

**TOPTEC PROSPECT SOLUTIONS COMPANY
LIMITED**

BUSINESS PLAN

10TH AUG, 2025

EXECUTIVE SUMMARY

Company & Project concept

TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 17th, April. 2025, and bears Certificate of Incorporation #184224291. Company implements project which is under investment of government bidding projects.

TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED is located at Ward Mikocheni, District Kinondoni, Region Dar Es Salaam.

The outreach Office is located at Plot number 298, block number B, house number 54, with Postal code 14112, Street New Hub, Road Regent Estate.

Our goals and objectives are straightforward and seek to ensure we run a professional, profitable and ethical company, building relationships with customers, suppliers and investors.

The implementation period of the project is estimated to be 10 to 20 years depending on the progress, development and permits to facilitate.

Company Goals and Objectives:

TopTec Prospect Solutions Company Limited is a wholly-owned subsidiary of Zhengzhou Traffic Control Information Technology Co.,Ltd. Over the past decade, we have evolved into a leading equipment supplier and engineering contractor in the fields of Power Transmission & Distribution (PTD) and Information & Communication Technology (ICT).

Headquartered in Dar es Salaam, Tanzania, TOPTEC and its mother company has grown to serve clients across more than 10 countries and regions, backed by a talented team of over 660 employees. We are committed to providing high-quality, safe, and reliable engineering services and products that power industries and connect communities.

We provide customers with competitive, safe, and reliable products, solutions, and services in the fields of power transmission and distribution engineering and information and communication technology.

In Summary **TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED** aims to

We adhere to the business philosophy of “professionalism, solidity, and integrity”, practice the core values of “customer achievement, value orientation, integrity and pragmatism, and pursuit of excellence”.

Starting from information and communication technology, we gradually build and improve an intelligent IoT technology system with IoT perception, artificial intelligence, and big data as the core, providing intelligent and digital products and services for thousands of industries.

We are committed to serving thousands of industries with IoT perception, artificial intelligence, and big data technology, leading the new future of intelligent IoT using comprehensive perception technology to help people and things better connect and build the foundation of an intelligent world.

The project will be managed and operated by **TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED** is owned by Chinese and Tanzania;

NAME OF SHAREHOLDERS	NATIONALITY	SHARES%
MENG CHAO JIE	Chinese	50%
WINFRIDA LAWRENT LULANIKA	Tanzania	30%

PURPOSE OF BUSINESS PLAN

This document is prepared to the serve the purpose as a Pre-feasibility study report for **TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED** for investment of ICT and electrical supplier and contractor. In addition, the Pre-feasibility study report shall be submitted to TIC for an award of Certificate of Incentives. The implementation of this investment will compromise the following activities: -

- Leasing of a warehouse, office, which will accommodate parking and storage of Machines and Equipment, administration and storage for this project.
- Procurements Machineries and Equipment's for this project.
- Equipping the project will all necessary modern furniture and facilities.

The products of the company will be conducted from sustainable sources, ensuring environmental sustainability and social responsibility. The company will target both domestic and international markets

INVESTMENT OVERVIEW:

TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED will be dealing with establishing and operating the following:

The company is a high-tech enterprise that specializes in the research and development, design, production, and installation and sales service of high and low voltage complete equipment. The company undertakes power transformation and distribution installation projects in large-scale projects such as airports, ports, subways, manufacturing plants, power plants, mines, real estate projects.

The company has obtained a number of type test and 3C certifications from the national authoritative departments, and fully implements the ISO9001:2024 international quality management system certification system. Depending on the quality assurance system, it ensures that the final product performance of the factory is highly reliable, and has been rated as a "contract-compliant and trustworthy" enterprise.

We have always adhered to the corporate philosophy of "people-oriented, loyal to the enterprise, contributing to society", for the service goal of "passion, win-win, commitment, trust" we always insist on market-oriented, science and technology as the driving force, quality as foundation, innovation to promote development, and hand in hand with customers to create a brilliant future and has produced a series of high and low voltage complete sets of products and automated control intelligent control systems, and has received unanimous praise from the user units.

MARKET ANALYSIS:

Providing high tech products, providing friendly service and employing an aggressive marketing plan to build customer traffic, will achieve the success of. **TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED**'s market requires more than just products and service to make it successful. TOPTEC will constantly strive to enthusiastically win more customers by being proactive rather than reactive in our marketing efforts.

The kind of technical products we have can be used for many fields, and many other sectors of investment. With the advancement of science and technology, the development of the national economy and the improvement of people's living standards.

Management will endeavor to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions. The following exemplifies some of the tactics we will use to drive more sales and projects.

INVESTMENT OBJECTIVE:

Investment Goals

- ✓ Establish a localized supply chain warehouse for high-voltage and low-voltage equipment.
- ✓ Become a top-3 regional smart power engineering service provider within three years.

BUSINESS INCOME STRUCTURE:

Equipment Supply:45%

Power Engineering:25%

Intelligent Engineering:30%

PRODUCTS LIST:

Category	Equipment Examples	Engineering Service Scope
High voltage	Power Supply Distribution Cabinets/Cables	Factory Power System Renovation
Low voltage	Security Cameras/Integrated Cabling	Data Center Deployment
Intelligent system	Intelligent Systems Environmental Sensors	Building Automation System Integration

Supply Source Management

Core Suppliers

- High-voltage equipment: Local distributors (Chint/Delixi)
- Low-voltage materials: Tmall Enterprise Purchase (Huawei/TP-Link)
- Smart components: Procurement from Alibaba Cloud IoT Marketplace

Inventory Strategy

- Maintain a 30-day base inventory with a turnover rate of ≥ 4 times per year.

Investment Costs and Sources of Finances:

The total investment required for the project is estimated around \$500,000 USD. The funding will be an equity financing from Chinese shareholder and mother company in China.

Funding Sources

- Founder's Capital: \$200,000 (40%)
- Bank Loan: \$150,000 (30%, Mortgage)
- Government Subsidy: \$50,000 (10%, High-Tech Enterprise Support)
- Angel Investment: \$100,000 (20%)

JOB CREATION:

The proposed business is expected to create over 30 direct jobs and an additional 60 indirect jobs in the supply chain and related industries. The business will employ skilled and experienced personnel, including engineers, technicians, economist, project managers staff and local people to ensure smooth operations and adherence to quality standards. Additionally, indirect employment opportunities will be created in the supply chain, including transportation, raw material suppliers, and other support services.

Job Creation Plan

New Positions in the First Year (Salaries 10% Higher than Average)

- Power System Engineers: 4
- Low voltage Technicians: 4
- Intelligent System Designer: 4
- Supply Chain Specialist: 2

Employee Training

- Annual

Investment Funds Expenditure Breakdown:

The funds raised from the equity will be utilized as follows (USD):

Equipment Inventory: \$60,000 (Establish basic power and low-voltage power inventory)

Import product: \$60,000 (Importation products from overseas)

Tool Vehicles: \$80,000 (Purchase two emergency rescue vehicles)

Qualification & Certification: \$40,000 (Obtain electrical and electronic Intelligent Qualification)

Cloud Management Platform: \$30,000 (Develop an equipment inventory management system)

Marketing Deposit: \$400,000 (Reserve project bid deposit)

Furniture & Fittings: \$40,000

Pre-expenses: \$20,000

Others: \$10,000

Working capital: \$20,000

OPERATIONS PLAN:

Location: **TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED** will be headquartered in a strategic urban location that offers easy access to client meetings.

Premises: Our office space will be designed with sustainability in mind, incorporating energy-efficient and eco-friendly features.

Equipment: We will invest in state-of-the-art construction equipment to ensure efficient project execution and maintain high standards of quality.

Staffing: Our team will consist of experienced technicians, engineers, project managers and skilled laborers who share our passion for innovation and sustainability.

MARKETING PLAN:

The marketing plan for the import and sale of our product and provide our service will focus on the following strategies:

Use word of mouth marketing: This marketing strategy is quite common and simple however; besides the influencers, customers also depend on hear-say when making their decisions on where to purchase products and service, therefore, it is essential to control what is said by other customers, employees and even the influencers thus market share will definitely increase. One effective way of controlling word of mouth is by maintaining close follow up with the customers.

Impress the Influencers: Influencers include engineers, contractors and builders while the consumers are your actual customers having the influencers at your corner. This is because most of the time, actual customers depend on the influencers to decide on their behalf or advise them on which materials to use therefore, demonstrating the quality and affordability of the clients.

Building a business name: This is the most significant bit of marketing, as far as manufacturing of furniture are concerned. While customers depend hugely on influencers and word of mouth, it is also essential to build a reputable name so that it can speak for itself because of the good quality and reasonable pricing.

Utilize online marketing: The internet has become the core of everything, under the tendering it has no exception. Our field are also adapting to these changes. In order to keep up, we are active in social media platforms like Facebook, Twitter, Instagram, LinkedIn, Email and YouTube to exhibit our project and services.

IMPLEMENTATION SCHEDULE

Target Customers

- Small and medium-sized manufacturing plants (power supply upgrades)
- Community-based commercial entities (weak current security)

Promotion Strategy

Online: Establish an industry solution Tiptok account (first-year investment: \$5,000)

Offline: Participate in two East China Power Equipment Exhibitions (\$10,000/year)

Pricing Policy

- Equipment Supply: 25% of cost
- Engineering Services: Labor cost x 1.8 coefficient

FINANCIAL PROJECTION:

TABLE 1 FINANCING

<i>Financing</i>	\$
Owner's equity	
Cash	500,000
Contributed asset value	80,000
Total	580,000

**TABLE 2
INVESTMENT COST PLAN**

<i>COST INVESTMENT STRUCTURE</i>	\$
Current assets	
Working capital	20,000
Opening inventory	100,000
Other	10,000
Property and equipment	
premises	20,000
Marketing deposit	40,000
Equipment	60,000
Furniture and fittings	40,000
Qualification & Certification	80,000
Import	70,000
Tool Vehicles	80,000
Cloud Management Platform	30,000
Total assets	580,000

The financial projections for the investment primary input are as follows:

As shown in the cash flow statement, we expect to have a steady inflow of cash from sales in the next three years. Our outflow will mainly consist of inventory costs, employee salaries, rent and utilities and marketing and advertising expenses. The net cash flow and cumulative net cash flow are expected to increase annually due to the growth in sales and efficient operation of the business. We aim to achieve profitability within the first five years of operations and this projected cash flow statement shows that we are on track to achieving

These projections assume that the company will gradually increase more products and expand its customers base over the years. It also assumes that the cost of import and operating expenses might have slightly variation.

It is important to note that these projections are only estimates and are subject to change based on market conditions, operating costs, and other factors.

Implementation Timeline

Milestones

Q4 2025: Complete qualification application and sign first order

Q2 2026: Warehouse operational, inventory reaching 80%

Q3 2026: First intelligent project case completed

Q3 2027: Return to positive cash flow

CAPACITY OF THE PROJECT:

Annual Implementation Capacity

- Power Supply Project: Renovation of 8 medium-sized factories.
- Weak Current Project: Integrated cabling of 150,000 square meters.
- Intelligent Project: System integration of 5 community-level systems.

Bottleneck Breakthrough: Production capacity will increase by 50% after the introduction of BIM design in 2026.

Risk Control

- Equipment Procurement: Price lock-in agreements with suppliers
- Project Repayment: 30% advance payment and 40% progress payment

CONCLUSION:

TOPTec PROSPECT SOLUTIONS COMPANY LIMITED's parent company is Zhengzhou Traffic Control Information System Co. Ltd. was established in 2009 with a registered capital of 20 million yuan. It is a modern company that focuses on information technology innovation. The company currently has over 600 employees, including 50 senior engineers and over 200 intermediate engineers. The company adheres to the business philosophy of "professionalism, innovation and integrity" and practices the core values of "talent oriented, honest cooperation, and pursuit of excellence".

Over the past sixteen years, Zhengzhou Traffic Control Information System Co., Ltd has gradually built and improved an intelligent technology system with the Internet of Things, artificial intelligence, and big data as the core, starting from information technology, and providing diversified products and technical services for multiple industries. Zhengzhou Traffic Control Information System Co., Ltd. will continue to be committed to serving thousands of industries with IoT, artificial intelligence, and big data technologies, leading the new future of intelligent IoT: using comprehensive perception technology to help people and things better connect and build the foundation of an information-based world;

Sustainable providing best quality products and services is those which are executed or sourced locally, these are thermally efficient and high-tech oriented.

Sustainable operation should be considered as an important component in creating a sustainable development to the country. Therefore, a need to make a proper selection of products, which have minimum environmental burdens and high tech, is of great significance in order to boost a performance. One important consideration is to integrate high tech with daily life.

As the business grows, we intend to hire knowledgeable and experienced staff that can provide exceptional customer service and technical advice. We will offer competitive hourly wages and benefits that include health insurance, paid time off and retirement plans. Our employees will be an integral part of our business operations, working together to provide a extraordinary experience for our customers.

By offering a variety of information technology products, we can gain insights and meet diverse needs, making intelligence within our reach; Through innovative information technology and IoT applications, we aim to build a convenient, efficient, and secure smart world, helping everyone enjoy a better future.

TOPTEC PROSPECT SOLUTIONS COMPANY LIMITED

CASH FLOWS PROJECTION FOR FIVE YEARS FROM 2025 TO 2029

	Pre-Startup EST	,2025	2026	2027	2028	2029
Cash on Hand (beginning of month)	\$ -	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000
CASH RECEIPTS						
Cash Sales			\$ 200,000	\$ 300,000	\$ 400,000	\$ 500,000
Collections from CR accounts		\$ -	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000
Estimated Capital for startup	\$ 300,000		\$ -	\$ -	\$ -	\$ -
Loan	\$ 200,000					
TOTAL CASH RECEIPTS	\$ 500,000	\$ -	\$ 800,000	\$ 900,000	\$ 1,000,000	\$ 1,100,000
Total Cash Available (before cash out)	\$ 500,000	\$ 500,000	\$ 800,000	\$ 900,000	\$ 1,000,000	\$ 1,100,000
CASH PAID OUT						
Purchases other fixed		\$ -	\$ 5,200	\$ 7,920	\$ 8,712	\$ 9,583
Purchases vehicles		\$ 80,000	\$ 80,000	\$ 40,000	\$ -	\$ -
Gross wages (exact withdrawal)		\$ 15,000	\$ 30,000	\$ 30,000	\$ 60,000	\$ 60,000
Payroll expenses (taxes,		\$ 4,500	\$ 10,400	\$ 20,400	\$ 20,400	\$ 20,400
Supplies (office & operation.)		\$ 1,000	\$ 1,100	\$ 1,210	\$ 1,331	\$ 1,464
Repairs & maintenance		\$ 1,250	\$ 1,375	\$ 1,513	\$ 1,664	\$ 1,830
Advertising		\$ 150	\$ 165	\$ 182	\$ 200	\$ 220
Car, delivery & travel		\$ 1,800	\$ 1,980	\$ 2,178	\$ 2,396	\$ 2,635
Accounting & legal		\$ 4,500	\$ 4,950	\$ 5,445	\$ 5,990	\$ 6,588
Rent		\$ 6,000	\$ 16,000	\$ 16,000	\$ 36,000	\$ 36,000
Telephone & internet		\$ 120	\$ 132	\$ 145	\$ 160	\$ 176
Utilities		\$ 150	\$ 165	\$ 182	\$ 200	\$ 220

Insurance		\$ 1,200	\$ 1,412	\$ 1,626	\$ 21,842	\$ 22,061
Taxes (real estate, etc.)		\$ 240	\$ 240	\$ 240	\$ 240	\$ 240
Interest		\$ 5,000	\$ 25,000	\$ 25,000	\$ 75,000	\$ 75,000
Miscellaneous		\$ 200	\$ 220	\$ 242	\$ 266	\$ 293
SUBTOTAL	\$ -	\$ 121,110	\$ 178,039	\$ 152,282	\$ 234,400	\$ 236,710
Loan principal payment		\$ 100,000	\$ 100,000	\$ 200,000	\$ 250,000	\$ 250,000
Capital purchase (land)		\$				
Capital purchase (excavators)		\$ -	\$ 200,000	\$ 250,000	\$ -	\$ -
Owners' Withdrawal			\$ -	\$ -	\$ 200,000	\$ 300,000
TOTAL CASH PAID OUT	\$ -	\$ 21,110	\$ 478,039	\$ 602,282	\$ 684,400	\$ 786,710
Cash Position (end of month)	\$ 500,000	\$ (21,110)	\$ 478,039	\$ 602,282	\$ (684,400)	\$ (786,710)