

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED

BUSINESS PLAN

FOR

SINORAY BUSINESSS CENTRE

1.0 EXECUTIVE SUMMARY.

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED is a private business company incorporated in the United Republic of Tanzania with Certificate of incorporation No. 53526 issued on 22nd August 2005. The proposed business plan is of **Construction Of shops** at area situated on **Plot No 599, Block, Kimara Baruti, in Ubungo Municipal** with **Certificate number 21685**.

The proposed new project for **SINORAY BUSINESS CENTER** shall cost US\$ 3M and creating new employment of 180 local people and 20 foreign people.

1.0 The shareholders of this newly formed company are GUO DONGJIAN, GUO DONGLIN and GUO XIN who are Chinese by nationality. The company is owned by three shareholders, namely: -

NAME	% SHARES	NATIONALITY
LIN DONG GUO	48.02	CHINESE
XING GUO	19.98	CHINESE
YONGQINHG CHEN	20	CHINESE
SHENGFENG YANG	10	CHINESE
ZHIQIANG CHEN	1	CHINESE
YANG LI	1	CHINESE

1.1 LOCATION.

Plot No 599, Block, Kimara Baruti, in Ubungo Municipal with Certificate number 21685.

Certificate number 21685.

1.2 THE PROJECT OBJECTIVES

The project objective is construction of shops and stores at the location that will be used for commercial purposes, the shops will be used by **TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED** to provide business center to motorcycle parts and related parts.

Other Objectives are:

- i. **TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED** Focus on retaining existing clients while continuously seeking new business opportunities as it always does from assembling of motorcycle and related parts to industrial park and now to business center.
- ii. Ensure top-tier customer service to create a welcoming and professional environment to make sure all customers and other shareholders feel valued.
- iii. Maintain high standards for the cleanliness, functionality, and aesthetics of the space.
- iv. Offer diverse office setups (e.g., private offices, co-working spaces, meeting rooms) to meet varying client needs.
- v. Foster a sense of community among tenants through events, networking opportunities, and collaboration spaces.

- vi. Implement sound financial practices to ensure profitability and long-term viability.
- vii. Develop strong marketing strategies to attract and retain clients by ensuring availability of our products to our customers and variety of products at the area from other shop owners.
- viii. Ensure a safe working environment with robust security measures to our customers and their goods through employing security companies, installment of CCTV cameras, proper car parking for all users.
- ix. Integrate eco-friendly practices to reduce the environmental impact at the area through providing facilities for waste disposal such as dustbins.
- x. Focus on retaining existing clients while continuously seeking new business opportunities.

2.0 INVESTMENT COSTS AND SOURCES OF FINANCES

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED proposed Project for Sinoray Business Centre investment costs shall be US\$ 5M.

The project will be financed by the Company itself from the revenues generated through **TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED** businesses.

2.1 AUDITED REPORTS

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED will maintain good financial reports which will be audited by reputable auditor firm.

2.3 JOB CREATION

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED aim to create job at all of its phases that will result to employment of 200 people before the shops are rented out thus are going to create even more jobs and generate more incomes to the individuals and the government authorities.

Example the shops will eventually be paying tax to the government, contribute to the community activities.

2.4 REVENUE ASSUMPTIONS

Revenue assumptions for motorcycle assembling depend on several factors, including production scale, market demand, and pricing strategies.

Here are some key considerations:

1. **Production Volume:** The number of motorcycles assembled annually directly impacts revenue. Higher production typically leads to higher revenue, assuming consistent demand.
2. **Market Demand:** Understanding the target market and its purchasing power is crucial. For example, urban areas with a growing middle class may have higher demand for affordable motorcycles.

3. **Pricing Strategy:** The price per unit plays a significant role. Premium motorcycles may have higher margins but lower sales volume, while budget models may sell in larger quantities with smaller margins.

4. **Additional Revenue Streams:** Revenue can also come from selling spare parts, accessories, and maintenance services.

5. **Cost Management:** Efficient management of production costs, including labor, materials, and logistics, ensures profitability and competitive pricing.

3. CONSTRUCTION PHASE

Each phase requires collaboration among various professionals to ensure the project is completed on time and within budget, each requiring careful planning and execution.

Here's an overview:

3.1 Planning and Development

This initial phase includes selecting the location which is already under Tanzania China Trade & Tourism Development, conducting feasibility studies, setting a budget, and hiring architects and contractors. Ensure the site complies with the governing laws and is accessible.

3.2 Design and Pre-Construction

Architects and engineers create detailed designs and blueprints. Obtain Permits and approvals from the authorities such as Building Permits.

3.3 Site Preparation

The land is cleared, leveled, and prepared for construction. This includes utility installations and foundation work such as boreholes digging

3.4 Core Construction

The main structure is built, including the framework, walls, roof, and exterior finishes.

3.5 Interior Systems and Finishing

Installation of mechanical, electrical by connecting with Tanesco, and plumbing (MEP) systems followed by interior finishes like flooring, painting, and fixtures.

3.6 Post-Construction and Handover

Final inspections by the ensure compliance with safety and quality standards so as to retain the Right of Occupancy. The building is then ready for the operations.



4. SOURCES OF SUPPLY OF INPUTS

The sources of supply for construction inputs will be obtained from inside the country and some will be imported following all requirements for importing applying all the advantages provided by the government to the investors.

The following are the typically include:

4.1 Raw Materials

These are sourced from natural and man-made suppliers.

- Natural materials like sand, gravel, stones, and timber.
- Man-made materials such as cement, bricks, steel, and concrete.

4.2 Equipment and Machinery

Heavy machinery like excavators, cranes, and bulldozers are often rented or purchased from equipment suppliers and from outside the country.

4.3 Utilities

Water, electricity, and other utilities are supplied by local utility companies and some will be imported from China.

4.4 Specialized Components

Items like HVAC systems, elevators, and plumbing fixtures are procured from specialized manufacturers or distributors.

4.5 Recycled Materials

Some projects incorporate recycled materials like reclaimed wood, recycled steel, or crushed concrete to reduce costs and environmental impact.

4.6 Local and International Suppliers

Depending on the project's scale and requirements, inputs can be sourced locally to minimize costs or internationally for specialized materials.



5.0 BUSINESS ENVIRONMENT ANALYSIS;

The environment for investing in Tanzania is the best compared to other countries in Africa

5.0.1 Management: -

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LTD 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, senior officers etc.

The Managing Director will be closely assisted by well qualified professionals in the building materials industry, industrial management and operations. The company managers, heads of departments and operational staff for the production machines will be recruited for their competence, experience and good track record in their respective fields and in previous employments.

5.1 External Environment:

5.1.1 The market:

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED'S marketing

policy aim at two objectives:

- further penetration/ entrenchment into the market's main segments to increase and retain a larger market share
- Early investment cost recovery to enhance economic viability of the company's business and expedite its growth.

5.1.1.1 Market Potential

Economic growth and urbanization Tanzania have been experiencing steady

economic growth, which has increased disposable incomes and boosted demand for vehicles. The **World Bank** forecasts steady growth, which creates a larger market for vehicles, both passenger and commercial. As urban centers like Dar es Salaam and Mwanza grow, there is an increased demand for both personal and commercial vehicles, further contributing to automotive market growth.

By considering this **TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED** take the opportunity to ensure the availability of its services and products is expanded.

5.1.1.2 Competition:

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED

The competition of business center from already existing centers will both benefit **TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED** and the existing business center and the clients as all of the supply and demand will be well matched once this project is at its full capacity and the business center can service each other

6.0 PROJECTIONS

Table 1: Total Costs For the project

ITEM	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Operating Costs	700,000	700,000	500,000	300,000
Investment Costs	1,500,000	1,000,000	8,000,000	8,000,000
Total Costs	2,200,000	1,700,000	1,300,000	1,100,000

Table 2: Project Profit

ITEM	YEAR 1	YEAR 2	YEAR 3	YEAR 4
REVENUES	-1,200,000	2,000,000	1,900,000	2,300,000
COSTS	2,200,000	1,700,000	1,300,000	1,100,000
GROSS PROFIT	-1,000,000	-300,000	600,000	1,200,000

Table 3

**TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED-
COST STRUCTURE**

PARTICULAR	US\$
Land and Buildings	500,000.
Machinery & Equipment	750,000.
Motor Vehicles	150,000.
Furniture & Fixtures	80,000.
Pre exp	70,000.
Others	450,000.
Working Capital	2,000,000.
TOTAL	4,000,000.

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED
FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2029
PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM
2025 - 2029

Table 4

	2025	2026	2027	2028	2029
DETAILS					
CURRENCY	USD	USD	USD	USD	USD
ASSETS					
NON-CURRENT ASSETS					
PPE	462,000	471,240	480,665	490,278	500,084
TOTAL NON-CURRENT ASSET	462,000	471,240	480,665	490,278	500,084
CURRENT ASSET					
Inventory	9,044,408	9,225,296	9,409,802	9,597,998	9,789,958
Trade Receivables	418,970	490,194	539,214	566,174	571,836
Working Capital	1,000,000	1,500,000	2,000,000	2,500,000	3,000,000
Cash and Cash Equivalent	315,600	315,916	316,232	316,548	316,864
TOTAL CURRENT ASSET	5,278,978	5,531,406	5,765,247	5,980,720	6,178,659
TOTAL ASSETS	10,740,978	11,002,646	11,245,912	11,470,998	11,678,742
EQUITY AND LIABILITIES					
EQUITY					
Share Capital	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Retained Earnings	2,799,133	915,226	1,658,207	2,699,346	2,797,018
TOTAL EQUITY	3,799,133	1,915,226	2,658,207	3,699,346	3,797,018
LIABILITIES					
Trade Payables	3,990,180	2,793,126	2,737,263	2,682,518	2,950,770
Other Payables	2,951,665	6,294,294	5,850,441	5,089,134	4,930,954
TOTAL LIABILITIES	6,941,845	9,087,420	8,587,705	7,771,652	7,881,724

TOTAL EQUITY AND LIABILITIES	10,740,978	11,002,646	11,245,912	11,470,998	11,678,742

7.0 CONCLUSION

TANZANIA CHINA TRADE & TOURISM DEVELOPMENT LIMITED the motorcycle assembling parts company has significant potential for success, especially in regions with growing demand for affordable and efficient transportation as Dar es salaam. By leveraging strong supplier relationships, efficient production processes, and strategic marketing, the company can establish a competitive foothold in the market.

Emphasizing quality, reliability, and after-sales service will enhance customer trust and brand loyalty. With an adaptable approach to evolving market trends and sustainable practices, the business is poised for steady growth and profitability.

The business center serves as a valuable hub for commerce and collaboration in its targeted market. By offering modern facilities, strategic location, and tailored amenities, it can attract diverse businesses and professionals.

A well-thought-out tenant mix and exceptional management services will ensure a consistent revenue stream and high occupancy rates. Incorporating sustainable construction and energy-efficient operations not only reduces costs but also aligns with growing environmental consciousness. With careful planning and execution, the business center will contribute to local economic development and become a cornerstone of the community.

Tanzania Government also can play a critical role in SINORAY BUSINESS CENTER PROJECT and ASSEMBLING OF MOTORCYCLES AND RELATED PARTS through support on

- Infrastructure Development

Invest in reliable roads, public transportation, utilities, and internet connectivity to make the business center more accessible and efficient.

- Tax Incentives and Subsidies:

Offer tax breaks or financial support to encourage the development and operation of business centers, especially in underserved areas.

- Business-Friendly Policies

Simplify regulatory requirements and streamline the process for obtaining permits to reduce bureaucratic hurdles.

- Access to Financing

Partner with financial institutions to provide loans, grants, or guarantees for developers and tenants in business centers.

- Training and Capacity Building

Offer programs to train local entrepreneurs, workers, and management teams, creating a skilled workforce to support businesses.

- Promoting Investment

Actively attract domestic and international investors by marketing the business center and its potential for growth.

- Public-Private Partnerships (PPPs)

Collaborate with private sector players to build and manage business centers, sharing resources and risks.

- Support for Innovation

Establish innovation hubs or incubators within the business center to promote entrepreneurship and technological development.

- Sustainability Initiatives

Encourage the adoption of green building practices and renewable energy in business centers to reduce environmental impact and operational costs