



**PRESIDENT’S OFFICE, PLANNING AND INVESTMENT**

**TANZANIA INVESTMENT AND SPECIAL ECONOMIC ZONES  
AUTHORITY (TISEZA)**

**QUESTIONNAIRE FOR SUBMISSION OF BUSINESS PLAN FOR  
PROJECT REGISTRATION**  
*(Only applicable for local applicants)*

*Please fill/ select areas accordingly*

1. Company Name: **LUBANZA TRADING COMPANY LIMITED**

**Address: P.O BOX 13275, UBUNGO, DAR ES SALAAM**

2. Company’s shareholding structure

| <b>Name of shareholder</b> | <b>Country of origin</b> | <b>Percentage of shares</b> |
|----------------------------|--------------------------|-----------------------------|
| AYOUB ATHUMAN LUBANZA      | TANZANIA                 | 40                          |
| HUD HASHIM MWAKITOSI       | TANZANIA                 | 30                          |
| SHANNY MWAKITOSI LUBANZA   | TANZANIA                 | 30                          |
|                            |                          |                             |
|                            |                          |                             |

3. Project Location

| <b>Survey Status</b> | <b>Select (☐)</b> | <b>Location</b>  |
|----------------------|-------------------|--|
| Surveyed             | ✓                 | Plot: <b>213</b><br>Block: <b>N/A</b><br>Street: <b>MOROGORO ROAD</b><br>Ward: <b>URAFIKI</b><br>District: <b>UBUNGO</b><br>Region: <b>DAR ES SALAAM</b> |
| Unsurveyed           |                   | Street:<br>Ward:<br>District:<br>Region:   |

4. Respective Sector (please select one sector under which the project falls)

| No. | SECTOR                  | CHOICE<br>( <input type="checkbox"/> ) | No. | SECTOR             | CHOICE<br>( <input type="checkbox"/> ) |
|-----|-------------------------|--|-----|--------------------|--|
| 1   | Agriculture             |  | 9   | Human Resource     |  |
| 2   | Broadcasting            |  | 10  | Manufacturing      | <input checked="" type="checkbox"/>    |
| 3   | Commercial Building     |  | 11  | Mining & Petroleum |  |
| 4   | Computers               |  | 12  | Natural Resources  |  |
| 5   | Construction            |  | 13  | Services           |  |
| 6   | Economic Infrastructure |  | 14  | Telecommunication  |  |
| 7   | Energy                  |  | 15  | Tourism            |  |
| 8   | Finance                 |  | 16  | Transportation     |  |

5. Project Objective: (e.g. to establish a project for: processing of grains/ vehicles assembling/ cement manufacturing/ manufacturing of electric devices etc.)

**To establish a cooler, refrigerator, and deep freezer assembly line at HEPZ, Ubungo**

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6. Sources of Funding for the Project

**NB:**

⇒ Select the currency to use in this questionnaire. It may be TSH or USD

⇒ Total funding under this item must be equal to the total investment breakdown under item 5 below

| Funding Source | Local Equity | Foreign Equity | Local Loan | Foreign Loan | TOTAL INVESTMENT |
|----------------|--------------|----------------|------------|--------------|------------------|
| TSH or         |              |                |            |              |                  |
| USD            | 195,000      | 0              | 455,000    | 0            | 650,000          |

## 7. Investment Breakdown

**N.B:**

- ⇒ Please keep using the currency as selected under item 4 above.
- ⇒ The total investment breakdown must equal the total funding under item 4 above.

| Type of Asset          | Amount of Investment in USD |
|------------------------|-----------------------------|
| Land and Buildings     | 100,000                     |
| Plant and Machinery    | 150,000                     |
| Vehicles               | 60,000                      |
| Furniture and Fittings | 40,000                      |
| Pre-Expenses           | 50,000                      |
| Others                 | 20,000                      |
| Working Capital        | 230,000                     |
| <b>TOTAL</b>           | <b>650,000</b>              |

## 8. Target Markets

| No. | PRODUCT           | EXPECTED MARKET (SELECT BY <input type="checkbox"/> ) |                |
|-----|-------------------|---|----------------|
|     |                   | Local Market  | Foreign Market |
| 1.  | Capital items     | ✓   | ✓              |
| 2.  | Raw materials     | ✓   | ✓              |
| 3.  | Products produced | ✓   | ✓              |

9. Commencement Date: **JANUARY 2026**

10. Implementation Period: **ONE YEAR**

11. Project Capacity (e.g. *tons, cubic feet/ meters, square meters, litres*):

**25,000 UNITS PER YEAR**

12. Expected Jobs

*Direct Jobs*

| Gender       | Locals    | Foreigners |
|--------------|-----------|------------|
| Male         | 45        | 0          |
| Female       | 10        | 0          |
| <b>TOTAL</b> | <b>55</b> | <b>0</b>   |

*Indirect Jobs:* **MORE THAN 100**

### 13. Financial Projections

| Details                                    | Year 1    | Year 2    | Year 3    | Year 4    | Year 5    |
|--|-----------|-----------|-----------|-----------|-----------|
| Production per annum: number of items = A  | 5,000     | 8,000     | 10,000    | 12,000    | 15,000    |
| Price per unit (SHS or USD) = B            | 300       | 300       | 300       | 300       | 300       |
| Sales per annum C = A*B                    | 1,500,000 | 2,400,000 | 3,000,000 | 3,600,000 | 4,500,000 |
| Costs of Production = D                    | 1,380,000 | 2,100,000 | 2,580,000 | 3,050,000 | 3,780,000 |
| Gross Profit E = C – D                     | 120,000   | 300,000   | 420,000   | 550,000   | 720,000   |
| Operating Costs = F                        | 20,000    | 20,000    | 20,000    | 20,000    | 20,000    |
| Earnings Before Interest and Tax G = E – F | 100,000   | 280,000   | 400,000   | 530,000   | 700,000   |
| Tax H = 30%*G                              | 30,000    | 84,000    | 120,000   | 159,000   | 210,000   |
| Earning before Dividends I = G – H         | 70,000    | 196,000   | 280,000   | 371,000   | 490,000   |