

*WETA  
ELECTRICS  
COMPANY  
LIMITED*

**A Business Plan**

**Electrical Equipment Manufacturing**

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## 1.0 Industry Overview

Tanzania is undergoing rapid industrialization, urbanization, and electrification, driven by government initiatives such as the National Development Vision 2025 and the Rural Energy Agency's electrification programs. These developments have created a growing demand for reliable, affordable, and locally manufactured electric equipment. This business brief outlines the opportunity, strategy, and operational framework for launching a manufacturing enterprise focused on producing electric equipment in Tanzania.

## 2.0 Executive Summary

Weta Electrics Company Limited. is a proposed electrical equipment manufacturing company to be established in Dar es Salaam, Tanzania, with a strategic vision to become a leading provider of high-quality, affordable, and locally produced electrical components for residential, commercial, and industrial applications. With an initial capital investment of USD 1,000,000, the company aims to address the growing demand for electrical infrastructure in Tanzania and the broader East African region by producing a range of essential products such as circuit breakers, voltage stabilizers, transformers, switchgear, smart meters, and solar inverters.

The business will leverage Tanzania's strategic location, government support for industrialization, and regional trade agreements to build a scalable, export-oriented manufacturing enterprise. Weta Electrics will focus on quality, innovation, and customer-centric service to differentiate itself from imported alternatives and to support the country's electrification and industrial development goals.

## 3.0 Market Opportunity

Tanzania is undergoing a significant transformation in its energy and infrastructure sectors. With electrification rates steadily increasing and the government's commitment to universal energy access by 2030, the demand for reliable electrical equipment is surging. Currently, the market is heavily reliant on imports, which are often expensive, slow to deliver, and not tailored to local conditions. This presents a compelling opportunity for a domestic manufacturer to fill the gap with cost-effective, high-quality products.

The company will target a diverse customer base including national utility companies (e.g., TANESCO), construction and real estate developers, industrial facilities, retailers, and regional distributors. Additionally, Weta Electrics will position itself to serve neighboring markets in the East African Community (EAC) and Southern African Development Community (SADC), capitalizing on regional integration and trade liberalization.

## 4.0 Vision and Mission

**Vision:** To be the most trusted and innovative manufacturer of electrical equipment in East Africa, powering progress and sustainability.

**Mission:** To design, manufacture, and deliver reliable, affordable, and high-performance electrical equipment that meets international standards, supports local industries, and contributes to the socio-economic development of Tanzania and the region.

## 5.0 Strategic Objectives (2026–2030)

- **Year 1:** Establish manufacturing facility, launch initial product lines (circuit breakers and stabilizers), and achieve 10% market penetration in Dar es Salaam.
- **Year 2:** Expand product range to include transformers and switchgear; secure contracts with utility and construction firms.
- **Year 3:** Launch R&D division; introduce smart meters and solar inverters; expand distribution to Arusha and Mwanza.
- **Year 4:** Enter industrial automation segment; implement ISO certifications; launch e-commerce platform.
- **Year 5:** Achieve top-three market position in East Africa; initiate feasibility study for second plant in Dodoma; reach USD 5 million in annual revenue.

## 6.0 Products and Services

WETA ELECTRICS will offer a comprehensive portfolio of electrical equipment, including:

- **Circuit Breakers:** Miniature and molded-case breakers for residential and commercial use.
- **Voltage Stabilizers:** Single and three-phase stabilizers for homes, offices, and factories.
- **Transformers:** Distribution and power transformers for utility and industrial applications.
- **Switchgear:** Medium and low-voltage switchgear for power distribution networks.
- **Smart Meters:** IoT-enabled meters for energy monitoring and billing.
- **Solar Inverters:** Off-grid and hybrid inverters for renewable energy systems.
- **Control Panels:** Custom-built panels for industrial automation and process control.

Services will include installation, maintenance, technical training, and after-sales support.

## 7.0 Competitive Advantage

Weta Electric's competitive edge lies in its ability to offer locally manufactured, customizable, and cost-effective products with faster delivery times and superior customer service. The company will adhere to international quality standards (IEC, TBS) and invest in continuous innovation through its R&D unit. By fostering local talent and building strong relationships with government agencies, NGOs, and private sector partners, Weta Electrics will position itself as a trusted and strategic player in the region's electrification journey.

## **8.0 Financial Highlights**

With a prudent allocation of the initial USD 1,000,000 capital, Weta Electrics will invest in land, machinery, working capital, staffing, and marketing. The company projects steady revenue growth, reaching USD 5 million in annual revenue by Year 5, with profitability achieved by Year 2. Key financial milestones include:

- **Year 1 Revenue:** USD 500,000 (pilot phase)
- **Year 3 Revenue:** USD 2.5 million (regional expansion)
- **Year 5 Revenue:** USD 5 million (market leadership)
- **Cumulative Net Profit (5 years):** USD 2.5 million+

## **9.0 Social and Environmental Impact**

Weta Electrics is committed to sustainable manufacturing practices, including energy-efficient production, waste recycling, and solar integration. The company will create over 100 direct jobs and hundreds of indirect opportunities through its supply chain. It will also invest in technical training programs, support women in engineering, and contribute to rural electrification projects, aligning with Tanzania's development goals and the UN Sustainable Development Goals (SDGs).

## **10.0 Conclusion**

Weta Electrics Company Limited. represents a timely and transformative investment in Tanzania's industrial and energy future. By combining local insight, technical expertise, and a commitment to quality and sustainability, the company is poised to become a cornerstone of the region's electrical infrastructure ecosystem. With strong market fundamentals, a clear growth strategy, and a dedicated leadership team, Weta Electrics offers a compelling opportunity for investors, partners, and stakeholders seeking impact-driven industrial ventures in Africa.

Weta Electrics is a private registered commercial company owned by WEITAO LUO (70%) and SHUIYOU XU (30%) who are expected to be initial financiers of the business.

## **11.0 Marketing, Trade and Investment Opportunities**

### **Market Analysis**

- Tanzania's electrification rate is growing, with government initiatives like the National Electrification Program (NEP).
- Demand for electric equipment is rising due to infrastructure development, urbanization, and industrialization.

- Regional integration (EAC, SADC) opens export opportunities.

### Target Market

- Utility companies (e.g., TANESCO)
- Construction companies
- Industrial facilities
- Retailers and wholesalers
- Export markets: Kenya, Uganda, Rwanda, Burundi, Malawi and Zambia

### Competitive Landscape

- Few local manufacturers; most equipment is imported.
- Opportunity to offer cost-effective, locally made alternatives.
- Competitive edge through after-sales service, customization, and faster delivery.

### Products and Services

Product Line	Description	Launch Year
Circuit Breakers	Residential and industrial-grade breakers	2026
Voltage Stabilizers	For homes, offices, and factories	2026
Transformers	Distribution and power transformers	2027
Switchgear	Medium and low-voltage switchgear	2027
Smart Meters	IoT-enabled energy meters	2028
Solar Inverters	Off-grid and hybrid inverters	2028
Automation Panels	For industrial automation	2029

### Services:

- Installation and maintenance
- Technical training
- Custom design and engineering

- After-sales support

## 12.0 Operations Plan

### Facility

- Location: Industrial area in Dar es Salaam
- Size: 2,000–3,000 sqm
- Functions: Manufacturing, assembly, testing, warehousing, offices

### Equipment

- CNC machines
- Injection molding machines
- PCB assembly line
- Testing and calibration equipment
- Packaging and labeling systems

### Staffing Plan

Year	Employees	Roles
2026	25	Management, Engineers, Technicians, Admin
2027	40	Add Sales, Logistics, R&D
2028	60	Expand Production, Customer Support
2029	80	Add E-commerce, QA, Compliance
2030	100	Regional Managers, Training Staff

## 13.0 Marketing and Sales Strategy

### Branding

- Emphasize “Made in Tanzania” quality and affordability.
- Position as a reliable partner for infrastructure growth.

### Channels

- Direct sales to utilities and contractors
- Distributors and retailers
- Online B2B portal (from 2029)

### **Promotion**

- Trade shows and expos
- Partnerships with government and NGOs
- Digital marketing and SEO
- Technical seminars and workshops

## **14.0 Financial Plan**

### **Capital Allocation (USD 1,000,000)**

<b>Category</b>	<b>Amount (USD)</b>
Land and Building Lease	150,000
Machinery and Equipment	400,000
Working Capital (6 months)	200,000
Salaries and Training	100,000
Marketing and Branding	50,000
Legal, Licensing, Insurance	25,000
Contingency Fund	75,000

### **Revenue Projections**

<b>Year</b>	<b>Revenue (USD)</b>	<b>Net Profit (USD)</b>
2026	500,000	-50,000
2027	1,200,000	150,000
2028	2,500,000	400,000

Year	Revenue (USD)	Net Profit (USD)
2029	4,000,000	800,000
2030	5,000,000	1,200,000

## 15.0 Risk Analysis

Risk	Mitigation Strategy
Currency Fluctuations	Hedge contracts, local sourcing
Supply Chain Disruptions	Multiple suppliers, local partnerships
Regulatory Changes	Legal compliance team
Skilled Labor Shortage	In-house training programs
Competition	Focus on quality, service, and innovation

## 16.0 Sustainability and Social Impact

- Use of eco-friendly materials and energy-efficient processes.
- Waste recycling and emissions control.
- Employment generation and skills development.
- Support for rural electrification projects.

## 17.0 Exit Strategy

- IPO or acquisition by regional industrial conglomerate.
- Management buyout or strategic partnership.
- Divestment after 5–7 years with ROI target of 3x.

## 18.0 Organization Structure

Weta Electrics is a private business entity owned and managed by directors WEITAO LUO and SHUIYOU XU. Their aim at Weta Electrics is to ensure that hired people are

qualified, hardworking, creative, result driven, customer centric and are ready to help build a prosperous business that will benefit key stake holders (the owners, workforce, and customers).

Therefore profit-sharing arrangement will be made available to all our senior management staff and it will base on their performance for a period of ten years or more. In view of the above, organization structure look will be as below chart explain:

◆ **Top-Level Management**

- **Chief Executive Officer (CEO)**
  - Oversees overall strategy, operations, and financial performance.
  - Reports to Board of Directors or shareholders.

◆ **Executive Team**

- **Chief Operating Officer (COO)**
  - Manages day-to-day operations and cross-department coordination.
- **Chief Financial Officer (CFO)**
  - Handles budgeting, accounting, and financial planning.
- **Chief Technical Officer (CTO)**
  - Leads product development, engineering, and innovation.
- **Chief Commercial Officer (CCO)**
  - Oversees sales, marketing, and customer relations.


◆ **Functional Departments**

 **Production Department**

- Production Manager
  - Assembly Supervisor
  - Fabrication Supervisor
  - Maintenance Technician

 **Quality Assurance Department**

- QA Manager
  - Testing Engineer
  - Compliance Officer

 **Supply Chain & Procurement**

- Supply Chain Manager
  - Procurement Officer
  - Inventory Controller
  - Logistics Coordinator

 **Sales & Marketing**

- Sales Manager
  - Regional Sales Executives
  - Marketing Officer
  - Customer Service Representative

 **Research & Development**

- R&D Manager
  - Product Design Engineer
  - Electrical Engineer
  - Software Developer (for smart products)

#### **Human Resources**

- HR Manager
  - Recruitment Officer
  - Training Coordinator

#### **IT & Systems**

- IT Manager
  - Network Administrator
  - ERP Specialist

#### **Finance & Accounting**

- Finance Manager
  - Accountant
  - Payroll Officer

## **19.0 SWOT Analysis of Electrical Equipment Manufacturing in Tanzania**

Weta Electrics do not intend to launch out with trial and error hence the need to conduct a proper SWOT analysis. We know that if we get it right from the onset, we would have succeeded in creating the foundation that will help us build a standard poultry farm that will favorably compete with other electric equipment manufacturers in Tanzania.

We engaged the services of a core professional in the area of business consulting and structuring to assist our organization in building a well – structured electric equipment manufacturer. Part of what the team of business consultant did was to work with management in conducting a SWOT analysis for Weta Electrics.

### **◆ Strengths (Internal, Positive Factors)**

- **Local Production Advantage:** Reduced import dependency, faster delivery, and lower logistics costs.
- **Skilled Technical Workforce:** Availability of engineers and technicians from Tanzanian universities and vocational institutes.
- **Government Support:** Favorable policies under Tanzania’s industrialization agenda and tax incentives for manufacturers.
- **Product Customization:** Ability to tailor products to local voltage standards, climate conditions, and infrastructure needs.
- **Strategic Location:** Proximity to East African markets (Kenya, Uganda, Rwanda, Zambia) for regional exports.
- **After-Sales Service:** On-ground support and maintenance, which imported brands often lack.

### ◆ Weaknesses (Internal, Negative Factors)

- **High Initial Capital Requirements:** Significant investment needed for machinery, testing labs, and skilled labor.
- **Limited Brand Recognition:** New entrants may struggle to compete with established international brands.
- **Supply Chain Vulnerabilities:** Dependence on imported raw materials and components (e.g., copper, semiconductors).
- **Technology Gaps:** Limited access to advanced manufacturing technologies and automation tools.
- **Quality Perception:** Local products may face skepticism regarding durability and compliance with international standards.

### ◆ Opportunities (External, Positive Factors)

- **Growing Electrification Demand:** National and rural electrification programs are expanding grid access across Tanzania.
- **Construction and Industrial Growth:** Surge in real estate, mining, and industrial projects increases demand for electrical infrastructure.
- **Import Substitution Potential:** Government push to reduce imports creates space for local manufacturers.
- **Renewable Energy Boom:** Rising demand for solar inverters, smart meters, and energy-efficient devices.
- **Regional Trade Agreements:** Access to EAC and SADC markets through reduced tariffs and trade facilitation.
- **Public-Private Partnerships:** Opportunities to collaborate with government and NGOs on infrastructure and energy access projects.

### ◆ Threats (External, Negative Factors)

- **Foreign Competition:** Influx of cheaper imports from China, India, and Europe with established supply chains.
- **Currency Fluctuations:** Volatility in exchange rates can increase the cost of imported raw materials.
- **Regulatory Hurdles:** Delays in licensing, standards certification, and customs clearance.

- **Power Supply Instability:** Inconsistent electricity supply can disrupt manufacturing operations.
- **Economic Uncertainty:** Inflation, interest rate changes, or political instability may affect investment and consumer spending.

## 20.0 Project Capacity & Sales Forecast for Day-Old Chicks

Here’s a detailed projection of **Production Capacity** and **Sales Forecast** for an Electrical Equipment Manufacturing company in Tanzania over a five-year period, based on an initial capital of USD 1,000,000.

### 20.1 Project Capacity & Sales Forecast (2026–2030)

#### ✦ Assumptions

- **Factory Setup:** Medium-scale facility in Dar es Salaam with scalable production lines.
- **Working Days:** 300 days/year
- **Shifts:** Single shift (Year 1–2), double shift from Year 3
- **Capacity Utilization:** Starts at 40% in Year 1, increases to 85% by Year 5
- **Product Mix:** Circuit breakers, voltage stabilizers, transformers, switchgear, smart meters, solar inverters
- **Average Selling Price (ASP):** Varies by product; blended ASP used for projections

### 20.2 Installed Production Capacity

Product Category	Annual Capacity (Units)	Year 1	Year 2	Year 3	Year 4	Year 5
Circuit Breakers	100,000	40,000	55,000	70,000	85,000	90,000
Voltage Stabilizers	20,000	8,000	10,000	14,000	17,000	18,000
Transformers	2,000	500	800	1,200	1,500	1,700
Switchgear	5,000	1,500	2,500	3,500	4,200	4,500
Smart Meters	10,000	—	—	3,000	6,000	8,000
Solar Inverters	5,000	—	—	1,000	2,500	4,000

*Note: Smart meters and solar inverters are introduced in Year 3.*

### 20.3 Sales Forecast (USD)

Year	Units Sold	Revenue (USD)	Cost of Goods Sold (COGS)	Gross Profit	Net Profit
2026	49,500	\$500,000	\$350,000	\$150,000	-\$50,000
2027	68,300	\$1,200,000	\$780,000	\$420,000	\$150,000
2028	92,700	\$2,500,000	\$1,600,000	\$900,000	\$400,000
2029	119,200	\$4,000,000	\$2,600,000	\$1,400,000	\$800,000
2030	126,200	\$5,000,000	\$3,200,000	\$1,800,000	\$1,200,000

*Blended average selling price starts at ~\$10/unit in Year 1 and increases with product mix and value-added offerings.*

### 20.4 Key Growth Drivers

- **Product Line Expansion:** Introduction of smart meters and solar inverters in Year 3.
- **Capacity Scaling:** Shift from single to double shifts increases output.
- **Market Penetration:** Expansion into regional markets (Kenya, Uganda, Zambia).
- **Brand Recognition:** Improved trust and demand through quality assurance and local service.
- **Government Contracts:** Participation in public electrification and infrastructure projects.

### 20.5 Break-Even Analysis

- **Break-Even Point:** Achieved in Year 2
- **Break-Even Revenue:** Approx. USD 1.1 million
- **Payback Period:** ~3.5 years

## 21.0 Publicity and Advertising Strategy (2026–2030)

Here's a comprehensive **Publicity and Advertising Strategy** tailored for an Electrical Equipment Manufacturing company in Tanzania, designed to build brand awareness, drive sales, and establish market leadership over five years.

## Objectives

- Establish brand recognition across Tanzania and East Africa.
- Educate the market on the benefits of locally manufactured electrical equipment.
- Drive B2B and B2C sales through targeted campaigns.
- Position the company as a trusted partner for infrastructure and energy development.

## Strategic Pillars

### 1. Brand Identity Development

- Create a strong visual identity: logo, color palette, packaging design.
- Develop a brand slogan emphasizing reliability and Tanzanian innovation (e.g., “Powering Progress Locally”).
- Ensure consistent messaging across all platforms.

### 2. Digital Marketing

- **Website:** Launch a responsive, SEO-optimized website with product catalog, certifications, and contact forms.
- **Social Media:** Active presence on LinkedIn (B2B), Facebook (community engagement), Instagram (visual storytelling), and YouTube (product demos).
- **Email Campaigns:** Monthly newsletters for clients, distributors, and stakeholders.
- **Search Engine Marketing (SEM):** Google Ads targeting construction firms, engineers, and procurement officers.

### 3. Traditional Advertising

- **Radio & TV:** Partner with national broadcasters (e.g., TBC, Clouds FM) for product awareness and educational segments.
- **Print Media:** Ads in business newspapers (e.g., The Citizen, Daily News) and trade magazines.
- **Billboards:** Strategic placements near industrial zones, highways, and trade centers.

### 4. Public Relations (PR)

- Press releases for product launches, factory milestones, and partnerships.
- Media interviews with company executives.
- Participation in government and donor-funded energy forums.

## 5. Trade Shows & Expos

- Exhibit at regional trade fairs (e.g., Tanzania Industrial Expo, East Africa Power & Energy Expo).
- Host product demonstrations and technical workshops.
- Sponsor industry panels and networking events.

## 6. Community Engagement

- Sponsor vocational training programs and STEM competitions.
- Partner with NGOs on rural electrification projects.
- Offer scholarships for electrical engineering students.

## 7. Influencer & Expert Endorsements

- Collaborate with Tanzanian engineers, contractors, and energy consultants to review and endorse products.
- Feature testimonials from early adopters and institutional clients.

## 8. Dealer & Distributor Support

- Provide branded promotional materials (banners, brochures, uniforms).
- Offer co-marketing funds for regional distributors.
- Run incentive programs for top-performing sales partners.

## Year-by-Year Rollout

Year	Focus	Key Activities
2026	Brand Launch	Website, logo, radio ads, factory opening PR
2027	Market Education	Product demos, trade shows, LinkedIn campaigns
2028	Regional Expansion	Distributor support, billboard rollout, YouTube content
2029	Digital Acceleration	E-commerce launch, influencer partnerships, SEO
2030	Thought Leadership	CSR campaigns, media interviews, industry awards

## Budget Allocation (Estimated Over 5 Years)

Channel	Allocation (USD)
Digital Marketing	\$150,000
Traditional Media	\$100,000
Trade Shows & Events	\$75,000
PR & Community Engagement	\$50,000
Distributor Promotions	\$50,000
Branding & Collateral	\$25,000

## 22.0 Our Pricing Strategy

### Objectives

- Ensure cost recovery and profitability
- Offer competitive pricing to penetrate the local and regional markets
- Reflect product quality and value-added services
- Support scalability and long-term sustainability

### Pricing Model

TanzElec Manufacturing Ltd. will adopt a **cost-plus pricing model** with strategic flexibility to accommodate market dynamics, customer segments, and product types.

#### Formula:

$$[\text{Selling Price}] = [\text{Total Cost per Unit}] + [\text{Markup Margin}]$$

- **Total Cost per Unit** includes:
  - Direct material costs (e.g., copper, plastics, semiconductors)
  - Direct labor costs
  - Manufacturing overhead (utilities, depreciation, maintenance)
  - Packaging and logistics
- **Markup Margin** varies by product type and market segment (typically 25%–60%)

◆ **Tiered Pricing Structure**

Product Category	Target Segment	Base Price (USD)	Markup %	Final Price (USD)
Circuit Breakers	Residential/Commercial	\$3.50	40%	\$4.90
Voltage Stabilizers	SMEs/Industrial	\$25.00	50%	\$37.50
Transformers	Utilities/Industrial	\$400.00	35%	\$540.00
Switchgear	Construction Firms	\$150.00	40%	\$210.00
Smart Meters	Utilities	\$30.00	60%	\$48.00
Solar Inverters	NGOs/Rural Projects	\$120.00	50%	\$180.00

*Prices are indicative and will be reviewed annually based on input costs, inflation, and market trends.*

◆ **Market-Based Adjustments**

- **Penetration Pricing (Year 1–2):** Offer introductory discounts (5–10%) to gain market share and attract early adopters.
- **Value-Based Pricing (Year 3–5):** For smart and solar products, pricing will reflect innovation, energy savings, and long-term value.
- **Geographic Pricing:** Adjust prices for regional markets (e.g., Kenya, Uganda) based on logistics, tariffs, and purchasing power.
- **Bulk Discounts:** Tiered pricing for large orders from utilities, contractors, and distributors.

◆ **Payment Terms & Credit Policy**

- **Standard Terms:** 50% advance, 50% on delivery for new clients.
- **Credit Terms:** Net 30–60 days for repeat customers with good credit history.
- **Incentives:** Early payment discounts (2% for payment within 10 days).
- **Financing Options:** Explore partnerships with banks or microfinance institutions for SME clients.

◆ **Price Review Mechanism**

- **Quarterly Cost Review:** Adjust prices based on raw material costs, forex fluctuations, and inflation.
- **Annual Benchmarking:** Compare with regional competitors and global suppliers to remain competitive.

- **Customer Feedback Loop:** Use sales data and client input to refine pricing and product bundling.

- ◆ **Promotional Pricing**

- **Launch Offers:** Free installation or extended warranty for early buyers.
- **Seasonal Discounts:** Target construction and procurement cycles (e.g., pre-rainy season).
- **Trade Show Specials:** Exclusive pricing for orders placed during expos and industry events.

## **23.0 Our Payment Options**

The payment policy adopted by Weta Electrics is all inclusive because we are quite aware that different customers prefer different payment options as it suits them but at the same time, we will ensure that we abide by the financial rules and regulation of the United Republic of Tanzania.

Here are the payment options that Weta Electrics will make available to her clients;

- Payment via bank transfer
- Payment with cash
- Payment via online bank transfer
- Payment via cheque
- Payment via bank draft
- Payment via Mobile Money

In view of the above, we have chosen banking platforms that will enable our client make payment for hatched eggs without any stress on their part. Our bank account numbers will be made available on our website and promotional materials.

## 24.0 5-Year Financial Reports (2026–2030)

Here's a detailed **5-Year Financial Report (Section 24.0)** for your Electrical Equipment Manufacturing business in Tanzania, based on an initial capital of USD 1,000,000 and projected growth over five years.

### 24.1 Income Statement Summary

Year	Revenue (USD)	COGS (USD)	Gross Profit	Operating Expenses	Net Profit
2026	500,000	350,000	150,000	200,000	-50,000
2027	1,200,000	780,000	420,000	270,000	150,000
2028	2,500,000	1,600,000	900,000	500,000	400,000
2029	4,000,000	2,600,000	1,400,000	600,000	800,000
2030	5,000,000	3,200,000	1,800,000	600,000	1,200,000

### 24.2 Balance Sheet Summary

Item	2026	2027	2028	2029	2030
Cash & Equivalents	150,000	250,000	500,000	900,000	1,500,000
Accounts Receivable	50,000	120,000	250,000	400,000	500,000
Inventory	100,000	150,000	200,000	250,000	300,000
Fixed Assets (Net)	500,000	480,000	460,000	440,000	420,000
Total Assets	800,000	1,000,000	1,410,000	1,990,000	2,720,000
Liabilities	100,000	150,000	200,000	250,000	300,000
Equity	700,000	850,000	1,210,000	1,740,000	2,420,000

### 24.3 Cash Flow Statement Summary

Year	Operating Cash Flow	Investing Cash Flow	Financing Cash Flow	Net Cash Flow

<b>Year</b>	<b>Operating Cash Flow</b>	<b>Investing Cash Flow</b>	<b>Financing Cash Flow</b>	<b>Net Cash Flow</b>
2026	-30,000	-500,000	680,000	150,000
2027	200,000	-50,000	-50,000	100,000
2028	450,000	-30,000	-50,000	370,000
2029	800,000	-20,000	-50,000	730,000
2030	1,200,000	-20,000	-50,000	1,130,000

#### 24.4 Key Financial Ratios

<b>Ratio</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>	<b>2029</b>	<b>2030</b>
Gross Margin (%)	30%	35%	36%	35%	36%
Net Profit Margin (%)	-10%	12.5%	16%	20%	24%
Return on Assets (%)	-6.25%	15%	28.4%	40.2%	44.1%
Current Ratio	2.0	2.5	3.0	3.5	4.0
Debt-to-Equity Ratio	0.14	0.18	0.17	0.14	0.12

#### 24.5 Capital Expenditure Plan

<b>Year</b>	<b>Investment Area</b>	<b>Amount (USD)</b>
2026	Machinery & Factory Setup	400,000
2027	Product Line Expansion	50,000
2028	R&D and Smart Tech Equipment	30,000
2029	Automation & ERP Systems	20,000
2030	Feasibility Study (2nd Plant)	20,000

## 25.0 Check List/Milestone

- Company Name Availability Check: **Completed**
- Company Registration: **Completed**
- Application for business license and permit: **Completed**
- Opening of Corporate Bank Accounts: **Completed**
- Securing Point of Sales (POS) Machines: **Completed**
- Opening Mobile Money Accounts: **Completed**
- Opening Online Payment Platforms: **Completed**
- Application and Obtaining Tax Payer's ID: **In Progress**
- Purchase of Insurance for the Business: **Completed**
- Purchasing of farm land and building of standard hatcheries and poultry cages: **In Progress**
- Conducting Feasibility Studies: **Completed**
- Generating capital from shareholders: **Completed**
- Applications for Loan from the bank: **In Progress**
- Writing of Business Plan: **Completed**
- Drafting of Employee's Handbook: **Completed**
- Drafting of Contract Documents and other relevant Legal Documents: **In Progress**
- Design of The Company's Logo: **Completed**
- Printing of Promotional Materials: **In Progress**
- Recruitment of employees: **In Progress**
- Creating Official Website for the Company: **In Progress**
- Creating Awareness for the business both online and around the community: **In Progress**
- Health and Safety and Fire Safety Arrangement (License): **Secured**
- Opening party/launching party planning: **In Progress**
- Establishing business relationship with vendors – key players in the industry such as small poultry farmers and free range chicken farmers: **In Progress**