

XTRA ENERGIES COMPANY LIMITED

BUSINESS PLAN

FOR

DEVELOPMENT OF LIQUID AND DRY BULK STORAGE FACILITIES

1.0. EXECUTIVE SUMMARY

1.1 Project Concept

The envisaged project will involve construction of dry and liquid bulk storage facilities for lease at **Plot No.74, Vijibweni, Kigamboni District, Dar es Salaam,**

XTRA ENERGIES COMPANY LIMITED will be developing the project, the company is incorporated in Tanzania with Certificate of Incorporation No. 151083129 issued on 8th March, 2021

The board of directors has an extensive number of customers who have appreciated the service in the past ten years, The board consistently acquired experience in accommodating the particular and sometimes, unique, needs for customers in moving goods of all types into and out of the appropriate warehousing XTRA ENERGIES COMPANY LIMITED intend to provide services and satisfy and meet customer needs, and other specific solutions for customers. Whether large inventory or small, the board of directors are known in the chain as the "Go To" solution-provider.

XTRA ENERGIES COMPANY LIMITED will provide an advanced technology infrastructure, including barcode scanning, RFID tracking, and automated inventory management systems. These systems will ensure goods are brought in as properly tracked, sorted, managed and, finally, sent out without errors or issues involved

The project promoters are confident of mobilizing financial resources through owners' equity and loan from financial institutions

1.2 Location

The project will be located at Plot No.74, Vijibweni, Kigamboni District, Dar es Salaam,

1.3 The Sponsors

XTRA ENERGIES COMPANY LIMITED is being sponsoring this project.

The Company is jointly owned by two shareholders

Name of shareholders	% Ownership	Nationality
AMER MOHAMED MBARAK	90	Tanzania
MBARAK AMER NAHDI	10	Tanzania

1.4 The Company Objectives

The company main business objective is development of liquid and dry cargo bulk storage facilities

1.5 Objective of Study

The purpose of this study is to work out the project viability technically and financially of developing and operating liquid and dry cargo bulk storage facilities.

2.0 Project Management and Manpower requirements

The project will under board of directors and management of **XTRA ENERGIES COMPANY LIMITED** comprising 20 employees.

2.1 Product Offering

XTRA ENERGIES COMPANY LIMITED is a newly established, full-service bulk liquid and dry cargo storage facility business in Dar es Salaam . XTRA ENERGIES COMPANY LIMITED will be the most reliable, cost-effective, and efficient choice for commercial enterprises throughout Dar es Salaam and Coastal regions and the surrounding communities. XTRA ENERGIES COMPANY LIMITED will provide a comprehensive menu of bulk storage and inventory control services for any client to utilize. XTRA ENERGIES COMPANY LIMITED full-service approach includes a comprehensive array of technology-driven

processes that guarantee inventory control, logistics movements, and security.

XTRA ENERGIES COMPANY LIMITED will be able to warehouse goods for any medium-to-large petroleum and related products imported, or local manufactured or other entity. The team of professionals is highly qualified and experienced in logistics, inventory control and warehousing solutions. XTRA ENERGIES COMPANY LIMITED removes all headaches and issues of common bulk storage facilities issues and ensures service and reliability are included in the best customer service.

The following are the services that XTRA ENERGIES COMPANY LIMITED will provide:

- Logistics management
- State-of-the-art facility
- Advanced technology infrastructure
- Highly-skilled team
- Clear access to major transportation hubs
- Timely entry/exit management
- Fulfillment options
- Value-added options
- Technology-driven security system

2.2 Customer Focus

XTRA ENERGIES COMPANY LIMITED will target petroleum companies for liquid storage and exporter and importer of dry cargo. XTRA ENERGIES COMPANY LIMITED They will also target medium-to-large manufacturers. They will target regional wholesale companies. They

will also target medium-to-large retail outlets, chains and other stores needing warehousing for overstocks or ancillary goods.

2.2 Success Factors

XTRA ENERGIES COMPANY LIMITED will be able to achieve success by offering the following competitive advantages:

- Friendly, knowledgeable, and highly-qualified team of XTRA ENERGIES COMPANY LIMITED
- State-of-the-art facility
- Advanced technology infrastructure
- Fulfillment options
- Value-added options
- Technology-driven security system

3.0 OVER VIEW OF PETROLEUM INDUSTRY

Tanzania is a net importer of petroleum products. Petroleum products supply in Tanzania has been conducted through a Bulk Procurement System (BPS) since 2011. Under the BPS, purchases of petroleum products are made from a pool of imports obtained from suppliers selected through a competitive bidding process.

The BPS covers the following grades of petroleum products:

- Automotive Gas Oil (AGO),
- Unleaded Motor Spirit Premium (MSP),
- Jet A-1, and
- Illuminating Kerosene (IK).

TANZANIA imported over 4.3 billion litres of petroleum products for local consumption in the 2023/24 financial year. The same year, Refined Petroleum was the 1st most imported product in Tanzania.

Tanzania imports Refined Petroleum primarily from: India, United Arab Emirates, Saudi Arabia, Switzerland, and Oman.

Dar es Salaam port is the main entry point of petroleum products with 99% of all imports, while the remaining 1% enters Tanzania through the Kenyan border with Sirari. Tanzania has transformed its bulk procurement system for petroleum products into a single product tendering system.

The Petroleum Bulk Procurement Agency (PBPA), prequalifies suppliers eligible to participate in tenders for the supply of petroleum products in Tanzania mainland annually. At the beginning of every month, PBPA circulates a notice to oil marketing companies requesting product requirements from the start of the second month from the PBPA notice. PBPA consolidates all the requirements and prepares a tender document indicating the specific quantity of diesel, petrol, Jet A1 and kerosene to be supplied by the winning bidder.

3.1 THE MAIN ACTORS IN THE TANZANIAN PETROLEUM INDUSTRY

3.1.1 The Petroleum Upstream Regulatory Authority (PURA)

PURA is the regulatory authority established under Section 11 of the Petroleum Act, 2015 with the mandate to regulate and monitor petroleum upstream operations in mainland Tanzania and providing advisory services to the Government and the Minister responsible for petroleum affairs.

3.1.2 Tanzania Ports Authority (TPA)

TPA operates a system of ports serving the Tanzania hinterland and the landlocked countries of Malawi, Zimbabwe, Zambia, Democratic Republic of Congo (DRC), Burundi, Rwanda and Uganda.

Port of Dar Es Salaam Dar es Salaam port is the Tanzania principal port with a rated capacity of 4.1 million (dwt) dry cargo and 6.0 million (dwt) bulk liquid cargo. The Port has a total quay length of about 2,600 metres with eleven deep-water berths. Dar es Salaam port handles about 95% of the Tanzania international trade. The port serves the landlocked countries of Malawi, Zambia, Democratic Republic of Congo, Burundi, Rwanda and Uganda.

3.1.3 Oil Terminal

There are two oil terminals at the port; the Single Point Mooring (SPM) and Kurasini Oil Jetty (KOJ).

The SPM is an offshore tanker berth for handling accommodate tankers of up to 150,000 deadweight tons with fast discharge speed (flow rate of 2,500 cubic meters per hour for crude oil). SPM is connected to refineries in Dar es Salaam and Ndola, Zambia through floating hoses and submarines pipes. KOJ is the tanker jetty for handling refined oil products with pumping capacity of 750 tons per hour. It can handle tankers up to 45,000 deadweights.

3.1.4 The Energy and Water Utilities Regulatory Authority (EWURA)

The Authority is mandated to regulate the Mid and Downstream petroleum sub-sector in Tanzania Mainland, covering technical, economic and safety regulatory functions.

EWURA protects the interests of consumers, efficient suppliers and the government, which together are key Authority's stakeholders. They provide quality and cost-effective petroleum products through coordination and management of Bulk Procurement System to ensure

reliability and security of supply and contribute to the sustainable socio-economic and national development.

3.1.5 Tanzania Petroleum Development Corporation (TPDC) Tanzania Petroleum Development Corporation (TPDC) is the National Oil Company of Tanzania through which the Ministry of Energy and Minerals implements its petroleum exploration and development policies. Their mission is to become the leading integrated National Oil and Gas Company competing nationally, regionally and globally in an environmentally responsible manner to the benefit of all stakeholders. To achieve this the TPDC hope to participate and engage in the exploration, development, production and distribution of oil and gas and related services; facilitate a fair-trading environment; safeguard the national supply of petroleum products; at the same time developing quality and safety standards to protect people, property and the environment.

3.1.6 Petroleum Bulk Procurement Agency (PBPA)

PBPA is a Government Agency mandated to administer and manage the importation of petroleum products in the country. The PBPA coordinate and manage efficient procurement of petroleum products through Bulk Procurement System (BPS). Quality and cost-effective petroleum products are provided through the coordination and management of Bulk Procurement System ensuring reliability and security of supply and contribute to the sustainable socio-economic and national development

3.1.7 TRANSPORTATION TO LANDLOCKED COUNTRIES Zambia – Tanzania Pipeline Upgrades Tazama, the 1,710 km (1,063 mi) long crude oil pipeline from the port of Dar es Salaam, Tanzania, to the Indeni Petroleum Refinery in Ndola, Zambia, is seeking USD 400 million for its upgrade. The pipeline, which is owned by the government of Zambia (66.7%) and that of Tanzania (33.3%), was installed in 1968. With the financing, the company intends to upgrade the entire pipeline to a diameter of 12 inches, thus increasing the capacity of the pipeline to 1.1 billion litres a day.

4.0 THE PETROLEUM AND PETROLEUM PRODUCT IMPORTERS IN TANZAN

- Puma Energy Tanzania;
- Oryx Energies;
- Camel Oil Group;
- Total in Tanzania;
- Moil Limited,
- Gapco;
- Oilcom;
- Lake Oil Group.

5.0 COMPETITIVE ANALYSIS

XTRA ENERGIES COMPANY LIMITED will face competition from other companies with similar business profiles

6.0 PROMOTIONS STRATEGY

The promotions strategy for XTRA ENERGIES COMPANY LIMITED is as follows:

6.1 WORD OF MOUTH/REFERRALS

XTRA ENERGIES COMPANY LIMITED has built up an extensive list of contacts over the years by providing exceptional service and expertise to their former clients. Marty Snow has multiple former clients who have announced to him, they are following him to the new company and will also help spread the word of XTRA ENERGIES COMPANY LIMITED.

6.2 PROFESSIONAL ASSOCIATIONS AND NETWORKING

The management will be involved in networking during industry associations and trade shows related to warehousing, technology solutions, and related subjects. The management will also offer to speak or exhibit the successful processes of his new startup to others to help spread the word of efficiencies that can be offered to all new customers.

6.3 WEBSITE/SEO MARKETING

XTRA ENERGIES COMPANY LIMITED will extensively utilize their website. The website will be well organized, informative, and list all their services that XTRA ENERGIES COMPANY LIMITED provides.

The website will also list their contact information and list their available square footage for rent on any given day and date. The up-to-the-minute information will help clients immediately identify the capabilities they need for warehousing. The website presence will contain SEO marketing tactics so that anytime someone types in the Google or Bing search engine "warehouse company" or "warehouse near me", XTRA ENERGIES COMPANY LIMITED will be listed at the top of the search results.

7.0 THE ROLE OF LIQUID STORAGE AND TERMINALS IN FUEL IMPORTATION AND DISTRIBUTION

Liquid storage terminals are crucial components of the fuel supply chain, serving as key nodes in the importation and distribution of various fuel products. These facilities enable the efficient management of liquid fuels—from transportation to storage and distribution—ensuring that fuels are available where and when they are needed. Understanding the supply chain and the design requirements for different fuel classes helps highlight the importance of these terminals in maintaining a reliable energy supply.

7.1 The Fuel Supply Chain

The journey of fuels from importation to end-users involves several stages:

- i. **Importation:** Liquid fuels, including crude oil, gasoline, diesel, and other refined products, are transported via tankers to liquid storage terminals. These terminals often serve as the first point of entry for imported fuels.
- ii. **Storage:** Once received, fuels are stored in specialized tanks designed to meet safety and environmental standards. Proper storage is vital to maintain the quality and integrity of the fuels while minimizing the risk of spills and leaks.
- iii. **Distribution:** From storage terminals, fuels are distributed through pipelines, trucks, or rail to various locations, including gas stations, industrial facilities, and other end-users. This stage requires careful logistics management to ensure timely delivery.
- iv. **Sales and Delivery:** Finally, fuels reach consumers and businesses, completing the supply chain. Effective terminal

operations help ensure that demand is met and that the supply chain runs smoothly.

7.2 Design Requirements for Fuel Storage Tanks

The design of storage tanks is crucial to ensure safety, efficiency, and compliance with regulatory standards. Different fuel classes (Class A, B, and C) have unique requirements based on their properties and potential hazards.

7.2.1 Class A Products (Flammable Liquids)

These include gasoline and other highly flammable materials. Tanks for Class A products must be equipped with:

- **Double Wall Construction:** To prevent leaks, the tanks are designed with an inner and outer wall.
- **Vapor Recovery Systems:** These systems capture vapors that may escape during filling and emptying, reducing emissions.
- **Fire Suppression Systems:** Fire-resistant materials and automatic fire suppression systems are critical to mitigate risks.

7.2.2 Class B Products (Combustible Liquids): This category includes products like diesel and jet fuel. Design features include:

- **Robust Construction:** While not as flammable as Class A products, these tanks still require durable materials to withstand potential leaks.
- **Secondary Containment:** Similar to Class A tanks, secondary containment measures are essential to prevent spills from impacting the environment.

7.2.3 Class C Products (Non-Combustible Liquids)

These products, such as water and certain chemical liquids, have less stringent requirements. Design features may include:

- **Standard Tanks:** Tanks for Class C products can often be simpler in design, focusing on structural integrity and containment.
- **Basic Monitoring Systems:** While not as critical as for Class A or B, monitoring systems can help track inventory and detect any anomalies.

7.2.4 BITUMEN STORAGE TANKS

Bitumen, a viscous byproduct of crude oil refining, also requires specialized storage solutions:

- **Insulated Tanks:** Bitumen must be stored in insulated tanks to maintain its temperature and prevent solidification. Heat tracing systems may be employed to ensure that the material remains pumpable.
- **Specialized Valves and Pumps:** Due to its thick consistency, bitumen requires specific pumps and valves designed to handle high-viscosity materials without damaging the infrastructure.

8.0 Pricing

The pricing policy for the project will be based on the service cost and competition levels considering various variables namely:

- Service positioning
- Gain market share from competitors
- Stimulating and increasing demand and
- Achieving profitability and liquidity financial performance goals

- The recommended market estimated to be US\$ 7 per sqm
- The Size 4,272Sqm

5.0 **Project Investment Cost**

The estimated capital investment cost of the project is US \$ 10,105,000

XTRA ENERGIES COMPANY LIMITED COST STRUCTURE US \$

Land and Buildings	5,000,000
Machinery & Equipment	2,000,000
Motor Vehicles	1,000,000
Furniture & Fixtures	5,000
Pre exp	20,000
Others	80,000
Working Capital	2,000,000
TOTAL	10,105,000

For the project to be a reality a total investment amounting to US \$ 10,105,000 is needed

5.1 **FINANCING PATTERN**

The project will be financed by equity by US\$ 5,105,000 and loan US\$5,000,000

5.2 **PROJECT OPERATING COSTS**

In order to realize its intended objective, the project will have to meet operating costs which will constitute 30% of total revenue.

5.3 **Aspect of Project Sustainability**

The project sponsors having studied market conditions and the infrastructure in Tanzania are convinced that the project will be able to operate undisturbed. The growing of Tanzania economy and increase of economic activities in neighboring countries gives them assurance of a steady market. The peace and tranquility that exist in Tanzania is another aspect of assured business sustainability.

5.4 **Monitoring and Evaluation**

The monitoring and evaluation tools will be applied in running this project as well, the project sponsors are determined to cooperate fully with the government and other stakeholders for smooth business running.

5.5 **Projected Risks**

This is a commercial building investment; no major risks have been identified for this kind of project so far. Unless a change in the country's political and economic stability occurs, the project is more likely to prosper very fast for a very long period.

6.0 **Financial Analysis**

6.1 **Considerations and Assumptions:**

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied.

Revenues have been conservatively estimated based on experience of the promoters and trends in the hospitality industry.

6.2 **Projected Profit and Loss Statement**

The Income and Expenditure Statement shows the projected income for the 5 years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. **US 1,991,150** in first year to **US \$ 21,136,964** in the 8th year.

6.3 **Projected Cash Flows**

This is shown in the financial statements. The project has a positive end of year cash flow from 1st year projected to be **US\$ 2,611,650** to the **US \$ 4,594,592** in 8th year.

6.4 **Projected Balance Sheet**

The projected Balance Sheet of the projected is shown in the financial statements under same heading. Shareholder's equity increases from **US\$1,690,000** in the first year of operation to **US \$ 5,188,592** in the 10th year.

6.5 **Projected payback period**

Total investment is **US \$5,105,000** accumulation in 4th year is **US\$ 11,054,808** which is more than the initial investment, the project payback Period is exactly 4years, only

7.0 **ECONOMIC ASPECTS**

Implementation of this project will have the following social and economic values

- The project is an ideal option for utilization of the prime site at Vijibweni which is located nearby to Port of Dar es Salaam
- The project will increase number of quality bulk liquid and dry storage facility in Dar es Salaam
- The project will create employment for 15 people on permanent contract basis as well as on temporary basis.

- It will create more business opportunities to local suppliers.
- It will generate substantial revenue to the government in the form of corporate tax; value added tax and pay as you earn.
- The project will transfer of knowledge and skills to other bulk storage facility developer in the country.

8.0 Implementation

Project implementation is expected to be relatively very short once project has been approved it is estimated that the project will be implemented as followings: -

S/N	Activity	Period
1	Processing TIC Certificate of Incentive	July 2025
2	Construction	October 2025 – December 2029
3	Procurement furniture and other facilities	January-March 2030
4	Recruitment	March-April 2030
5	In house training	May- June 2030
6	Commercial operations	July 2030

9.0 Conclusion and Recommendations

The project is technically feasible, financially viable, and economically sound, provided the sponsors will manage it efficiently.

It is recommended that the project be approved by Tanzania Investment Centre and be granted the TIC Certificate of Incentives with its associated privileges and benefits as provided for under the Tanzania Investment Act, 2022.

APPENDIX I

XTRA ENERGIES COMPANY LIMITED PROJECTED PROFIT AND LOSS STATEMENT US\$

	1	2	3	4	5	6	7	8
Revenue (Petroleum products)	4,950,000	5,197,500	5,457,375	5,730,244	6,016,756	6,317,594	6,633,473	6,965,147
Operating Expenses:	1,485,000	1,559,250	1,637,213	1,719,073	1,805,027	1,895,278	1,990,042	2,089,544
Profit before Depreciation &Interest	3,465,000	3,638,250	3,820,163	4,011,171	4,211,729	4,422,316	4,643,431	4,875,603
Interest	400,000	320,000	240,000	160,000	8,000	-	-	-
Depreciation	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500
Gross Profit	2,844,500	3,097,750	3,359,663	3,630,671	3,983,229	4,201,816	4,422,931	4,655,103
Tax (30%)	853,350	929,325	1,007,899	1,089,201	1,194,969	1,260,545	1,326,879	1,396,531
Profit After Tax	1,991,150	2,168,425	2,351,764	2,541,469	2,788,260	2,941,271	3,096,052	3,258,572
Accumulated Profit	1,991,150	4,159,575	6,511,339	9,052,808	11,841,069	14,782,340	17,878,392	21,136,964

APPENDIX II

XTRA ENERGIES COMPANY LIMITED PROJECTED CASH FLOWS US\$

SOURCES:		1	2	3	4	5	6	7	8
Profit before interest and depreciation	-	3,465,000	3,638,250	3,820,163	4,011,171	4,211,729	4,422,316	4,643,431	4,875,603
Equity	5,105,000								
Loan	5,000,000								
Total Sources	10,105,000	3,465,000	3,638,250	3,820,163	4,011,171	4,211,729	4,422,316	4,643,431	4,875,603
Applications:									
Capital expenditure	8,005,000	-	-	-	-	-			
working Capital &Others	2,100,000								
Cash	-	2,611,650	2,708,925	2,812,264	2,921,969	3,016,760	3,161,771	3,316,552	3,479,072
Tax	-	853,350	929,325	1,007,899	1,089,201	1,194,969	1,260,545	1,326,879	1,396,531
Sub total	10,105,000	3,465,000	3,638,250	3,820,163	4,011,171	4,211,729	4,422,316	4,643,431	4,875,603
Total applications	10,105,000	3,465,000	3,638,250	3,820,163	4,011,171	4,211,729	4,422,316	4,643,431	4,875,603
Accumulated cash		2,611,650	5,320,575	8,132,839	11,054,808	14,071,569	17,233,340	20,549,892	24,028,964

APPENDIX III

XTRA ENERGIES COMPANY LIMITED PROJECTED BALANCE SHEET US\$

Fixed Assets		1	2	3	4	5	6	7	8
Opening balance	-	8,005,000	7,784,500	7,564,000	7,343,500	7,123,000	6,902,500	6,682,000	6,461,500
Total Long-term Assets	-	8,005,000	7,784,500	7,564,000	7,343,500	7,123,000	6,902,500	6,682,000	6,461,500
Less depreciation	-	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500
Closing balance	-	7,784,500	7,564,000	7,343,500	7,123,000	6,902,500	6,682,000	6,461,500	6,241,000
Working capital	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000	2,100,000
Accumulated cash	-	2,611,650	5,320,575	8,132,839	11,054,808	14,071,569	17,233,340	20,549,892	24,028,964
Total assets	2,100,000	12,496,150	14,984,575	17,576,339	20,277,808	23,074,069			
Financed by									
Equity	5,105,000	5,105,000	5,105,000	5,105,000	5,105,000	5,105,000	5,105,000	5,105,000	5,105,000
Accumulated profit	-	1,991,150	4,159,575	6,511,339	9,052,808	11,841,069	14,782,340	17,878,392	21,136,964
Total equity	5,105,000	7,096,150	9,264,575	11,616,339	14,157,808	16,946,069	19,887,340	22,983,392	26,241,964
Long term loan	5,000,000	4,000,000	3,000,000	2,000,000	1,000,000	-	-	-	-
Total debts	5,000,000	4,000,000	3,000,000	2,000,000	1,000,000	-	-	-	-
Total equity and debts	10,105,000	11,096,150	12,264,575	13,616,339	15,157,808	16,946,069	19,887,340	22,983,392	26,241,964

XTRA ENERGIES COMPANY LIMITED FIXED ASSETS US\$

NAME OF ASSETS	1	2	3	4	5	6	7	8
Land And Buildings	5,000,000	4,900,000	4,800,000	4,700,000	4,600,000	4,500,000	4,400,000	4,300,000
Machinery, Tools & Equipment	2,000,000	1,980,000	1,960,000	1,940,000	1,920,000	1,900,000	1,880,000	1,860,000
Motor Vehicles	1,000,000	900,000	800,000	700,000	600,000	500,000	400,000	300,000
Furniture & Fixtures	5,000	4,500	4,000	3,500	3,000	2,500	2,000	1,500
Total	8,005,000	7,784,500	7,564,000	7,343,500	7,123,000	6,902,500	6,682,000	6,461,500
DEPRECIATION	1	2	3	4	5	6	7	8
Land and buildings	100,000	100,000.00	100,000.00	100,000.00	100,000	100,000	100,000	100,000
Machinery tools & Equipment	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Motor Vehicles	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Furniture & Fixtures	500	500	500	500	500	500	500	500
ANNUAL DEPRECIATION	220,500	220,500	220,500	220,500	220,500	220,500	220,500	220,500

XTRA ENERGIES COMPANY LIMITED PROJECTED LONG TERM LOAN REPAYMENT US\$

Year	Principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	1,000,000	400,000.00	1,400,000.00	5,000,000.00
2	1,000,000	320,000.00	1,320,000.00	4,000,000.00
3	1,000,000	240,000.00	1,240,000.00	3,000,000.00
4	1,000,000	160,000.00	1,160,000.00	2,000,000.00
5	1,000,000	80,000.00	1,080,000.00	1,000,000.00