

BUSINESS PLAN

FOR

ESTABLISHMENT

OF

ALSALAM REAL ESTATE COMPANY LIMITED PROJECT

Alsalam Real Estate Company Limited
Plot No 796
Upanga, Mataka Street,
Ilala CBD.
P. O. Box 1117
Dar es Salaam, Tanzania

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1 INVESTMENT PLAN

1.1 Executive Summary

ALSALAM REAL ESTATE COMPANY LIMITED is a domestic company limited by shares registered in Tanzania under The Companies Act, (CAP 212) of 2002 as amended with Certificate of Incorporation number 184367947 given in April 2025. The company has complied with all legal requirements and obtained all necessary certificates including, but not limited to Certificate of incorporation number 184367947, TIN certificate number 184367947, Tax clearance certificate for the year 2025 and Business License for real estate consultancy local.

1.2 Company Background

- 1.2.1 ALSALAM REAL ESTATE COMPANY LIMITED is a private company based in Dar es Salaam, and was incorporated on Tanzania by Registrar of Companies under the Companies Act, (CAP 212) of 2002 with Certificate of Incorporation number 184367947 given on 24th April, 2025.
- 1.2.2 The main purpose of the Company is real estate consultancy local, where it plans to make a strategic investment in real estate within Dar es Salaam City. The proposed site will be constructing Storey building Apartments for Residential and commercial purpose. The company will build more than 5,000 units. The quality of the Company business will guarantee clients satisfaction in proposed programmer.
- 1.2.3 The government is determined and committed to opening up the country to the global economy through improved investment climate, mega infrastructures development in order to accelerate the smooth flow of the Foreign Direct Investments (FDIs) and Domestic Direct Investment (DDI) for the social and economic prosperity of Tanzanians.
- 1.2.4 The government has been undertaking major legal and regulatory reforms in a guest to make Tanzania one of the best investment's destinations on the continent. These reforms which cut across the board include Tax regime, automation of investment procedures and processes, harmonization of institutions, land Laws as well as unlocking hurdles that impede business growth.

1.2.5 That being the facts, the company has been impressively moved to invest for the business in real estate consultancy local, by establishing a distinguishable project with the view of bringing changes, increasing employment of local Tanzanians.

1.2.6 The project will be implemented in Five (5) years for an estimated capital investment cost of USD 5,000,000 which will be used for operation costs including purchase of Land cruisers and Pickups, excavators, cranes, backhoe, forklifts, dump trucks, loaders, bulldozer, motor graders, Communication equipment; Radio calls, base station, GPs, Car tracking system, workshop equipment and generators.

1.3 Targeted Market

There is very big demand for the project business in Tanzania ALSALAM REAL ESTATE COMPANY LIMITED, targets to sell off plan, 50 units every three months.

2 THE COMPANYS OBJECTIVES

ALSALAM REAL ESTATE COMPANY LIMITED is a project established for carrying on the business real estate consultancy local, particularly;

- a) To carry on estate activities with own or leased properties.
- b) To carry on activities of construction of buildings civil engineering architectural and electrical works.
- c) To corporate, collaborate, associate, amalgamate, combines, join, league, link, mingle, unit with any company, partnership, government department, ministry, local authority, non-governmental organization, private sector and institution and any entity in furtherance of the objectives of the company.
- d) To appropriate any part of the property of the company for the purpose or/land to builder let shops, offices, and other places of business and to use or lease any part of the property of the company not required for the purposes aforesaid for any purpose for which it may be conveniently used or let.

3 PLAN OR PROSPECTS

The project aims at constructing about 5,000 number of Units within Dar es Salaam at Upanga, Ilala CBD and the prospective of Clients will be in various categories including Medium, premium and Super Premium. The project shall employ the Affordable Concepts with Basic Usage/Décor Construction Method with estimated Profit per Investment Up to 50%.

4 THE PROJECT PROMOTERS

The shareholders of the project are all entrepreneurs, with diverse professional and business background. The company is owned by our (4) shareholders namely;

NAME, ADDRESS AND DESCRIPTION OF THE SUBSCRIBERS	NUMBER OF SHARES TAKEN	NATIONALITY
YUSUPH ABDUSALAM BATHAWAB, P. O. Box 1117, Dar Es Salaam	23,018	Tanzanian
NURU MSELEM AL-JABRY, P. O. Box 1117, Dar Es Salaam	51,194	Tanzanian
WAFAA ABDUSALAM BATHAWAB, P. O. Box 1117, Dar Es Salaam	12,898	Tanzanian
FATMA ABDUSALAM BATHAWAB, P.O. Box 1117, Dar Es Salaam	12,898	Tanzanian

5 PROJECT LOCATION:

The project head quarter and development of storey building apartment for residential and commercial purpose, location will be at Plot No. 796, Upanga, Makata Street, Ilala CBD, P. O. Box 1117 Dar es Salaam, Tanzania.

6 IMPLEMENTATION SCHEDULE

6.1 August - 2025

- a) Preparing feasibility study for the land space and the project area.
- b) Registration of the project with Tanzania Investment Centre i.e Application for the Certificate of Incentives.
- c) Getting the Certificate of Incentives.

6.2 September - 2025

- a) Application for import Duty exemption on Brick making equipment and other related machinery, vehicles, trucks and other supporting vehicles such as lorries,

building equipment's, communication equipment, cargo handling equipment, heavy duty machine, Generators, state of the art manufacturing Technology after being awarded certificate of incentives in the establishment programmer.

6.3 October - 2025

- b) Recruiting new employees, Engineers, Architectures, interior designers, mechanics, logistics officer, procurement officers, store keepers and other administration staff.
- c) Fully commencement of the project and the construction process.

7 CAPITAL INVESTMENT COST

7.1 Costs and Estimate Value

SN	Item	Description	Amount (In USD)
1	Investment Costs	Fixed Cost	4,000,000.00
		Working Capital	1,000,000.00
		Total	5,000,000.00

7.2 PERIOD OF INVESTMENT & CAPITAL RETURN

1.	Period of Investment & Capital Return	Purchase of machinery, equipment, transport, set-up and putting into operation	5 years
		Commissioning, trial operation, financing & administrative affairs	5 years
		Settling the principal with interest	5 years
		Capital Annual Rate	5 years

8 PROJECT FINANCING

Description	Total (USD)	Bank Loan	Customer Share
Fixed costs of project	5,000,000/=	2,000,000/=	3,000,000/=
Cost of circulating capital 15% of current expenses	-	-	-
Total	5,000,000/=	2,000,000/=	3,000,000/=

The intended project is to be implemented within 5 years. The company promoters (shareholders) have resorted to register the project with Tanzania Investment Center (TIC) and securing the certificate of incentives.

9 FINANCIAL PLAN (SOURCE OF FUNDS)

ALSALAM REAL ESTATE COMPANY LIMITED has firmed up finances for the implementation programmer by its fund and Loan.

Own fund (Equity)	USD \$ 3,000,000.00
Local loan	<u>USD \$ 2,000,000.00</u>
TOTAL	USD \$ 5,000,000.00

10 SUBMISSION

10.1 ALSALAM REAL ESTATE COMPANY LIMITED submits the investment proposal and application to the Tanzania Investment Centre (TIC) for registration and award of certificate of Incentives for the commencement of the construction of apartment for residential and commercial purpose.

10.2 The project will soon commence after the company is registered by Tanzania Investment Centre and being issued the Certificate of Incentives. Thereafter the company will import the project facilities such as, brick making equipment and other related machinery, trucks and other vehicles for use in the building exercise such as Lorries, heavy duty machines, cargo handling equipment, generators, state of the art manufacturing technology, Certificate of Incentives will enable the project to guarantee consistent high-quality finished Apartment that meet the set out standard and satisfaction of the client etc.

11 ECONOMIC GROWTH

The current economic growth which had been registered in Tanzania, as the result the accurate of economic success in a community is ability to provide housing for a growing population through new home construction. This project will creates new employment opportunities, stimulates local businesses, generates tax revenue, enhance the community’s wellbeing and support government policy, creating proper planning in project area, support building materials industries, as well as fund and capital generation to investors.

12 COMPETITION OR MARKET

Despite there being numbers of other Real Estate Companies in Tanzania, still the facility is not enough compared to the level of demand. There few advanced and affordable apartments that are around town in Dar es Salaam as a result the housing is scarce and unaffordable. The detail shows that there is a need of best quality apartment 1 Million units. However, the intended project will consider best quality building and affordable projects as the means to employ modern engagement in land development. The project will consider land as the major capital for human development and facilitate adequate, efficient and quality living welfare of the community at large.

13 ADVERTISEMENT

Advertisement which forms part of the marketing-strategy will be embarked upon in the newspapers, street banners, and social media and later on in the television in a manner benefiting the promotional role of any company or private institutions.

14 BUSINESS STRATEGY

In-order to meet the current demand and high productivity the management of the company will develop and implement additional strategies which will capture markets.

- (i) Advertisement and Promotion,
- (ii) Technology and quality fleet of vehicles.
- (iii) Employing qualified and experienced architectures, civil engineer, interior designers
- (iv) On job training
- (v) Business Discipline.

15 ENVIRONMENTAL ISSUE

The construction of storey building apartment and the whole project implementation is environmentally friendly. The construction activities of apartments will not cause any harm to people.

16 PROJECT MANAGEMENT

The shareholders of this project are all entrepreneurs with a diverse professional and business backgrounds. The company is owned by 4 shareholders, namely; Yusuph Abdusalam Bathawab (Tanzanian), Nuru Mselem Al-jabry (Tanzanian), Wafaa Abdusalam Bathawab (Tanzanian) and Fatma Abdusalam Bathawab (Tanzanian)

17 INVESTMENT BREAKDOWN USD

ITEMS	DESCRIPTION	AMOUNT (USD)
1.	Land/Building	2,000,000
2.	Plant	500,000
3.	Vehicle	1,000,000
4.	Furniture& Fitting	700,000
5.	Pre expenses	200,000
6.	Others	100,000
7.	Working Capital	500,000
	TOTAL	5,000,000/=

17 MANPOWER AND TRANSFER OF TECHNOLOGY

- 17.1 ALSALAM REAL ESTATE COMPANY LIMITED being the project in its commencement will usher in the technology by using modern construction activities. The advantages to the country are quite significant, and will get the advantage of value addition due to such incoming technology.
- 17.2 Further the country can reduce its dependence on the construction project from neighbouring countries, hence Tanzania business men.
- 17.3 The proposed project will cause more people to be employed in as architectures, engineers, interior designers, drivers, turn boys, mechanic, security guards, accountant, logistic manager and about 100 local people will increase their income, improve their social welfare and pay-taxes; it is poverty alleviation programmer to them.
- 17.4 Local employees will get on training for construction in a long run will improve the technical competence in the project.

18 CONCLUSION AND RECOMMENDATION

- 18.1 The financial evaluation of the project done so far indicates that this project will be profitable both economically and financially viable venture. There are many other benefits directs and indirect of this project.
- 18.2 The management being experienced businessmen possesses ample managerial capabilities in various business disciplines.
- 18.3 Based on the above factors, it is recommended that the company should be granted the certificate of incentives for the implementation of the project so that the project will operate and enjoy tax exemption on capital and deemed goods and increase its production capacity.

APPROVED with the SIGNATURE of the Managing Director and OFFICIAL STAMP this 24th July, 2025.



For: MANAGING DIRECTOR,
ALSALAM REAL ESTATE COMPANY LIMITED



ALSALAM REAL ESTATE COMPANY LIMITED
PROJECTED INCOME STATEMENT

(Fig. USD \$ '000')

ITEM	1 st Year	2 nd Year	3 rd Year	4 th Year	5 th Year
Total Revenue	600,000	660,000	726,000	798,600	878,460
Total Costs	430,000	473,000	520,300	572,330	629,563
Gross Profit	170,000	187,000	205,700	226,270	248,897
Expenses	105,000	115,500	127,050	139,755	153,730.5
Net Profit before Tax	65,000	71,500	78,650	86,515	95,166.5
Corporate Tax 30%	19,500	21,450	23,595	25,954.5	28,549.95
Net Profit	45,500	50,050	55,055	60,560.5	66,616.55