



**BUSINESS CONCEPT  
&  
FEASIBILITY PLAN  
FOR  
PROPOSED  
LIBO STORAGE AND DISTRIBUTION CENTER  
PROJECT**

**PREPARED BY  
M/s LIBO TRADING COMPANY LIMITED,  
DAR ES SALAAM,  
TANZANIA**



## TABLE OF CONTENTS

	Page
1. Business Proposal.....	2
2. Company's Background .....	2
3. Market Potential .....	3
4. The Company's Objectives.....	3
5. Implementation Schedule .....	4
6. Capital Investment Cost .....	5
7. Financial Plan (Use of Funds) .....	5
8. Economic Growth.....	6
9. Competition/Market .....	6
10. Economic Benefits and Value to the Community .....	7
11. Business Strategy .....	8
12. Conclusion and Recommendation .....	9
13. Financial and Economic Analysis .....	8
14. Sensitivity Analysis.....	9
15. Appendix .....	10



## **ESTABLISHING AND OPERATING LIBO STORAGE AND DISTRIBUTION CENTER AT PLOT 38, KAZOLE, VIKINDU, MKURANGA, COAST REGION, TANZANIA**

### **1. BUSINESS PROPOSAL**

This Business Plan has been prepared by **M/s Libo Trading Company Limited** for a proposed Storage and Distribution Center to be located at Plot 38, Kazole, Vikindu, Mkuranga, Coast Region.

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

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

**M/S Libo Trading Company Limited** is a private company registered / incorporated in Tanzania by Registrar of Companies.

The company's shareholders have determined that there is need for provision of a Storage and Distribution Center to be located in Plot 38, Kazole, Vikindu, Mkuranga, Coast Region near the industrial area adjacent to the Mkuranga Industrial Zone where we have fast growing industries and companies well known within the country.

Some of these factories include the well-known Electric Cable and Transformer Manufacturers, Vehicle Assembly and Truck Manufacture Lines, Chemi and Cotex, Steel Mills as well as diverse small and medium scale industries. These provides for an exciting storage and logistics hub for any serious manufacturer who seeks to focus on his key role of manufacturing products and outsource storage and distribution services to 3<sup>rd</sup> parties.

At the same time the proposed Storage and Distribution solution offers an exciting solution for all the manufacturers who require a space to store raw materials sourced locally, regionally or imported via the Port of Dar es Salaam or the upcoming Kwala Dry Port situated with good road network not far from our proposed project.



A fact sheet on the port of Dar es Salaam shows that Dar es Salaam port is the Tanzania principal port with a rated capacity of 14.1 million (MT) dry cargo and 6.0 million (MT) 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 Zambia, Democratic Republic of Congo, Burundi, Rwanda, Malawi, Uganda and Zimbabwe. The port is strategically placed to serve as a convenient freight linkage not only to and from East and Central Africa countries but also to middle and Far East, Europe, Australia and America.

Facilities available to support operations of Dar es salaam port are as follows:

General cargo Berth (0-5) for break bulk, dry bulk and one RORO berth to handle vehicles. Container Terminal Berths (Berth 5 -11) Grain Terminal facility (silos with storage capacity of 30,000 tons). Inland Container Deposits (ICDs) facilities with the capacity of 24,300 TEUs and CFs with the capacity of holding 6,000 vehicles at once. A 150,000 MT Single Point Mooring (SPM) – for handling refined and crude oil. Kurasini oil Jetty (KOJ) for handling refined products (tanker size 45,000MT for KOJ1 and 5,000 tons for KOJ2).

Generally, the intrinsic capacity of the port of Dar es salaam is to handle more than 18 million tons of cargo as follows: -

- General cargo 5.2 million tons.
- Container yard 6.8 million tons.
- Liquid bulk 6.0 million tons.

The Kwala dry port is a new inland cargo terminal in Tanzania, launched in July 2025, that aims to alleviate congestion at the main Dar es Salaam port and serve as a regional trade hub. It connects directly to Dar es Salaam via the Standard Gauge Railway (SGR), enabling faster and more efficient transfer of containers for customs clearance and storage.

### **Congestion Relief:**

The primary goal of Kwala dry port is to reduce bottlenecks and overcrowding at the busy Dar es Salaam port by shifting some of the cargo handling inland.

### **Regional Hub:**

It strengthens Tanzania's role as a central logistics hub for East Africa, particularly benefiting landlocked nations that rely on its port infrastructure.



### **SGR Connectivity:**

A key element is its direct link to the Standard Gauge Railway (SGR) electric freight service, allowing sealed containers to be moved quickly between Dar es Salaam and the dry port.

**This evidently shows there will be upcoming industries in the area all needing warehousing space and facility.**

**The Libo Storage and Distribution Center therefore on the basis of the above reasons offers a storage and logistics hub for:**

- A Storage Center for our trade products
- A Distribution Center for our trade products
- Manufacturers based in the wider Industrial Area as a storage solution for their raw material
- Manufacturers, Distributors and Large Volume Customers as a storage solution and distribution center for their finished product
- Both local and regional clients importing or exporting this General cargo of over 5.2 million ton via the Port of Dar es Salaam and or regionally

The management has therefore thought it is prudent to establish and operate high quality and modern facility that will serve this clientele.

### **3. MARKET POTENTIAL**

This clearly represents an opportunity for our organization to not only do profitable business but also provide high quality storage and distribution solution product to all our esteemed clientele.

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

#### **Strategic Location**

- **Mkuranga Industrial Area:** We are strategically located at the heart of the Mkuranga Industrial Area which provides for a strategically located solution right at the exact point of need of manufacturers and customers located in the industrial area



- **Port of Dar es Salaam:** As one of the largest and busiest ports in East Africa, Dar es Salaam handles a significant volume of cargo. A Storage and Distribution Center in close proximity to the port can streamline import and export activities, reducing costs and improving efficiency.
- **Regional Trade Hub:** Dar es Salaam serves as a gateway to several landlocked countries in East Africa, including Uganda, Rwanda, Burundi, and the Democratic Republic of Congo. Efficient logistics facilities can attract businesses from these countries looking for reliable access to international markets.

## Economic Growth

- **Tanzania's Growing Economy:** Tanzania has been experiencing steady economic growth, driven by sectors such as mining, agriculture, and tourism. Increased economic activity generates higher demand for warehousing and logistics services.
- **Infrastructure Development:** The Tanzanian government is investing in infrastructure improvements, including road networks, railways, and port facilities. These investments enhance the viability of logistics operations.

## Business Environment

- **Ease of Doing Business:** Tanzania has been making efforts to improve its business environment. Simplified regulatory procedures, investment incentives, and a stable political climate can attract both local and international businesses to set up operations.
- **Industrialization Agenda:** Tanzania's industrialization agenda aims to boost manufacturing and processing activities. This shift will increase the demand for storage, handling, and distribution services.

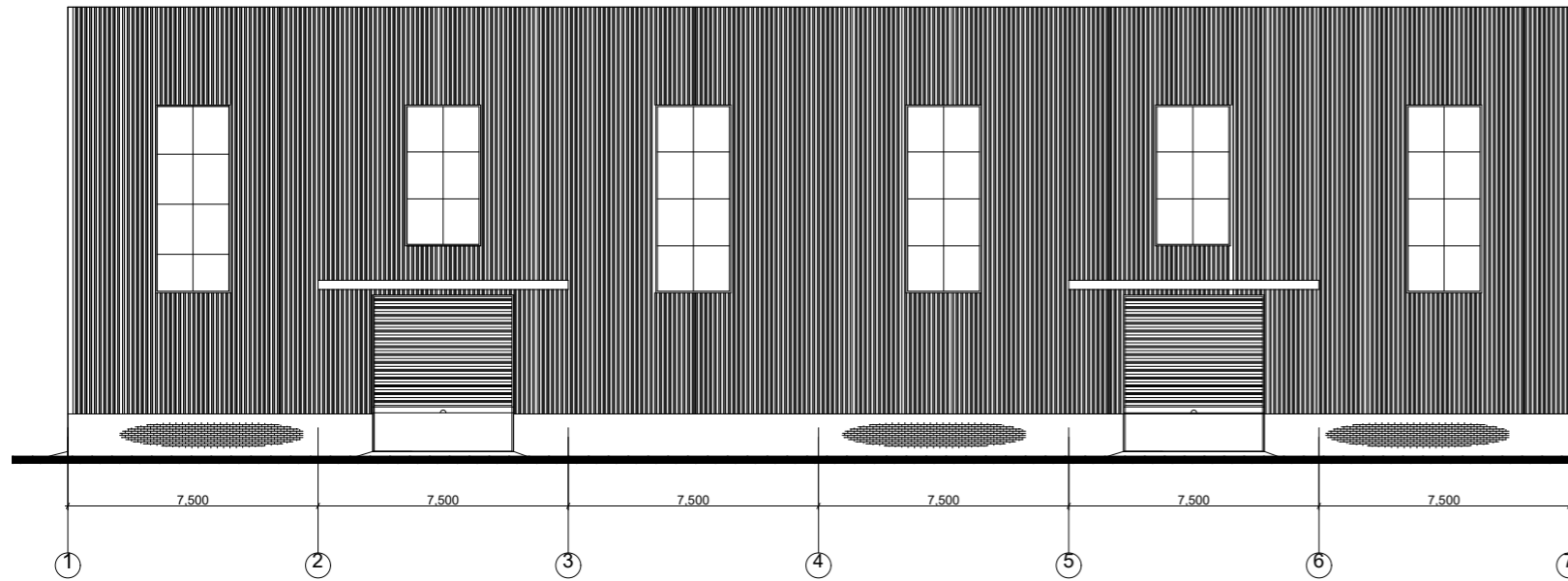
## 4. **THE COMPANY'S OBJECTIVES**



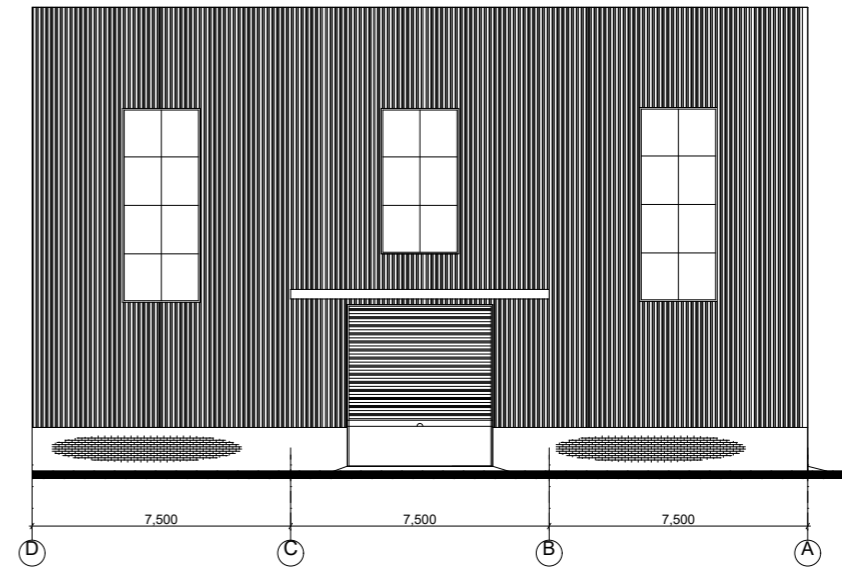
### **Proposed Architectural Design on the Project**

The proposed facility is designed to provide Grade 'A' Complex ideally located at Plot 38, Kazole, Vikindu, Mkuranga, Coast Region. which we believe will be the country's most technologically advanced and efficient distribution and storage in the region.

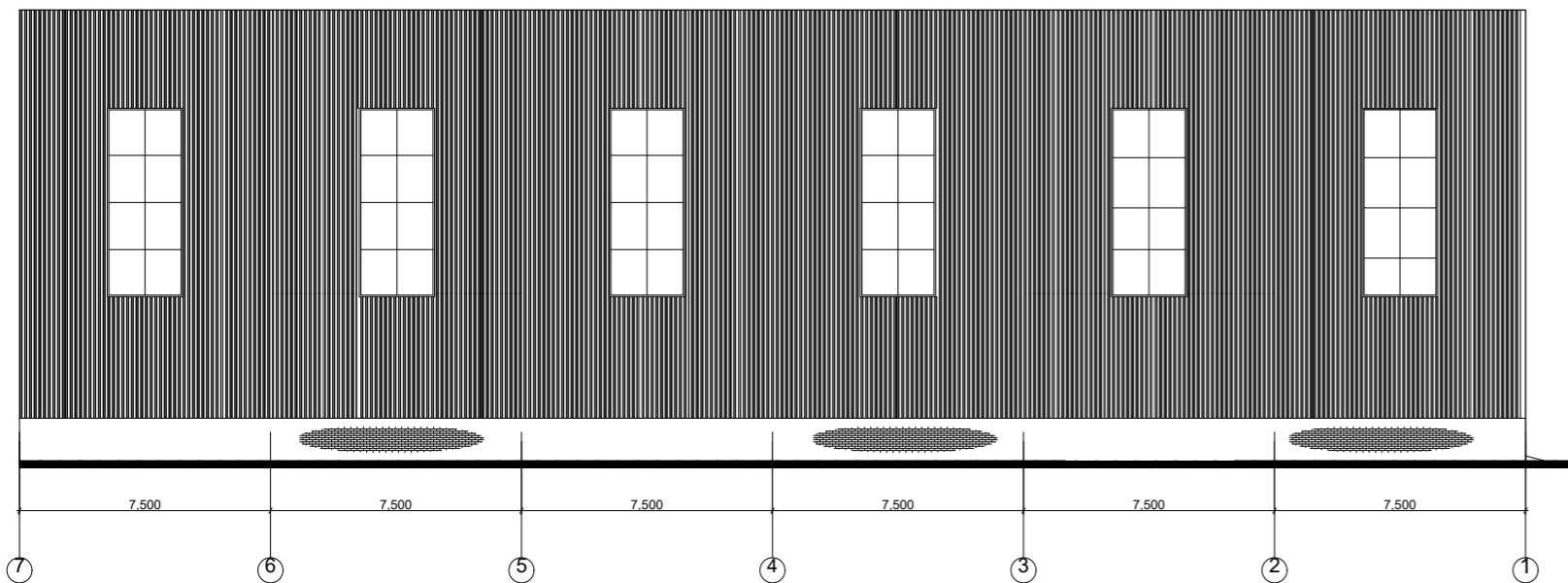
Utilizing a combination of local experts, the Libo Storage and Distribution Center is expected to be operational in 11 months. As we speak we envisage on completion that the facility will be able to cater for multiple product ranges from general cargo, specialized cargo, to pharmaceuticals and vaccines, consumable and non-consumable products.



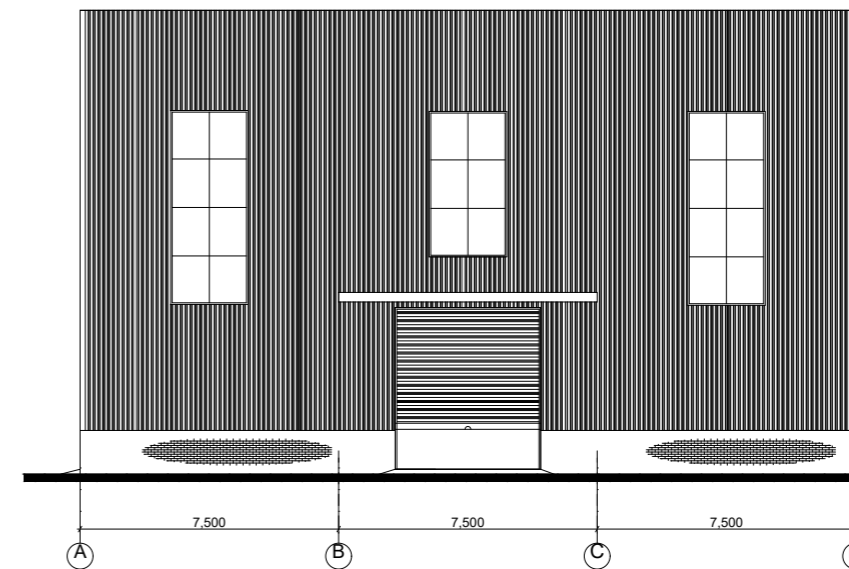
ELEVATION WAREHOUSE 1 AT GRID 1-7



ELEVATION WAREHOUSE 1 AT GRID D-A



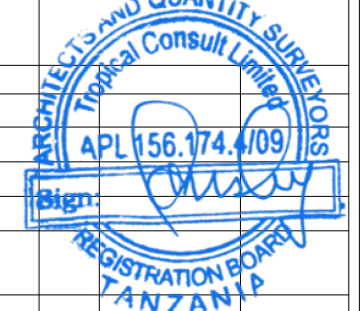
ELEVATION WAREHOUSE 1 AT GRID 7-1



ELEVATION WAREHOUSE 1 AT GRID A-D

GENERAL NOTES

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- 5 THIS DRAWING IS TO BE READ IN CONJUNCTION WITH THE RELEVANT STRUCTURAL,MECHANICAL AND ELECTRICAL DRAWINGS



No.	DATE	DESCRIPTION	REMARKS
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PROJECT:

PROPOSED LIBO STORAGE AND DISTRIBUTION CENTER ON PLOT 38, KAZOLE, VIKINDU, MKURANGA, PWANI REGION

CLIENT:

LIBO TRADING COMPANY LIMITED  
P.O.BOX 106  
DAR ES SALAAM.

ARCHITECT:

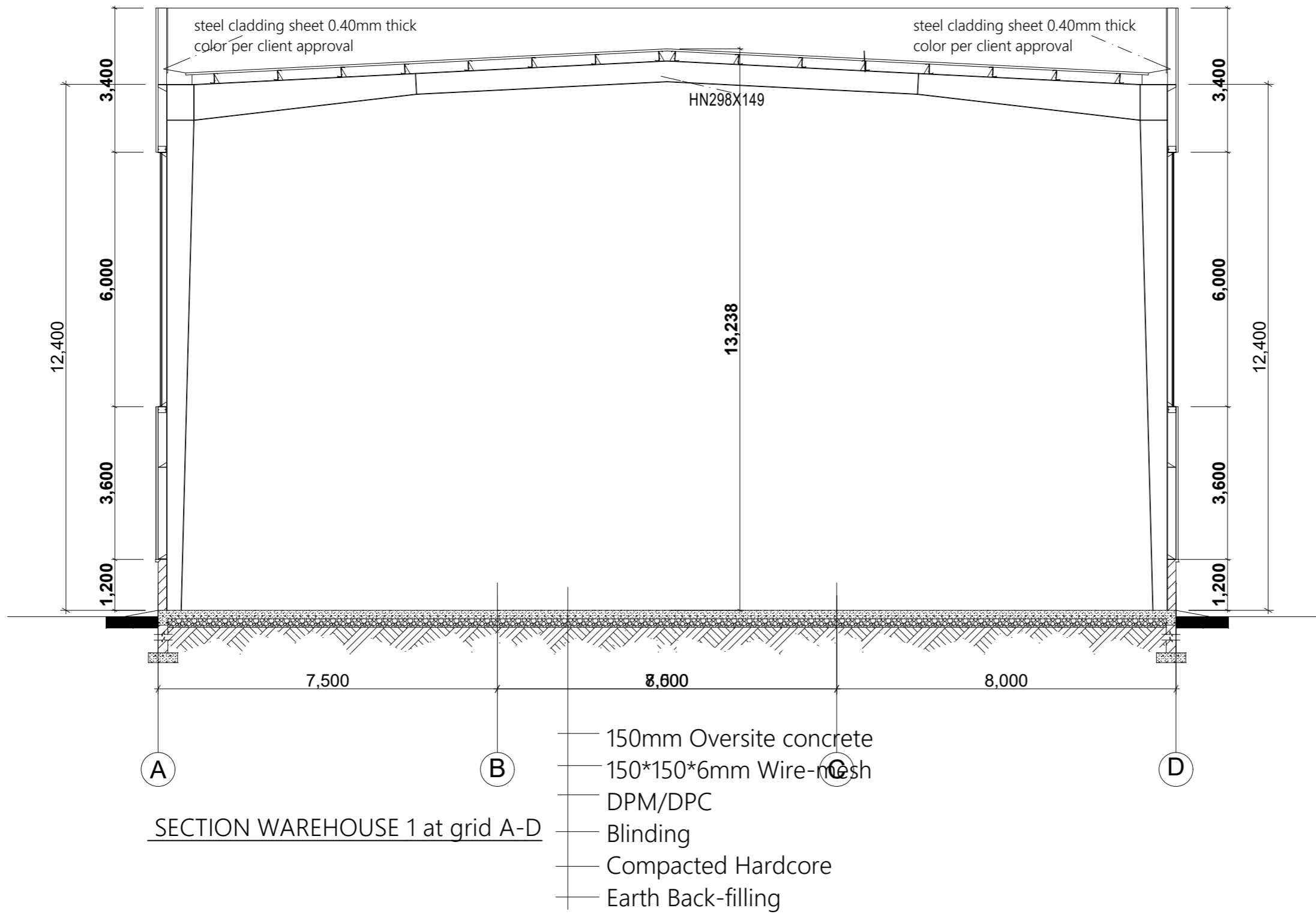
TROPICAL CONSULT LIMITED  
P.O.BOX 55949,  
DAR ES SALAAM.  
TANZANIA.



DRWNG TITTLE:  
ELEVATIONS WAREHOUSE 1

DESIGNED BY	DRAWN BY
Arch. C.M.Mushi	E.MALLE

DATE	SCALE	DRG NO
NOV. 2025	N.T.S	

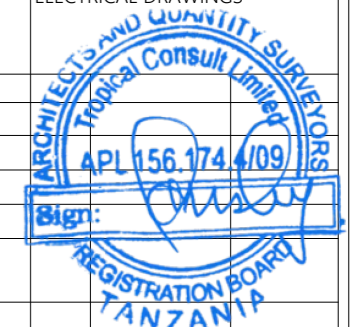


SECTION WAREHOUSE 1 at grid A-D

- 150mm Oversite concrete
- 150\*150\*6mm Wire-mesh
- DPM/DPC
- Blinding
- Compacted Hardcore
- Earth Back-filling

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No.	DATE	DESCRIPTION	REMARKS
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PROJECT:  
 PROPOSED LIBO STORAGE AND ISTRIBUTION CENTER ON PLOT 38, KAZOLE, VIKINDU, MKURANGA, PWANI REGION

CLIENT:  
 LIBO TRADING COMPANY LIMITED  
 P.O. BOX 106  
 DAR ES SALAAM.

ARCHITECT:  
 TROPICAL CONSULT LIMITED  
 P.O. BOX 55949,  
 DAR ES SALAAM.  
 TANZANIA.



DRWNG TITTLE:  
 SESTION WAREHOUSE 1

DESIGNED BY	DRAWN BY
Arch. C.M.Mushi	E.MALLE

DATE	SCALE	DRG NO
NOV. 2025	N.T.S	



**Libo Storage and Distribution Center- Plot 38, Kazole, Vikindu, Mkuranga, Coast Region.**

***Capacity and Space Utilization***

The facility shall boast of a **GRADE “A”** facility designed to meet below specifications.

- Easy access to international trunk road to and from Dar es Salaam Sea Port as well as easy access to the Julius Nyerere International Airport
- 500.00 sqm Truck Parking and Maneuvering Area
- Weighing Scales
- X-ray machines
- Fork Lifts
- Dedicated Consolidation/Sorting Area
- BUP Pass-Through
- CCTV through-out the facility (96 cameras)
- AVSEC Qualified
- Operating System: Cargospot/Sage ERP
- General Cargo Acceptance and Consolidation Area with dedicated Cargo Inspection Area
- Consolidated Sorting Area for shippers and freight forwarders to facilitate grading, inspection and re-packing of products in a controlled environment
- State-of-the-Art Security System throughout the warehouse, external areas and offices which is installed, managed and maintained to International standards.
- All Staff are Security Screened prior to employment using internationally accepted protocol's.
- All staff are trained to the highest standards using NIT, VETA and TAFFA Training Regimes and Standards



**M/s Libo Trading Company Limited** has the following objectives in the setting up of this Distribution and Storage Center.

- ❖ To provide high quality Storage and Distribution Center as a key hub to support our trade activities in the United Republic of Tanzania;
- ❖ To promote the availability of high quality storage facilities at affordable pricing to all our clientele;
- ❖ **Job creation as the company will create employment opportunities;**
  - **Contract for Design and Build of the facility has been given to local Tanzania company to ensure 100% use of local labor, 100% use of local raw material and local 100% use of local content;**
  - **Top priority on employment will be given to Tanzanian Citizens as we seek to provide jobs and opportunities locally.**
- ❖ Skill development (Transfer of knowledge/human resources development) through on job training;
- ❖ Income generation;
- ❖ Improve their social welfare equally important the company contribute to the government revenue through taxes and other levies.



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

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

This has been achieved as below:

<b>S/No</b>	<b>Item</b>	<b>Detailed Statement and Status to date</b>
<b>01</b>	<b>Job Creation</b>	<p>Since its inception, the shareholders and executive management of Libo Trading Company Limited believes in job creation and empowerment of Tanzanian Citizens in jobs and opportunities available at the Libo Trading facility .</p> <p>To this end we have devised clear policy that our employment policy should always consider local Citizens at all times.</p>
<b>02</b>	<b>Training and Development</b>	<p>The provision of education, training and personal development is one of those areas of our business where we have an opportunity to put something back into the local community by increasing the overall level of industry skills and knowledge and thereby increasing job prospects for individuals; thus creating increased wealth and prosperity for the longer term. Of course, this is not purely altruistic on the part of Libo Trading Company Limited, there is also a need to bring-on, young, well trained people into the industry who can help Libo Trading Company Limited, grow its own business for the future.</p> <p>We have here an opportunity to utilise some of the revenues gained from the Libo Storage and Distribution Center to develop this training facility; which will directly support local communities and local businesses through an increased potential for higher skilled, higher paying careers for a significant number of young people from those local communities, thereby creating wealth and reducing local unemployment.</p>



S/No	Item	Detailed Statement and Status to date
03	<b>Taxes and Duties as a Responsible Corporate Citizen</b>	<p>We believe a real opportunity exists here to establish a new high quality Storage and Distribution Center. A strong local presence which will focus on the highest levels of Service Delivery for both local, regional and international customers, ensure ongoing investment in the latest equipment, technology and processes and a provider with the ability to introduce a new era in quality within the Tanzanian logistics and warehousing industry.</p> <p>As a responsible Corporate Citizen, this will generate both direct and indirect taxes as well as levies such as Service Levy, WHT, Billboard Revenues, PAYE, SDL, Corporate taxes which leads to added revenue to Government and Local Municipality</p>



**5. PROPOSED IMPLEMENTATION SCHEDULE FOR THE STORAGE AND DISTRIBUTION CENTER – PLOT 38, KAZOLE, VIKINDU, MKURANGA, COAST REGION.**



Period	Activity Schedule
Quarter 3 Year 2025 (July to September)	Project Mobilization – Lease Signing, Contractor, Local Authorities, Work force mobilization
Quarter 4 Year 2025 (October to December)	Project Mobilization – Lease Signing, Contractor, Local Authorities, Work force mobilization
Quarter 1 Year 2026 (January to March)	Project Implementation – Construction
Quarter 2 Year 2026 (April to June)	Project Implementation – Construction
Quarter 3 Year 2026 (July to September)	Project Implementation – Construction
Quarter 4 Year 2026 (October to December)	Handover by Contractor
Quarter 1 Year 2027 (January to March)	Operations Commence. Open for business
Quarter 2 Year 2027 (April to June) and Quarter 3 2027 (July to September)	Systems review, testing and review. Fine-tuning of operational systems.
Quarter 4 Year 2027 (October to December)	Full facility functional status
Quarter 1 Year 2028 (January to March)	Project is fully 100% operational



## 6. **CAPITAL INVESTMENT COST**

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

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

This projections are highlighted below.

S/No	Source of Capital	Projected Amount (In USD)
01	Shareholders' Equity - Lease and Construction	750,000.00
<b>Total Projected Equity/Capital for the Project</b>		<b>750,000.00</b>
		<b>United States Dollar Seven Hundred and Fifty Thousand Only</b>

## 7. **FINANCIAL PLAN AND USE OF FUNDS**

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

- **GENERAL ASSUMPTIONS**

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

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



- **SALES FORECAST**

The company envisages a conservative sales forecast of 74% space utilization within a 7-day work week. This is well within Storage and Distribution Center industry estimates of eighty (80%) percent capacity utilization.

We however estimate that we shall start at a conservative figure of twenty (20) percent gradually increase reaching peak occupancy of eighty-eight (88%) percent peak average daily.

Based on performance metrics we believe we can incorporate cold chain solutions within our facility in a span of 3 years based on the strength of in-house experience, production stabilization and economies of scale.

This translates to estimated sales unit of

**Capacity of facility based on design of facility and racking system installed: 138,000 CBM available**

**Utilization at 75% capacity = 103,500 CBM available per Month X 12 Months = 1,242,000 Capacity sold Annually**

<b>Units Produced Annually</b>	<b>Sale Price Per Unit</b>	<b>Projected Annual Revenue</b>
1,242,000 CBM Capacity	2,000 Tshs. per CBM per day	2,484,000,000.00
Projected Annual Revenue		<b>2,484,000,000.00</b>
		Tanzania Shillings Two Billion, Four Hundred and Eighty Four Million Shillings Only

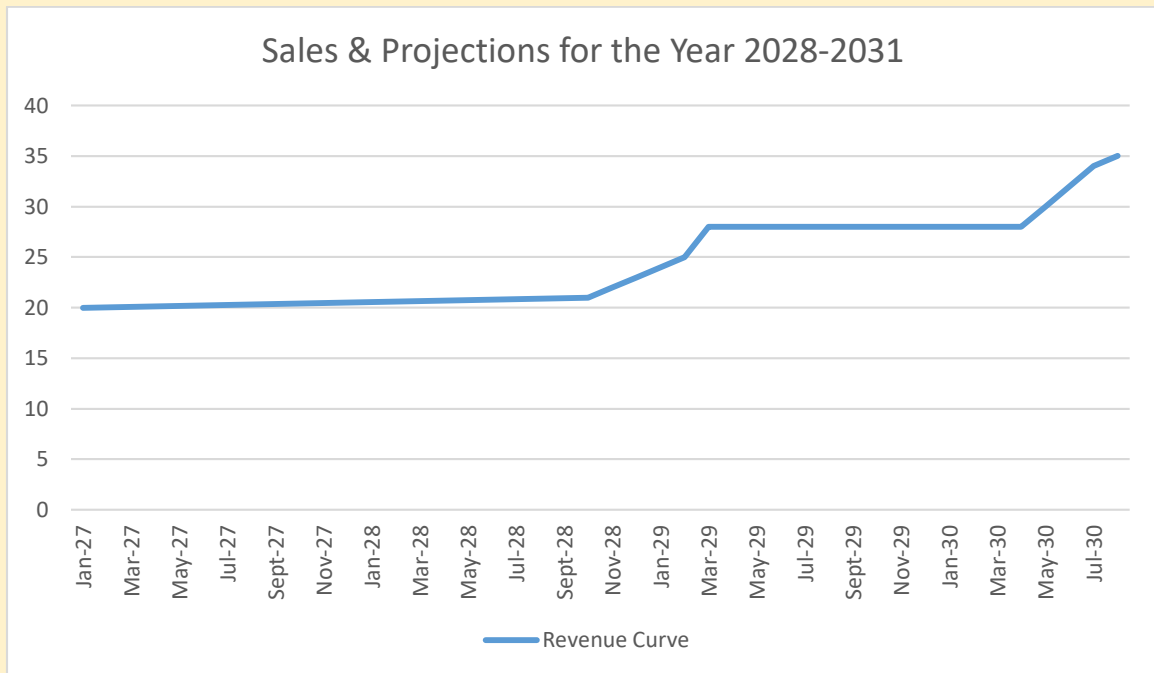
This projection also does not quantify expected revenue from the below streams of income namely:

- Logistics Consultation Revenue
- Collection/Delivery Services if requested by Customers revenue
- Specialized Cargo
- E- Commerce clients who can use our facility for inventory management

These are conservatively expected to bring in at least and extra 15% of total revenue for the establishment.



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



- STARTUP COSTS**

Envisaged start-up costs for the project are highlighted as below.

S/No	Detailed Start Up Costs	Projected Amount (In USD)
01	Long term land lease	250,000.00
02	Buildings Construction	200,000.00
03	Vehicles	30,000.00
04	Operational Equipment & Fittings	140,000.00
05	Pre- Expenses	20,000.00
06	Others	30,000.00
07	Working Capital	80,000.00
Detailed Start Up Costs for the Project		750,000.00
		United States Dollar Five Hundred Thousand Only



- **RUNNING COSTS**

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

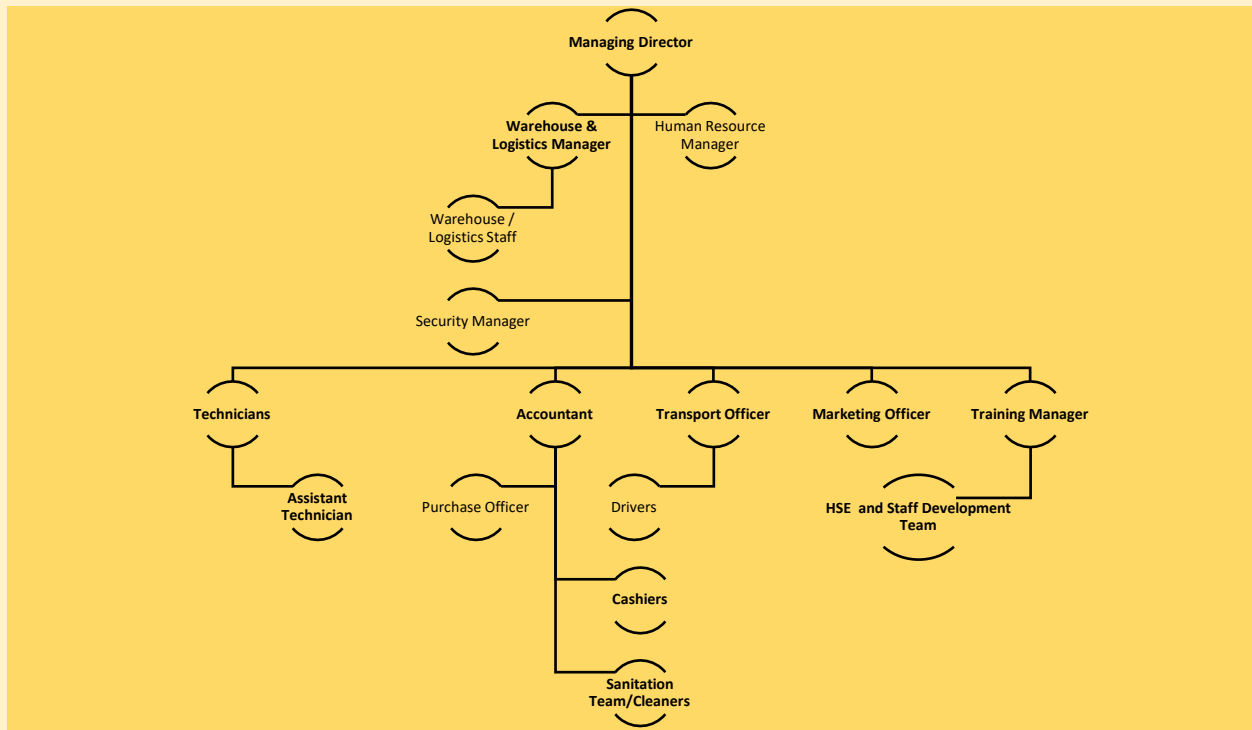
**PROFORMA RUNNING COSTS**

S/No	Description	Projected Expenditure per Month (In Tanzania Shillings)
Production Costs	Electricity	5,000,000.00
Production Costs	Security Services, Cargo Management Services	63,000,000.00
Administrative Costs	Admin Expenses	2,500,000.00
Administrative Costs	Finance Costs	4,000,000.00
Payroll Expenses	Salaries and Wages	32,200,000.00
Total Monthly Running Costs for the Project		106,700,000.00
		Tanzania Shillings One Hundred and Six Million, Seven Hundred Thousand Only



- **ORGANIZATION STRUCTURE & PROJECTED PAYROLL COSTS**

A detailed Organization Structure inclusive of payroll details is listed below



S/No	Position	Number of Employees	Gross Salary	Total Gross Salary
01	Managing Director	1	2,000,000	2,000,000.00
02	Warehouse & Logistics Manager	1	1,000,000	1,000,000.00
03	Human Resource Manager	1	1,000,000	1,000,000.00
04	Training Manager	1	1,000,000	1,000,000.00
05	Security Manager	1	800,000	800,000.00
06	Technicians	6	600,000	3,600,000.00
07	HSE and Staff Development Team	9	600,000	4,500,000.00
08	Warehouse and Logistics Team	15	500,000	7,500,000.00
04	Assistant Technicians	4	400,000	1,600,000.00



05	Cashiers	2	200,000	400,000.00
06	Accountant	1	1,000,000	1,000,000.00
07	Drivers	2	500,000	1,000,000.00
08	Marketing Officer	1	500,000	500,000.00
09	Sanitation/Cleaners	7	300,000	2,100,000.00
	<b>Gross Salary Expenses</b>			<b>28,000,000.00</b>
	<b>NSSF Liability</b>			<b>2,800,000.00</b>
	<b>WCF Liability</b>			<b>280,000.00</b>
	<b>SDL Liability</b>			<b>1,120,000.00</b>
			<b>Total Salary and Wages Cost</b>	<b>32,200,000.00</b>

- **CASH FLOW FORECAST ONCE OPERATIONAL**

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

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

<b>LIBO TRADING COMPANY LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 1 (JAN TO MARCH 2028)</b>						
<b>SPACE UTILIZATION – 35% CAPACITY</b>						
	Quarter 1 Year 2028 January	Quarter 1 Year 2028 February	Quarter 1 Year 2028 March			<b>QUARTER 1 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00
Capacity in CBM	48,300	48,300	48,300			48,300
Expected Sales p/month	96,600,000	96,600,000	96,600,000			289,800,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00



Gross Profit	33,600,000	33,600,000	33,600,000			100,800,000.00
Payroll	32,200,000	32,200,000	32,200,000			96,600,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	(10,100,000.00)	(10,100,000.00)	(10,100,000.00)			(30,300,000.00)
Corporate Tax @ 30 Percent						
Net Loss	(10,100,000.00)	(10,100,000.00)	(10,100,000.00)			(30,300,000.00)

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

<b>LIBO TRADING COMPANY LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 2 (APRIL TO JUNE 2028)</b>						
<b>SPACE UTILIZATION – 55% CAPACITY</b>						
	Quarter 2 Year 2028 April	Quarter 2 Year 2028 May	Quarter 2 Year 2028 June			<b>QUARTER 2 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00
Capacity in CBM	75,900	75,900	75,900			75,900
Expected Sales p/month	151,800,000	151,800,000	151,800,000			455,400,000.00



LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	32,200,000	32,200,000	32,200,000			96,600,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	45,500,000.00	45,500,000.00	45,500,000.00			136,500,000.00
	<b>PROJECT BREAK EVEN &amp; PROFITABILITY BY Q1 2028</b>					
Corporate Tax @ 30 Percent	13,650,000	13,650,000	13,650,000			40,950,000.00
Net Profit	31,850,000	31,850,000	31,850,000			95,550,000.00

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

<b>LIBO TRADING COMPANY LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 3 (JULY TO SEPTEMBER 2028)</b>						
<b>SPACE UTILIZATION – 55% CAPACITY</b>						
	Quarter 3 Year 2028 July	Quarter 3 Year 2028 August	Quarter 3 Year 2028 September			<b>QUARTER 3 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00
Capacity in CBM	75,900	75,900	75,900			75,900



Expected Sales p/month	151,800,000	151,800,000	151,800,000			455,400,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	32,200,000	32,200,000	32,200,000			96,600,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	45,500,000.00	45,500,000.00	45,500,000.00			136,500,000.00
Corporate Tax @ 30 Percent	13,650,000	13,650,000	13,650,000			40,950,000.00
Net Profit	31,850,000	31,850,000	31,850,000			95,550,000.00

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

<b>LIBO TRADING COMPANY LIMITED</b>						
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2028 – QUARTER 4 (OCTOBER TO DECEMBER 2028)</b>						
<b>SPACE UTILIZATION – 55% CAPACITY</b>						
	Quarter 4 Year 2028 October	Quarter 4 Year 2028 November	Quarter 4 Year 2028 December			<b>QUARTER 4 YEAR 2028 YTD</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00			2,000.00



Capacity in CBM	75,900	75,900	75,900			75,900
Expected Sales p/month	151,800,000	151,800,000	151,800,000			455,400,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000			189,000,000.00
Gross Profit	88,800,000	88,800,000	88,800,000			266,400,000.00
Payroll	32,200,000	32,200,000	32,200,000			96,600,000.00
Admin Costs	2,500,000	2,500,000	2,500,000			7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000			15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000			12,000,000.00
Net Profit before Tax	45,500,000.00	45,500,000.00	45,500,000.00			136,500,000.00
Corporate Tax @ 30 Percent	13,650,000	13,650,000	13,650,000			40,950,000.00
Net Profit	31,850,000	31,850,000	31,850,000			95,550,000.00

### Quarter 1 – Year 2029 (January to March)

<b>LIBO TRADING COMPANY LIMITED</b>					
<b>PROJECTED CASHFLOW FOR FINANCIAL YEAR 2029 – QUARTER 1 (JANUARY TO MARCH 2029)</b>					
<b>SPACE UTILIZATION – 75% CAPACITY</b>					
	Quarter 1 Year 2029 January	Quarter 1 Year 2029 February	Quarter 1 Year 2029 March		<b>QUARTER 1 YEAR 2029 YTD</b>
Revenue					
Unit Selling Price	2000.00	2,000.00	2,000.00		2,000.00



Capacity in CBM	103,500	103,500	103,500		103,500
Expected Sales p/month	207,000,000	207,000,000	207,000,000		621,000,000.00
LESS: Direct Costs Allocation	63,000,000	63,000,000	63,000,000		189,000,000.00
<b>Gross Profit</b>	<b>144,000,000</b>	<b>144,000,000</b>	<b>144,000,000</b>		<b>432,000,000.00</b>
Payroll	32,200,000	32,200,000	32,200,000		96,600,000.00
Admin Costs	2,500,000	2,500,000	2,500,000		7,500,000.00
Electricity	5,000,000	5,000,000	5,000,000		15,000,000.00
Finance Costs	4,000,000	4,000,000	4,000,000		12,000,000.00
<b>Net Profit before Tax</b>	<b>100,300,000.00</b>	<b>100,300,000.00</b>	<b>100,300,000.00</b>		<b>300,900,000.00</b>
Corporate Tax @ 30 Percent	30,090,000	30,090,000	30,090,000		90,270,000.00
<b>Net Profit</b>	<b>70,210,000</b>	<b>70,210,000</b>	<b>70,210,000</b>		<b>210,630,000.00</b>

**LIBO Trading Company Limited**



# **Five Year Financial Projections**



<b>LIBO TRADING COMPANY LIMITED</b>						
<b>5 YEAR FINANCIAL PLANNING – PROFORMA PROFIT &amp; LOSS</b>						
<b>LIBO STORAGE AND DISTRIBUTION CENTER</b>						
<b>PLOT 38, KAZOLE, VIKINDU, MKURANGA</b>						
	<b>Year 2028</b>	<b>Year 2029</b>	<b>Year 2030</b>	<b>Year 2031</b>	<b>Year 2032</b>	<b>YTD 5+</b>
Revenue						
Unit Selling Price	2000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Capacity sold in CBM	144,900	993,600	1,242,000	1,242,000	1,242,000	4,864,500
Expected Sales	289,800,000	1,987,200,000	2,484,000,000	2,484,000,000	2,484,000,000	9,729,000,000.00
LESS: Direct Costs Allocation	189,000,000	252,000,000	252,000,000	252,000,000	252,000,000	1,197,000,000.00
<b>Gross Profit</b>	<b>100,800,000</b>	<b>1,735,200,000</b>	<b>2,232,000,000</b>	<b>2,232,000,000</b>	<b>2,232,000,000</b>	<b>8,532,000,000.00</b>
Payroll	96,600,000	386,400,000	386,400,000	386,400,000	386,400,000	1,642,200,000.00
Admin Costs	7,500,000	30,000,000	30,000,000	30,000,000	30,000,000	127,500,000.00
Electricity	15,000,000	60,000,000	60,000,000	60,000,000	60,000,000	255,000,000.00
Finance Costs	12,000,000	48,000,000	48,000,000	48,000,000	48,000,000	204,000,000.00
Net Profit/Loss before Tax	<b>(30,300,000.00)</b>	<b>1,210,800,000</b>	<b>1,707,600,000</b>	<b>1,707,600,000</b>	<b>1,707,600,000</b>	<b>6,303,300,000.00</b>
Corporate Tax @ 30 Percent		363,240,000	512,280,000	512,280,000	512,280,000	1,890,990,000.00
<b>Net Profit</b>	<b>(30,300,000.00)</b>	<b>847,560,000</b>	<b>1,195,320,000</b>	<b>1,195,320,000</b>	<b>1,195,320,000</b>	<b>4,412,310,000.00</b>