidates are considered for each role.

To engage, reward, and retain high performers, the business intends to implement a system of performance bonuses. This strategy is designed to motivate employees by recognising and rewarding their contributions, thereby fostering a culture of excellence and encouraging long-term commitment to the company.

For staff training and development, the business will adopt internal training strategies. This approach will allow the company to tailor training programmes to meet specific organisational needs and ensure that employees are equipped with the necessary skills and knowledge to excel in their roles.



5.2.1 Board of Directors



Managing Director - CHAOYONG LIN

With a Bachelor's degree in Business Administration from Zhejiang University, Chaoyong Lin has a strong background in both engineering and business management. He has successfully led multiple projects in the construction materials industry, focusing on innovation and sustainability. His strategic vision and leadership skills will be key assets in driving the company's growth and market expansion.



Director - MEIE LIN

Meie Lin graduated with a Bachelor's degree in Industrial Engineering from Hubei University. She has a proven track record in supply chain management and has successfully led cross-functional teams in previous roles at multinational corporations. Her skills in strategic planning and her ability to drive innovation will be key assets in the growth and development of Qihang Building Materials Company Limited.

Professional Advisors

5.3

In order to ensure the successful establishment and operation of Qihang Building Materials Company Limited, we recognise the importance of engaging specialist professional advisors. These experts will provide invaluable guidance and support across various aspects of our business, helping us to navigate the complexities of the manufacturing industry in Tanzania. By leveraging their expertise, we aim to enhance our operational efficiency, maintain compliance with relevant regulations, and ultimately achieve our business objectives. Our commitment to quality and excellence is reflected in our choice to collaborate with these seasoned professionals, who will play a crucial role in our journey towards becoming a leading provider of stainless steel faucets in the region.

5.3.1 Specialist Consultants

The business will require the expertise of environmental compliance consultants to ensure adherence to environmental regulations and standards. These specialists will play a crucial role in conducting environmental impact assessments, which are essential for understanding the potential effects of the business operations on the environment. This proactive approach will help in identifying any environmental risks and implementing necessary measures to mitigate them.

Additionally, the consultants will perform regulatory compliance audits. These audits are vital for ensuring that the business remains in full compliance with all relevant environmental laws and regulations. By engaging these professionals, the business can maintain its commitment to sustainable practices and avoid potential legal issues or penalties associated with non-compliance.

5.3.2 Professional Services / Advisors

■ Accounting and Tax Services

Outsourcing accounting and tax services will provide us with expert financial management, allowing us to focus on our core operations of assembling and selling stainless steel faucets. By leveraging the expertise of seasoned professionals, we can ensure compliance with all relevant regulations and optimise our tax strategies, ultimately enhancing our financial efficiency. This approach not only reduces the risk of errors but also offers us valuable insights into financial

planning and budgeting, supporting informed decision-making and fostering sustainable growth. Additionally, it allows us to allocate resources more effectively, ensuring that our internal team can concentrate on production and innovation.

■ Solicitors and Legal Services

Outsourced solicitors and legal services will play a crucial role in supporting our business by ensuring compliance with local and international regulations, thereby safeguarding our operations. They will assist in drafting and reviewing contracts, ensuring that our agreements with suppliers and clients are legally sound and protect our interests. Additionally, they will provide guidance on intellectual property matters, helping us secure patents and trademarks for our innovative designs. By handling potential disputes and offering strategic legal advice, these services will enable us to focus on our core activities, confident that our legal affairs are in expert hands.

Premises

5.4

Qihang Building Materials Company Limited will operate from a strategically located facility in Dar es Salaam, Tanzania. This location has been chosen due to its accessibility to key transport links, including major roads and the port, which are essential for both the import of raw materials and the distribution of finished products. The facility will house our assembly line, storage for raw materials and finished goods, and administrative offices. This centralised location will enable us to efficiently manage our operations and ensure timely delivery to our customers across the region.

Our facility is designed to support our manufacturing and assembly processes, with dedicated areas for each stage of production. This includes a well-organised assembly line for our stainless steel faucets, ensuring that we maintain high standards of quality and efficiency. The layout of the facility has been optimised to facilitate smooth workflow and minimise production bottlenecks. Additionally, we have invested in modern equipment and technology to enhance our manufacturing capabilities and support our commitment to producing high-quality products.

While we do not have an online presence, our physical location in Dar es Salaam allows us to maintain close relationships with our suppliers and customers. This proximity enables us to respond quickly to market demands and customer feedback, ensuring that we remain competitive in the building materials industry. Our focus on face-to-face interactions and local partnerships is a key component of our business strategy, allowing us to build trust and establish a strong reputation within the community.

Legal Considerations

5.5

5.5.1 Policies and Agreements

The business will need to implement Health and Safety and Equal Opportunities policies to ensure a safe and inclusive working environment. Additionally, it is necessary to prepare documents such as Employment Contracts and a Code of

Conduct for staff members to sign, ensuring clarity in roles and responsibilities. There are no contractual agreements required for suppliers or customers at this stage.

Policies

- Health and Safety
- Equal Opportunities

Staff Contracts

- Employment Contract
- Code of Conduct

5.5.2 Permits / Licenses

To operate effectively, our business requires several essential licences and permits. Firstly, a Business Licence is necessary to legally conduct our operations. Additionally, we must obtain a Tax Identification Number (TIN) from the Tanzania Revenue Authority to ensure compliance with tax regulations. Given the potential environmental impact of our manufacturing processes, an Environmental Impact Assessment Certificate may be required to address any environmental concerns. Furthermore, a Certificate of Value Added Tax (VAT) is essential for managing our tax obligations related to sales. We also need an Industrial Licence from the Business Registrations and Licensing Agency (BRELA) to authorise our manufacturing activities. Lastly, a Certificate of Incorporation from BRELA is required to formally establish our company as a legal entity. These licences and permits are crucial for the lawful and efficient operation of our business.

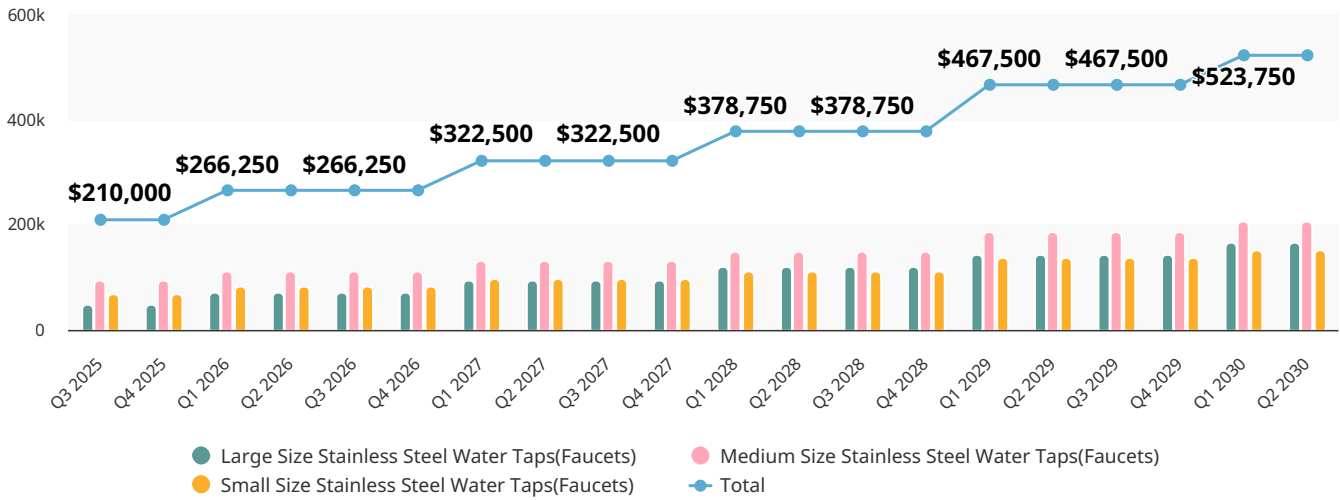
5.5.3 Regulations

In our operations, adherence to regulatory frameworks is paramount to ensure compliance and maintain the highest standards of quality and safety. We are committed to following the Tanzania Bureau of Standards (TBS) Regulations, which are essential for the manufacturing and assembly of stainless steel faucets. These regulations provide guidelines on product quality, safety, and environmental considerations, ensuring that our products meet the required standards before reaching the market. Compliance with TBS regulations not only enhances our credibility but also assures our customers of the reliability and safety of our products. We continuously monitor and update our processes to align with any changes in these regulations, thereby reinforcing our commitment to regulatory compliance and excellence in our industry.

Financials

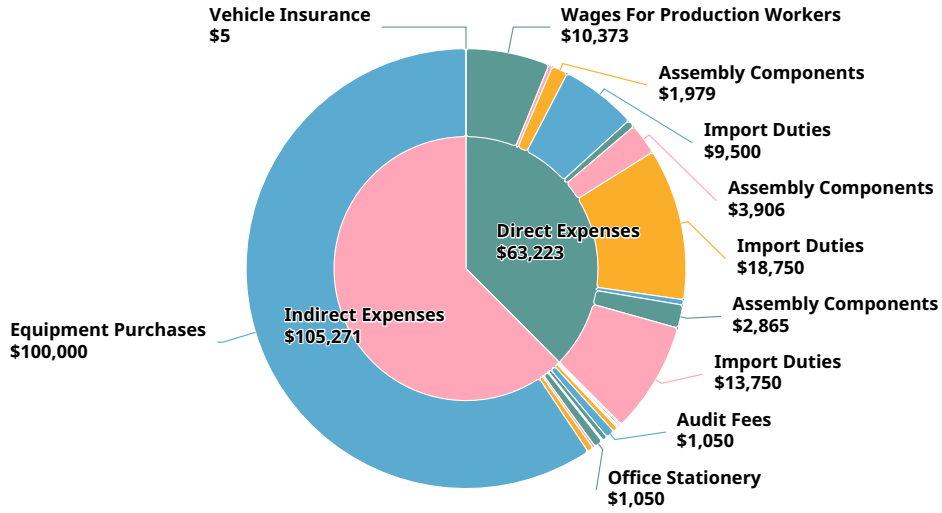
Chapter 6

6.1.1 Revenue

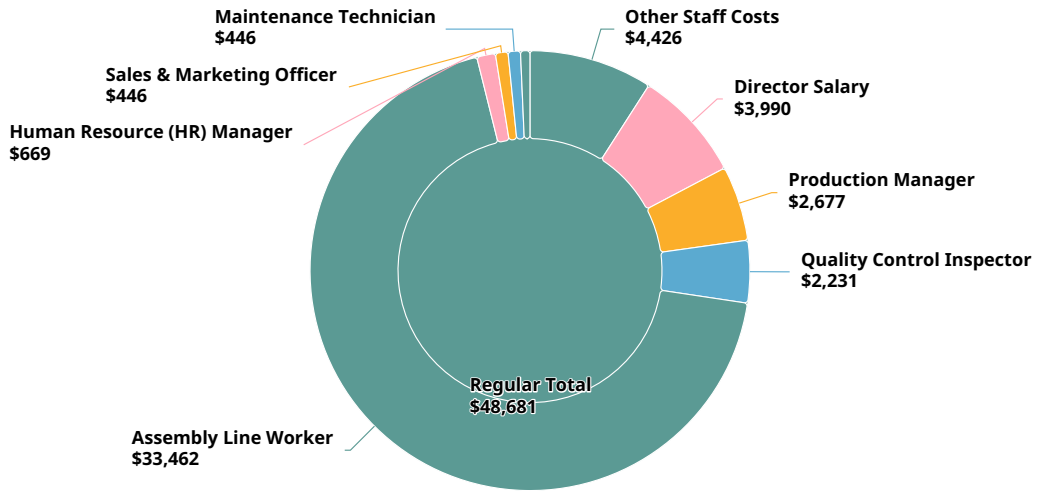


6.1.2 Expenses

\$168,494 Expenses Breakdown (Year One)



\$48,681 Staff Costs (Year One)

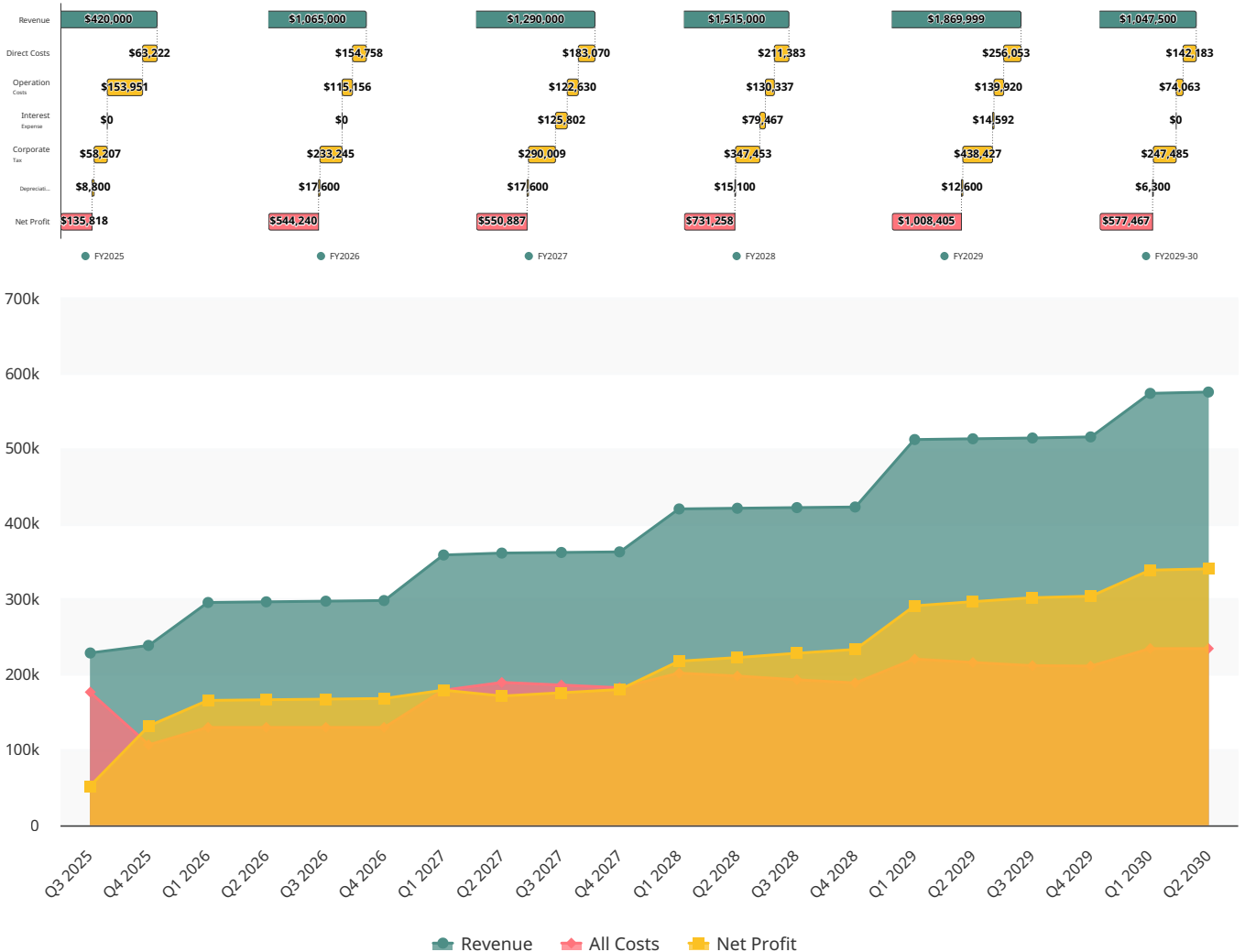


Profit & Loss

6.2

Profit & Loss	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Income	\$420,000	\$1,065,000	\$1,290,000	\$1,515,000	\$1,869,999.96	\$1,047,500.04
Direct Expenses	\$63,222.8	\$154,758.1	\$183,070.6	\$211,383.1	\$256,053.93	\$142,183.22
Staff Wages & Salaries	\$0	\$0	\$0	\$0	\$0	\$0
Staff Related Costs	\$0	\$0	\$0	\$0	\$0	\$0
Other Direct Expenses	\$63,222.8	\$154,758.1	\$183,070.6	\$211,383.1	\$256,053.93	\$142,183.22
Inventory	\$0	\$0	\$0	\$0	\$0	\$0
Gross Profit	\$356,777.2	\$910,241.9	\$1,106,929.4	\$1,303,616.9	\$1,613,946.03	\$905,316.82
Gross Profit Margin	85%	85%	86%	86%	86%	86%
Operating Costs	\$153,951.67	\$115,156.27	\$122,630.66	\$130,337.58	\$139,920.14	\$74,063.79
Staff Wages & Salaries	\$44,255.22	\$92,537	\$96,764.88	\$101,204.16	\$105,865.41	\$55,379.86
Staff Related Costs	\$4,425.52	\$9,253.7	\$9,676.49	\$10,120.42	\$10,586.54	\$5,537.99
Other Operating Expenses	\$105,270.93	\$13,365.57	\$16,189.28	\$19,013	\$23,468.19	\$13,145.95
Operational Income	\$202,825.53	\$795,085.63	\$984,298.74	\$1,173,279.32	\$1,474,025.89	\$831,253.02
Interest Expense	\$0	\$0	\$125,802.16	\$79,467.34	\$14,592.95	\$0
Corporate Tax	\$58,207.66	\$233,245.69	\$290,009.62	\$347,453.8	\$438,427.77	\$247,485.91
Depreciation	\$8,800	\$17,600	\$17,600	\$15,100	\$12,600	\$6,300
Total Expenses	\$284,182.13	\$520,760.06	\$739,113.04	\$783,741.81	\$861,594.79	\$470,032.92
Net Profit	\$135,817.87	\$544,239.94	\$550,886.96	\$731,258.19	\$1,008,405.17	\$577,467.12
Net Profit Margin	32%	51%	43%	48%	54%	55%

*Full profit and loss details can be found in the appendix.



Balance Sheet

6.3

Balance Sheet	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Assets	\$6,177,835.12	\$6,864,859.06	\$8,520,975.52	\$9,193,252.49	\$10,176,597.27	\$10,874,276.65
Current Assets	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65
- Cash	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65
- Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0
- Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Assets	\$228,200	\$210,600	\$193,000	\$177,900	\$165,300	\$159,000
- Long Term Assets	\$237,000	\$237,000	\$237,000	\$237,000	\$237,000	\$237,000
- Accumulated Depreciation	(\$8,800)	(\$26,400)	(\$44,000)	(\$59,100)	(\$71,700)	(\$78,000)
Liabilities And Equity	\$5,617,835.12	\$6,304,859.06	\$7,709,371.2	\$8,222,713.49	\$9,176,872.36	\$9,874,551.75
Current Liabilities	\$56,703.83	\$74,286.42	\$500,330.05	\$379,817.57	\$137,656.94	\$155,167.95
- Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0
- Corporate Tax Payable	\$44,103.83	\$58,311.42	\$72,502.41	\$87,050.95	\$109,606.94	\$123,742.95
- VAT Payable	\$12,600	\$15,975	\$19,350	\$22,725	\$28,050	\$31,425
- Short Term Debt	\$0	\$0	\$408,477.64	\$270,041.62	\$0	\$0
- Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Liabilities	\$0	\$0	\$270,041.62	\$0	\$0	\$0
- Long Term Debt	\$0	\$0	\$270,041.62	\$0	\$0	\$0
Equity	\$5,561,131.29	\$6,230,572.64	\$6,938,999.54	\$7,842,895.92	\$9,039,215.42	\$9,719,383.8
- Capital	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000
- Retained Earnings	(\$223,000)	(\$38,868.71)	\$630,572.64	\$1,338,999.54	\$2,242,895.92	\$3,439,215.42
- Earnings	\$184,131.29	\$669,441.35	\$708,426.9	\$903,896.39	\$1,196,319.5	\$680,168.37

Cash Flow

6.4

Cash Flow	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Starting Bank Position	\$100,000	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27
Net Cash From Operating	\$278,425.53	\$986,785.63	\$1,090,696.58	\$1,366,511.98	\$1,796,032.94	\$1,019,803.03
Revenue Received	\$420,000	\$1,065,000	\$1,290,000	\$1,515,000	\$1,869,999.96	\$1,047,500.04
Expenses Paid	(\$168,493.73)	(\$168,123.67)	(\$199,259.89)	(\$230,396.1)	(\$279,522.12)	(\$155,329.17)
Inventory Paid	\$0	\$0	\$0	\$0	\$0	\$0
Staffing Costs Paid	(\$48,680.74)	(\$101,790.7)	(\$106,441.37)	(\$111,324.58)	(\$116,451.95)	(\$60,917.84)
Interest Paid	\$0	\$0	\$125,802.16	\$79,467.34	\$14,592.95	\$0
VAT Collected	\$75,600	\$191,700	\$232,200	\$272,700	\$336,599.99	\$188,550.01
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Net Cash From Investing	\$48,313.42	\$125,201.41	\$157,539.94	\$172,638.2	\$187,914.32	\$102,701.26

Cash Flow	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Asset Purchases & Sales	\$0	\$0	\$0	\$0	\$0	\$0
Interest Received	\$48,313.42	\$125,201.41	\$157,539.94	\$172,638.2	\$187,914.32	\$102,701.26
Net Cash From Financing	\$5,600,000	\$0	\$678,519.26	(\$408,477.64)	(\$270,041.62)	\$0
Debt Draw Down	\$0	\$0	\$1,000,000	\$0	\$0	\$0
Principle Repaid	\$0	\$0	(\$321,480.74)	(\$408,477.64)	(\$270,041.62)	\$0
Dividends Repaid	\$0	\$0	\$0	\$0	\$0	\$0
Cash Received	\$5,600,000	\$0	\$0	\$0	\$0	\$0
Net Cash From Tax	(\$77,103.83)	(\$407,363.1)	(\$504,643.64)	(\$602,230.25)	(\$747,146.77)	(\$418,524.9)
VAT	(\$63,000)	(\$188,325)	(\$228,825)	(\$269,325)	(\$331,274.99)	(\$185,175.01)
Corporate Tax	(\$14,103.83)	(\$219,038.1)	(\$275,818.64)	(\$332,905.25)	(\$415,871.78)	(\$233,349.9)
Net Cash Change	\$5,849,635.12	\$704,623.94	\$1,422,112.14	\$528,442.29	\$966,758.87	\$703,979.39
Closing Bank Position	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65

*Full cash flow details can be found in the appendix.

Appendix

Chapter 7

Profit and Loss Full Details

7.1

Profit & Loss	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Income	\$420,000	\$1,065,000	\$1,290,000	\$1,515,000	\$1,869,999.96	\$1,047,500.04
Direct Expenses	\$63,222.8	\$154,758.1	\$183,070.6	\$211,383.1	\$256,053.93	\$142,183.22
Staff Wages & Salaries	\$0	\$0	\$0	\$0	\$0	\$0
Staff Related Costs	\$0	\$0	\$0	\$0	\$0	\$0
Other Direct Expenses	\$63,222.8	\$154,758.1	\$183,070.6	\$211,383.1	\$256,053.93	\$142,183.22
Inventory	\$0	\$0	\$0	\$0	\$0	\$0
Gross Profit	\$356,777.2	\$910,241.9	\$1,106,929.4	\$1,303,616.9	\$1,613,946.03	\$905,316.82
Gross Profit Margin	85%	85%	86%	86%	86%	86%
Operating Costs	\$153,951.67	\$115,156.27	\$122,630.66	\$130,337.58	\$139,920.14	\$74,063.79
Staff Wages & Salaries	\$44,255.22	\$92,537	\$96,764.88	\$101,204.16	\$105,865.41	\$55,379.86
Staff Related Costs	\$4,425.52	\$9,253.7	\$9,676.49	\$10,120.42	\$10,586.54	\$5,537.99
Other Operating Expenses	\$105,270.93	\$13,365.57	\$16,189.28	\$19,013	\$23,468.19	\$13,145.95
Operational Income	\$202,825.53	\$795,085.63	\$984,298.74	\$1,173,279.32	\$1,474,025.89	\$831,253.02
Interest Expense	\$0	\$0	\$125,802.16	\$79,467.34	\$14,592.95	\$0
Corporate Tax	\$58,207.66	\$233,245.69	\$290,009.62	\$347,453.8	\$438,427.77	\$247,485.91
Depreciation	\$8,800	\$17,600	\$17,600	\$15,100	\$12,600	\$6,300
Total Expenses	\$284,182.13	\$520,760.06	\$739,113.04	\$783,741.81	\$861,594.79	\$470,032.92
Net Profit	\$135,817.87	\$544,239.94	\$550,886.96	\$731,258.19	\$1,008,405.17	\$577,467.12
Net Profit Margin	32%	51%	43%	48%	54%	55%

Cash Flow Full Details

7.2

Cash Flow	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Starting Bank Position	\$100,000	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27
Net Cash From Operating	\$278,425.53	\$986,785.63	\$1,090,696.58	\$1,366,511.98	\$1,796,032.94	\$1,019,803.03
Revenue Received	\$420,000	\$1,065,000	\$1,290,000	\$1,515,000	\$1,869,999.96	\$1,047,500.04
- Small Size Stainless Steel Water Taps(Faucets)	\$137,500.02	\$330,000	\$384,999.96	\$440,000.04	\$549,999.96	\$302,500.02
- Medium Size Stainless Steel Water Taps(Faucets)	\$187,500	\$450,000	\$525,000	\$600,000	\$750,000	\$412,500
- Large Size Stainless Steel Water Taps(Faucets)	\$94,999.98	\$285,000	\$380,000.04	\$474,999.96	\$570,000	\$332,500.02
Expenses Paid	(\$168,493.73)	(\$168,123.67)	(\$199,259.89)	(\$230,396.1)	(\$279,522.12)	(\$155,329.17)
- Vehicle Insurance	\$4.83	\$12.25	\$14.84	\$17.42	\$21.5	\$12.05
- Equipment Purchases	\$100,000	\$0	\$0	\$0	\$0	\$0
- Computer Equipment	\$756	\$1,917	\$2,322	\$2,727	\$3,366	\$1,885.5

Cash Flow	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
- Internet Charges	\$310.8	\$788.1	\$954.6	\$1,121.1	\$1,383.8	\$775.15
- Office Stationery	\$1,050	\$2,662.5	\$3,225	\$3,787.5	\$4,675	\$2,618.75
- Other Motoring Expenses	\$17.5	\$44.37	\$53.75	\$63.12	\$77.92	\$43.65
- Repairs and Servicing	\$42	\$106.5	\$129	\$151.5	\$187	\$104.75
- Fuel and Mileage Claims	\$133	\$337.25	\$408.5	\$479.75	\$592.17	\$331.71
- Accountancy Fees	\$630	\$1,597.5	\$1,935	\$2,272.5	\$2,805	\$1,571.25
- Audit Fees	\$1,050	\$2,662.5	\$3,225	\$3,787.5	\$4,675	\$2,618.75
- Legal Fees	\$630	\$1,597.5	\$1,935	\$2,272.5	\$2,805	\$1,571.25
- Electricity	\$189	\$479.25	\$580.5	\$681.75	\$841.5	\$471.38
- Water Rates	\$37.8	\$95.85	\$116.1	\$136.35	\$168.3	\$94.28
- Rent	\$227.5	\$576.88	\$698.75	\$820.62	\$1,012.92	\$567.4
- Marketing / Advertising	\$192.5	\$488.12	\$591.25	\$694.38	\$857.08	\$480.1
- Import Duties (Small Size Stainless Steel Water Taps(Faucets))	\$13,750	\$33,000	\$38,500	\$44,000	\$55,000	\$30,250
- Assembly Components (Small Size Stainless Steel Water Taps(Faucets))	\$2,864.58	\$6,875	\$8,020.83	\$9,166.67	\$11,458.33	\$6,302.08
- Shipping (Small Size Stainless Steel Water Taps(Faucets))	\$687.5	\$1,650	\$1,925	\$2,200	\$2,750	\$1,512.5
- Import Duties (Medium Size Stainless Steel Water Taps(Faucets))	\$18,750	\$45,000	\$52,500	\$60,000	\$75,000	\$41,250
- Assembly Components (Medium Size Stainless Steel Water Taps(Faucets))	\$3,906.25	\$9,375	\$10,937.5	\$12,500	\$15,625	\$8,593.75
- Shipping (Medium Size Stainless Steel Water Taps(Faucets))	\$937.5	\$2,250	\$2,625	\$3,000	\$3,750	\$2,062.5
- Import Duties (Large Size Stainless Steel Water Taps(Faucets))	\$9,500	\$28,500	\$38,000	\$47,500	\$57,000	\$33,250
- Assembly Components (Large Size Stainless Steel Water Taps(Faucets))	\$1,979.17	\$5,937.5	\$7,916.67	\$9,895.83	\$11,875	\$6,927.08
- Shipping (Large Size Stainless Steel Water Taps(Faucets))	\$475	\$1,425	\$1,900	\$2,375	\$2,850	\$1,662.5
- Wages For Production Workers	\$10,372.8	\$20,745.6	\$20,745.6	\$20,745.6	\$20,745.6	\$10,372.8
Inventory Paid	\$0	\$0	\$0	\$0	\$0	\$0
Staffing Costs Paid	(\$48,680.74)	(\$101,790.7)	(\$106,441.37)	(\$111,324.58)	(\$116,451.95)	(\$60,917.84)
- Warehouse Supervisor	\$334.62	\$702.7	\$737.84	\$774.73	\$813.47	\$427.07
- Maintenance Technician	\$446.16	\$936.94	\$983.78	\$1,032.97	\$1,084.62	\$569.43
- Sales & Marketing Officer	\$446.16	\$936.94	\$983.78	\$1,032.97	\$1,084.62	\$569.43
- Human Resource (HR) Manager	\$669.18	\$1,405.28	\$1,475.54	\$1,549.32	\$1,626.78	\$854.06
- Assembly Line Worker	\$33,462	\$70,270.2	\$73,783.71	\$77,472.9	\$81,346.54	\$42,706.93
- Quality Control Inspector	\$2,230.68	\$4,684.43	\$4,918.65	\$5,164.58	\$5,422.81	\$2,846.98
- Production Manager	\$2,676.78	\$5,621.24	\$5,902.3	\$6,197.41	\$6,507.29	\$3,416.32
- Director Salary	\$3,989.64	\$7,979.28	\$7,979.28	\$7,979.28	\$7,979.28	\$3,989.64
- Tax	\$0	\$0	\$0	\$0	\$0	\$0
- Pension	\$4,425.52	\$9,253.7	\$9,676.49	\$10,120.42	\$10,586.54	\$5,537.99
- Other	\$0	\$0	\$0	\$0	\$0	\$0
Interest Paid	\$0	\$0	\$125,802.16	\$79,467.34	\$14,592.95	\$0
VAT Collected	\$75,600	\$191,700	\$232,200	\$272,700	\$336,599.99	\$188,550.01
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Net Cash From Investing	\$48,313.42	\$125,201.41	\$157,539.94	\$172,638.2	\$187,914.32	\$102,701.26
Asset Purchases & Sales	\$0	\$0	\$0	\$0	\$0	\$0
- Quality Control Inspection Tools	\$0	\$0	\$0	\$0	\$0	\$0
- Faucet Assembly Line	\$0	\$0	\$0	\$0	\$0	\$0
- Company car	\$0	\$0	\$0	\$0	\$0	\$0
- Office space	\$0	\$0	\$0	\$0	\$0	\$0
- Warehouse	\$0	\$0	\$0	\$0	\$0	\$0
- Factory building	\$0	\$0	\$0	\$0	\$0	\$0
Interest Received	\$48,313.42	\$125,201.41	\$157,539.94	\$172,638.2	\$187,914.32	\$102,701.26
Net Cash From Financing	\$5,600,000	\$0	\$678,519.26	(\$408,477.64)	(\$270,041.62)	\$0

Cash Flow	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Debt Draw Down	\$0	\$0	\$1,000,000	\$0	\$0	\$0
- Working Capital	\$0	\$0	\$1,000,000	\$0	\$0	\$0
Principle Repaid	\$0	\$0	(\$321,480.74)	(\$408,477.64)	(\$270,041.62)	\$0
- Working Capital	\$0	\$0	\$321,480.74	\$408,477.64	\$270,041.62	\$0
Dividends Repaid	\$0	\$0	\$0	\$0	\$0	\$0
Cash Received	\$5,600,000	\$0	\$0	\$0	\$0	\$0
- Owner Personal Cash Investment	\$5,600,000	\$0	\$0	\$0	\$0	\$0
Net Cash From Tax	(\$77,103.83)	(\$407,363.1)	(\$504,643.64)	(\$602,230.25)	(\$747,146.77)	(\$418,524.9)
VAT	(\$63,000)	(\$188,325)	(\$228,825)	(\$269,325)	(\$331,274.99)	(\$185,175.01)
Corporate Tax	(\$14,103.83)	(\$219,038.1)	(\$275,818.64)	(\$332,905.25)	(\$415,871.78)	(\$233,349.9)
Net Cash Change	\$5,849,635.12	\$704,623.94	\$1,422,112.14	\$528,442.29	\$966,758.87	\$703,979.39
Closing Bank Position	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65

Balance Sheet Full Details

7.3

Balance Sheet	FY2025	FY2026	FY2027	FY2028	FY2029	FY2029-30
Assets	\$6,177,835.12	\$6,864,859.06	\$8,520,975.52	\$9,193,252.49	\$10,176,597.27	\$10,874,276.65
Current Assets	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65
- Cash	\$5,949,635.12	\$6,654,259.06	\$8,327,975.52	\$9,015,352.49	\$10,011,297.27	\$10,715,276.65
- Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0
- Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Assets	\$228,200	\$210,600	\$193,000	\$177,900	\$165,300	\$159,000
- Long Term Assets	\$237,000	\$237,000	\$237,000	\$237,000	\$237,000	\$237,000
- Accumulated Depreciation	(\$8,800)	(\$26,400)	(\$44,000)	(\$59,100)	(\$71,700)	(\$78,000)
Liabilities And Equity	\$5,617,835.12	\$6,304,859.06	\$7,709,371.2	\$8,222,713.49	\$9,176,872.36	\$9,874,551.75
Current Liabilities	\$56,703.83	\$74,286.42	\$500,330.05	\$379,817.57	\$137,656.94	\$155,167.95
- Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0
- Corporate Tax Payable	\$44,103.83	\$58,311.42	\$72,502.41	\$87,050.95	\$109,606.94	\$123,742.95
- VAT Payable	\$12,600	\$15,975	\$19,350	\$22,725	\$28,050	\$31,425
- Short Term Debt	\$0	\$0	\$408,477.64	\$270,041.62	\$0	\$0
- Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Long Term Liabilities	\$0	\$0	\$270,041.62	\$0	\$0	\$0
- Long Term Debt	\$0	\$0	\$270,041.62	\$0	\$0	\$0
Equity	\$5,561,131.29	\$6,230,572.64	\$6,938,999.54	\$7,842,895.92	\$9,039,215.42	\$9,719,383.8
- Capital	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000	\$5,600,000
- Retained Earnings	(\$223,000)	(\$38,868.71)	\$630,572.64	\$1,338,999.54	\$2,242,895.92	\$3,439,215.42
- Earnings	\$184,131.29	\$669,441.35	\$708,426.9	\$903,896.39	\$1,196,319.5	\$680,168.37