

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED**

**Business Plan**

**for**

**Medical Equipment's Assembling**

## 1.0 Executive Summary

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED** is a private business company incorporated in the United Republic of Tanzania with Certificate of incorporation No.188167322 issued on 20<sup>th</sup> August, 2025, the main line of business will involve medical assembling such as X-ray machines, Ultrasound machines, MRI & CT scanners, ECG/EKG machines (electrocardiograms), Blood pressure monitors, Thermometers. Blood glucose monitors, Infusion pumps, Dialysis machines, Ventilators, Nebulizers, Laser therapy equipment, Physiotherapy devices, Operating tables, Surgical lights, Anesthesia machines, Electrosurgical units, Endoscopes, Suction machines, and other for domestic and export market in neighboring Countries such as Congo-DR, Burundi, Rwanda, Uganda, Zambia, Malawi etc.

The proposed business plan is therefore a result of knowledge and experience that directors have been accumulated over 15 years, The project estimated creating new employment of **150** local people within five years of operation.

The company aims to reduce reliance on imports, create employment, and supply high-quality, affordable medical equipment.

## 1.2 Business Objectives

- Set up a medical equipment assembling lines.
- Capture at least 10–15% of the East African medical equipment market within 5 years.
- Create over **150** direct jobs and support thousands of indirect jobs.
- Build export capacity to neighboring countries (Kenya, Uganda, Rwanda, Zambia, DRC).

### 1.3 Project Planned Activities

- Making shopping visit to China, India, Turk and other European Countries and other supplier countries to identify the suitable and appropriate medical equipment for the planned project.
- Operating the production facility in Tanzania
- Ordering of the machinery and equipment motor vehicles and their assorted and equipment from China and other overseas suppliers and entering into agreements for the purchase/ acquisition of those assets.
- Consigning the purchased machinery and motor vehicles including all the equipment and accessories from countries of their origin to Tanzania
- Clearing of all the purchased goods from the ports of entry and transporting them to the company's premises.
- Installation of the machinery, registration, insuring

### 1.4 Company Back Ground Brief

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED** the company is owned by two shareholders with fast experience in medical equipment industry, , the shareholders have decided to join hands to gather and form a new company which will specialize in medical equipment for domestic and foreign market.

<b>Name</b>	<b>% of Shares</b>	<b>Nationality</b>
XIAO JIAYI	80	Chinese
FHAAM MEDICAL LIMITED	20	Tanzania

### 1.5 **Location**

The new project is located at **P65844, P65843 Measuring 81,118.8 equivalent to 20 acres, Kigogo Street, Kisarawe II Ward, Kigamboni, Dar es Salaam, Tanzania.**

### 1.6 **Mission**

Prompt and professionally high-quality service delivery to customers, aimed at ensuring that they realize the highest value for money, thereby increasing the market share and seizure of every available opportunity for the company's growth.

### 1.7 **Core Values**

Service provision with commitment, integrity and creativity while treating each customer as if they were the company's only customer.

## 2.0 **Basis of the Business Plan**

A study based on rapid appraisal surveys was conducted prior to, and as the basis of preparation of this plan, the surveys were based on the following objectives and approach:

### 2.1 **Study Objectives**

- a) To analyze the relevant market and other factors impacting upon the supply and demand of medical equipment products in the short-, medium- and long-term requirements
- b) To examine the physical and operational characteristics of the existing market in order to determine the positioning of the proposed company's business in the market place.
- c) To conceptualize the proposed company's production and business operations, assess their economic viability, commercial profitability, social feasibility and provide a vision as to how the planned objectives should be realized.

- d) To provide supporting documentation required for new medical equipment assembling facility at Kigamboni District, for TISEZA and also in accessing credit facilities required in the financing of the investment capital.

## **2.2 Study Approach**

- a) Participatory: Semi- structured interview and discussion were held with the Company's Directors, stakeholders in medical equipment industry and health sector in general
- b) Physical visits to the company's main business premises
- c) A brief market survey on medical equipment local suppliers, Characteristics of demand and the general market structure of medical equipment products, competition among suppliers and producers in the market.
- d) Conduction of profitability/viability test of the investment, using the appropriate financial projections for the initial period of five years proposed for the business operations.

## **3.0 Industry Overview**

### **3.1 Market Size & Growth Trends**

- The market for medical devices in Tanzania is growing. Business forecasts estimate revenue of around **US\$187.66 million** for medical devices in 2025.
- The broader medical technology market is projected to reach ~US\$324.4 million by 2030, growing at a compound annual growth rate of around 8.2–8.7% from 2025.
- Key growth is being driven by: expansion of healthcare infrastructure, rising awareness of non-communicable diseases (like diabetes,

cardiovascular disease), and demand for diagnostics and monitoring equipment.

### 3.2 Regulatory Environment

- The **Tanzania Medicines and Medical Devices Authority (TMDA)** regulate medical devices, diagnostics and laboratory equipment under the Tanzania Medicines and Medical Devices Act (Cap 219).

TMDA requires registration of medical devices (including in vitro diagnostics), classification by risk, submission of technical documentation, licensing of premises for manufacturing/storage/distribution, and inspection.

Guidelines are being updated regularly to align with international norms (for example STED guidelines, risk-based classification) to ensure safety and performance.

### 3.3 Current Local Production vs Imports

- Tanzania depends heavily on imports for medical equipment—around **80-90% of devices** are imported.
- Some local production is emerging: The government, via Medical Stores Department (MSD) and its subsidiary Medipharma Manufacturing Co. Ltd, has begun operations to locally manufacture certain medicines and medical equipment.
- There are about **36 companies** in Tanzania engaged in manufacturing medical devices, medicines, and other health products. Of those,

roughly **26** are focused on medical equipment/health products (equipment, supplies etc.).

### **3.4 Key Challenges / Bottlenecks**

- **Regulation & Quality Control:** Delays in registration, capacity constraints in inspection & enforcement. Some audit reports show that TMDA and other health authorities have had difficulties ensuring all medical equipment is functional, safe, properly maintained, and promptly disposed when non-functional.
- **Supply Chain Issues:** Long import chains, high cost, delays in getting spare parts, reagents, consumables. Remote and rural healthcare facilities often poorly supplied.
- **Cost & Affordability:** Imported equipment is costly; many healthcare facilities have limited budgets; communities often have limited ability to pay high fees. This constrains demand for higher end devices.
- **Skills & Maintenance:** Lack of local technical capacity to maintain, calibrate, repair equipment. Broken or non-functional devices in hospitals are a known issue.
- **Infrastructure & Distribution:** Power, stable electricity, climate (heat/humidity) affect durability. Also transport & logistics in rural or remote areas are challenging.

### **4.5 Opportunities**

- **Local Manufacturing / Assembly:** The government is pushing incentives for local manufacture to reduce reliance on imports. There are tax/land/duty incentives via bodies like TISEZA.

- **Public Procurement & Donor Projects:** There are tenders from government health services and NGOs, particularly for diagnostics, basic hospital & clinic equipment. If local companies meet quality standards, they can access these markets.
- **Innovation for Low-Cost Solutions:** Devices suited to local conditions (robust, low maintenance, affordable, requiring less power) are in demand. Portable diagnostic tools, mobile health tech, telemedicine are trending.
- **Consumables & Reagents:** While many consumables are imported, there is growing recognition of the need to manufacture reagents, test kits, gloves, etc., locally to avoid shortages and reduce costs.

### 3.6 Policy & Government Initiatives

- The government is leveraging **Medical Stores Department (MSD) & its manufacturing wings** to produce medical supplies and equipment locally.
- There is policy support (legislation, regulation, incentives) for domestic manufacturing, including tax and land incentives, business licensing, and regulatory streamlining.
- Emphasis is turning toward improving regulation: TMDA is strengthening its inspectorate and rolling out updated guidelines. Also, partnerships with other agencies (e.g. environmental, standards) to ensure better quality and safety.

Tanzania's medical equipment sector is **growing but under-served**: there's demand, but many gaps in quality, access, maintenance, and cost.

- For a business assembling medical equipment locally, this presents strong potential, so long as you can navigate the regulatory requirements, ensure

high quality, provide reliable after-sales (maintenance, spare parts), and price competitively.

- The government is supportive, with incentives and a push to reduce import dependency.

## 5.0 **process for medical equipment assembling,**

which applies whether you are assembling diagnostic devices (e.g. ECG machines), durable equipment (beds, monitors), or other hospital devices.

### 5.1 **Regulatory Preparation**

- Obtain **TMDA approval** for assembling medical devices in Tanzania.
- Register the facility and ensure compliance with ISO 13485 (medical device quality management).
- Secure necessary import permits for components (SKD/CKD kits).

### 5.2 **Design & Component Sourcing**

- Partner with original equipment manufacturers (OEMs) abroad for parts.
- Import semi-knocked-down (SKD) or completely knocked-down (CKD) kits.
- Source some local parts (metal frames, casings, packaging).
- Ensure all components have **certificates of conformity (CoC)** and meet TMDA standards.

### 5.3 **Pre-Assembly Inspection**

- Verify quantity and quality of incoming parts.
- Store components in a controlled environment (temperature, humidity, dust-free).

- Record batch numbers for traceability.

#### 5.4 **Assembly Process**

- i. **Mechanical Assembly** – frame, casing, structural parts.
- ii. **Electrical/Electronic Assembly** – circuit boards, sensors, wiring, power supply.
- iii. **Integration** – combine modules (e.g., display + sensors + power unit).
- iv. **Software Installation** – load firmware or diagnostic software (for imaging/monitoring devices).
- v. **Calibration** – adjust sensors and settings to meet performance specifications.

#### 5.5 **Quality Control & Testing**

- Functional testing: ensure the device operates as intended.
- Safety testing: electrical safety, leakage current, grounding.
- Performance verification: accuracy checks (e.g., ECG readings, pressure calibration).
- Sterilization & cleaning (for equipment used with patients directly).
- Document results in a **Device History Record (DHR)**.

#### 5.6 **Packaging & Labeling**

- Package with protective materials (foam, sealed bags).
- Include manuals in English & Swahili.
- Apply regulatory labels: TMDA approval number, batch/serial numbers, warranty.

### 5.7 **Distribution & Installation**

- Transport under safe conditions (fragile equipment requires shock-absorbing packing).
- Install at hospitals/clinics.
- Conduct on-site testing & commissioning.

### 5.8 **Training & After-Sales Support**

- Train healthcare workers and technicians on usage and maintenance.
- Offer maintenance contracts.
- Maintain a spare parts inventory.

### 5.9 **Post-Market Surveillance**

- Report any adverse events or device failures to TMDA.
- Collect user feedback to improve future assembly.
- Conduct preventive maintenance visits

## 6.0 **Competition**

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED**, is expecting to face competition from existing same industry which controls a sizeable market share.

### 6.1 **Risk Analysis**

- Competition from imports – mitigated by affordable pricing and customization.
- Raw material price fluctuations – mitigated through contracts with medical equipment.
- Skills & technology gap – mitigated by training programs and technology transfer.

- Power supply challenges – mitigated with solar and backup generators.

## 6.2 Sustainability and CSR

- Use eco-friendly technology.
- Support hospital, dialogist centre and clinic with fair trade partnerships.
- Train and employ youth, especially women, in assembling lines.

## 6.3 Technical Aspect

Plant, Machinery & Equipment; **EAST AFRICAN MEDICAL INDUSTRIAL LIMITED, is** planning to use the best and most suitable technology available for the medical equipment industry. All the machines will be the modern items in the market today but not wholly automated. This is to avoid acquisition of the ultra-high tech, state of the art equipment and machinery, which cannot be easily maintained in the country for maximum efficiency and productivity.

The company already started negotiations with medical equipment suppliers; the deal is expected to be closed in the near future

## 7.0 Products & Services

### Medical Equipment Assembled

- Hospital & Surgical Equipment – patient beds, stretchers, surgical lights, operating tables.
- Diagnostic Devices – ultrasound machines, X-ray units, ECG machines, blood pressure monitors.
- Patient Monitoring Systems – oximeters, thermometers, ICU monitors.
- Consumables & Kits – syringes, IV stands, basic test kits (assembled and packed locally).

### Services

- Equipment installation and calibration.
- Maintenance & repair services.

- Training for medical staff.

## 7.1 Average Medical Equipment Prices in Tanzania (2025)

### Basic Diagnostic & Monitoring Equipment

Equipment	Price (TZS)	Approx. USD	Notes
Digital BP Cuff	30,000	~12	Basic model
Finger Pulse Oximeter	95,000	~40	Standard model
Aneroid Sphygmomanometer	40,000	~17	Manual BP cuff
Digital Thermometer	8,900	~4	Basic model
Infrared Thermometer	134,000	~56	Non-contact

### Hospital Furniture & Patient Support

Equipment	Price (TZS)	Approx. USD	Notes	
Crutches	45,000	~19	Standard model	
Commode Chair	279,000	~118	Basic model	
Over Bed Table	210,000	~88	Adjustable height	
Emergency Cart/Trolley	2,800,000	~1,179	Standard model	

**Laboratory Equipment**

Equipment	Price (TZS)	Approx. USD	Notes
Centrifuge (12 bucket)	935,000	~393	Standard model
Blood Gas Analyzer	30,100,000	~12,700	EDAN i15 model

**Imaging Equipment**

Equipment	Price (TZS)	Approx. USD	Notes
Ultrasound Printer	3,800,000	~1,600	Mitsubishi thermal printer

**Surgical & Emergency Equipment**

Equipment	Price (TZS)	Approx. USD	Notes
Manual Leg Operated Suction	320,000	~135	Standard model
Spinal Board	550,000	~231	Standard model
Scoop Stretcher	780,000	~328	Aluminum alloy

For the purpose of this business plan the average price of the product which will have the highest price of **US\$20,000**

**7.2 Business Model**

Assembly Plant

Import semi-knocked down (SKD) or completely knocked down (CKD) parts from established international manufacturers.

Value Addition

Assemble locally, conduct quality checks, package, brand, and distribute.

Revenue Streams

- Sales of medical equipment.
- Maintenance contracts.
- Spare parts supply.
- Training & after-sales support.

### **7.3 Operations Plan**

Facility

- 20 acres industrial Area in Kigamboni
- Dedicated sections: receiving, assembly line, testing & calibration, packaging, storage.
- Machinery & Tools:  
Assembly benches, precision screwdrivers, calibration tools, soldering & wiring equipment, testing equipment, sterilization chamber (for consumables).

Supply Chain

- Partnerships with global OEMs (China, India, Germany) and Local suppliers for packaging materials, some metallic/wooden parts.

Workforce

- Engineers (biomedical, mechanical, electrical).

- Skilled technicians & assemblers.
- Quality assurance & regulatory officers.
- Sales, logistics, and admin staff.

#### **7.4 Regulatory & Compliance**

- Must comply with Tanzania Medicines and Medical Devices Authority (TMDA) requirements.
- ISO 13485 (Medical Device Quality Management).
- CE/FDA certification depending on products.
- NEMC (environmental compliance for waste).

#### **8.0 Marketing & Sales Strategy**

##### **8.1 Target Customers**

Government hospitals, private hospitals, clinics, NGOs, health centers.  
Distribution Channels: Direct sales team, tenders, distributors, partnerships with NGOs.

##### **8.2 Promotion**

Participation in healthcare expos, digital marketing, direct hospital visits.  
Pricing Strategy: 15–25% cheaper than imported finished equipment, with local servicing advantage.

##### **9.0 Investment Break down**

##### **9.1 Cost Breakdown**

These are illustrative; real costs will depend on local construction/labor/import duties, technology level, automation, etc.

EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED COST STRUCTURE  
US\$**

Land and Buildings	3,500,000
Machinery & Equipment	6,500,000
Motor Vehicles	800,000
Furniture & Fixtures	150,000
Pre exp	15,000
Others	100,000
Working Capital	3,000,000
<b>TOTAL</b>	<b>14,065,000</b>

Detailed information on investment breakdown

Category	Notes / What It Covers
Land & Infrastructure	Purchase or long-term lease; clearing site; roads, basic services (water, electricity, sewage); security infrastructure
Buildings & Facility Construction / Renovation	Factory halls, warehouses, administration blocks, clean rooms / controlled environment (e.g. ISO classes), HVAC, environmental controls
Machinery & Equipment (Production + Assembly)	Assembly machinery, welding/bending machines, CNC/machining, electronics assembly line, PCB production if any, mechanical fabrication equipment
Testing, Calibration & QC Labs	Environmental chambers, safety analyzers, calibrators, diagnostic test equipment, test benches, measurement tools
Sterilization / Cleanroom Equipment	Autoclaves, HEPA filters, air handling units, laminar flow benches etc.
Packaging, Labelling, Storage & Logistics	Packaging machines, labeling printers, warehouse shelving, handling equipment, transportation logistics setup
Regulatory, Certification &	Costs of getting local regulatory approvals (e.g. TMDA), possibly CE / FDA / international certification, legal & consulting fees

## EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

Category	Notes / What It Covers
Compliance	
R&D / Product Development / Prototyping	Developing prototypes; testing; improving product lines; possibly small innovation lab
IT / Software / ERP / Quality Systems	ERP, inventory management, quality management system (ISO 13485 or similar), traceability, data systems
Working Capital	Raw materials inventory, spare parts, consumables, payroll for initial months, utilities, rent etc.
Marketing, Distribution Channels, Sales Setup	Branding, launch marketing, setting up sales/distribution network, promotions, trade shows
Contingency / Unforeseen Costs	Overruns, delays, additional costs, inflation, shipping/import delays, etc.

### 9.2 Investment Financing

The project will be financed by long term loans estimated to be **US\$ 13,000,000** and the remaining will be shareholders contribution estimated to be **US\$1,065,000**

### 9.3 Rough Total & Timelines

With estimated project cost of US\$14,065,000, the management has estimated that the facility could be operational in **24 months** (depending on procurement lead times, construction, regulatory approvals).

### 9.4 Management

**EAST AFRICAN MEDICAL INDUSTRIAL LIMITED**, as a corporate entity is managed under the Board of Directors. Day to day management of its

conducted under the company's Managing Director who will be assisted by directors, Managers, Seniors officers etc.

This project is his brain child. He is therefore well prepared to embark on implementation of the proposed project and in the successful operation of its business thereafter.

The Managing Director will be closely assisted by well qualified professionals in the steel industry, forging process, metallurgical industrial management and operations. The company managers, heads of departments and operational staff for the assembling lines will be recruited for their competence, experience and good track record in their respective fields and in previous employments. Estimated employment: **150 workers** at full capacity.

## **8.0** Annual Production Output

Everage of 65 unit

## **8.2** Production Costs (Estimates)

Production cost has been estimated to be 80% of total revenue

## **8.3** Estimates Revenue

- For the purpose of this project all revenue will come from products produced at the factory
- The annual revenue to grow by 0.05 annually
- Revenue projections are based on experiences gained by the firm for being in the market for five years now.
- Garment production cost: \$7.2 per unit (depending on type).
- Home textiles cost: \$9.6 per set.
- Industrial textiles cost: \$12 per unit.

## 9.0 Project Investment Cost

The project is estimated cost **\$6,110,000** to cover for the acquisition modern machineries, equipment and motor vehicles, working capital and others, Breakdown of the total investment is as proved here below.

### EAST AFRICAN MEDICAL INDUSTRIAL LIMITED COSTSTRUCTURE US\$

Land and Buildings	2,500,000
Machinery & Equipment	2,000,000
Motor Vehicles	500,000
Furniture & Fixtures	10,000
Pre exp	20,000
Others	80,000
Working Capital	1,000,000
<b>TOTAL</b>	<b>6,110,000</b>

## 9.2 Investment Pattern

The investment financing pattern is provided below.

<b>Source</b>	<b>Value (\$)</b>
Equity	1,110,000
Loan	5,000,000
<b>Total</b>	<b>6,110,000</b>

## 10.0 Financial Analysis and Projections

### 10.1 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, it is assumed to be 5% annual depreciation. 5 years financial projections have been worked out.

### 10.2 Projected Profit and Loss Statement

The Income and Expenditure Statement show 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 \$**

**2,457,700** in first year to **US \$ 14,332,042** in the 5th years, refer appendix (I)

### 10.3 Projected Cash Flows

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from **US \$ 2,978,700** in the first year to **US\$ 16,137,042** at the end of 5th years of the project's operations, refer appendix (II)

### 10.4 Projected Balance Sheet

The company owners' equity increases from US \$ **1,110,000** at the end of first year to **US\$ 15,442,042** at the end of 5<sup>th</sup> year which is significance increase as you can see, refer appendix (III)

### 10.5 Projected Risks

No major risks have been identified for this kind of project so far. Unless a change in the country's political and economic stability.

### 10.6 Implementation Schedule

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction of will be completed within two years: -

Project Implementation

S/N	ACTIVITY	PERIOD
1	Processing TISEZA Certificate of Incentive	September 2025
2	Processing Exemptions	September-October 2025
3	Mobilizing Fund	October -May 2026
3	Renovation of building	December -August 2026
4	Ordering Machines and other equipment	September -December 2026
5	Testing business and in-house training	December –March 2027
6	Commercial operations	April 2026

## **11.0 Conclusion & Recommendation**

### **11.1 Conclusion**

- The project is profitable and contributes to government revenue by way of taxes.
- The project provides employment to **150** people.
- The project is an encouraging sign to prove that we have investors who have confidence with Tanzania and are ready to invest such large sums of investment.

### **11.2 Recommendation**

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implement and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the TISEZA. The project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

# EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

**APPENDIX I**

## EAST AFRICAN MEDICAL INDUSTRIAL LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT " US \$

	1	2	3	4	5
Revenue -Industrial textiles	2,880,000	3,024,000	3,175,200	3,333,960	3,500,658
Revenue -Garments	10,368,000	10,886,400	11,430,720	12,002,256	12,602,369
Revenue -Home textiles	6,912,000	7,257,600	7,620,480	8,001,504	8,401,579
Total Revenue	20,160,000	21,168,000	22,226,400	23,337,720	24,504,606
<b>Total Cost</b>	16,128,000	16,934,400	17,781,120	18,670,176	19,603,685
<b>Profit before Depreciation &amp;Interest</b>	4,032,000	4,233,600	4,445,280	4,667,544	4,900,921
<b>Interest</b>	400,000	320,000	240,000	160,000	80,000
<b>Depreciation</b>	121,000	121,000	121,000	121,000	121,000
<b>Gross Profit</b>	3,511,000	3,792,600	4,084,280	4,386,544	4,699,921
Tax (30%)	1,053,300	1,137,780	1,225,284	1,315,963	1,409,976
<b>Profit After Tax</b>	2,457,700	2,654,820	2,858,996	3,070,581	3,289,945
Accumulated Profit	2,457,700	5,112,520	7,971,516	11,042,097	14,332,042

# EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

APPENDIX II

## EAST AFRICAN MEDICAL INDUSTRIAL LIMITED PROJECTED CASH FLOW US\$

SOURCES:		1	2	3	4	5
Profit before interest and depreciation	-	4,032,000	4,233,600	4,445,280	4,667,544	4,900,921
Equity	1,110,000					
Loan	5,000,000					
Total Sources	6,110,000	4,032,000	4,233,600	4,445,280	4,667,544	4,900,921
Applications:						
Capital expenditure	5,010,000	-	-	-	-	-
working Capital &Others	1,100,000					
Cash	-	2,978,700	3,095,820	3,219,996	3,351,581	3,490,945
Tax	-	1,053,300	1,137,780	1,225,284	1,315,963	1,409,976
Sub total	6,110,000	4,032,000	4,233,600	4,445,280	4,667,544	4,900,921
Total applications	6,110,000	4,032,000	4,233,600	4,445,280	4,667,544	4,900,921
Accumulated cash		2,978,700	6,074,520	9,294,516	12,646,097	16,137,042

# EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

## APPENDIX III

### EAST AFRICAN MEDICAL INDUSTRIAL LIMITED PROJECTED BALANCE SHEET US \$

<u>Fixed Assets</u>		1	2	3	4	5
Opening balance	-	5,010,000	4,889,000	4,768,000	4,647,000	4,526,000
Total Long-term Assets	-	5,010,000	4,889,000	4,768,000	4,647,000	4,526,000
Less depreciation	-	121,000	121,000	121,000	121,000	121,000
Closing balance	-	4,889,000	4,768,000	4,647,000	4,526,000	4,405,000
Working capital	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000	1,100,000
Accumulated cash	-	2,978,700	6,074,520	9,294,516	12,646,097	16,137,042
Total assets	1,100,000	8,967,700	11,942,520	15,041,516	18,272,097	21,642,042
Financed by						
Equity	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000
Accumulated profit	-	2,457,700	5,112,520	7,971,516	11,042,097	14,332,042
Total equity	1,110,000	3,567,700	6,222,520	9,081,516	12,152,097	15,442,042
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	6,110,000	7,567,700	9,222,520	11,081,516	13,152,097	15,442,042

# EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

APPENDIX IV

## EAST AFRICAN MEDICAL INDUSTRIAL 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

# EAST AFRICAN MEDICAL INDUSTRIAL LIMITED

## APPENDIX V

### EAST AFRICAN MEDICAL INDUSTRIAL LIMITED COST STRUCTURE US\$

Land and Buildings	2,500,000
Machinery & Equipment	2,000,000
Motor Vehicles	500,000
Furniture & Fixtures	10,000
Pre exp	20,000
Others	80,000
Working Capital	1,000,000
<b>TOTAL</b>	<b>6,110,000</b>