

ZAHARA VENTURES LIMITED

**HOLILI STONE BLOCKS  
PROJECT - BUSINESS PLAN**

## **A. Executive Summary**

Zahara Ventures Limited is a private company registered in Tanzania. The company propose to provide either of the Consultancy or Partnership with Local Businesses/Individuals in establishing innovative stone mining technologies by setting up mines, supervision and running day to day operations, managing sales, surveys and marketing. To Collaborate with Local Businesses/Individuals in procurement of Machines from within or outside country, preparing the required infrastructure, training locals in operations along with maintenance of all those machines and running the site. The Company also intend to invest in Mining Machines and infrastructure for leasing purposes.

Zahara Venture Ltd is looking forward to engaging in all the above stated activities in totality or in parts by itself or in association with Local Individuals/Businesses. For this Zahara Ventures Limited may need to share Technology, professional expertise, management and infuse Capital, depending upon the terms of engagement based upon its level of involvement in multiple ways stated above and financial returns decided mutually between both the parties if being done in association with local business/Individuals.

## **B. INTRODUCTION**

This business plan has been drawn up for Stone Block mining in United Republic of Tanzania. This business plan has been drawn up for an operation and operation related services that would help the company and the Government of Tanzania to boost the economic growth through provision of generating revenue, employment, technology transfer and good quality affordable housing for the people.

### **❖ Mission**

Mission of Zahara Ventures Limited is to provide products of the finest quality and services of the highest standard to associates in a safe and efficient manner whilst maintaining corporate integrity and profitability.

### **❖ Vision**

To be recognized as the leading and most trusted supplier of high-quality construction materials in the region and beyond.

### **❖ Core Values**

Professional and corporate integrity, Product and service excellence, Customer First, Teamwork and Safety.

### **❖ Project Objectives**

Unparalleled service and product for our associates and clients.

### **❖ Products**

Creating finest quality of stone blocks with great finish and customized sizes. Further creating customized Wall Tiles, Paver Block and Floor Tiles.

### ❖ **Service Offerings**

Engaging with local businesses/individual to provide Machine and Mining Infrastructure on lease, Consultancy or Partnership with Local Businesses/Individuals in establishing innovative stone mining technologies by setting up mines, supervision and running day to day operations, managing sales, surveys and marketing. In case of Partnerships financial returns may be decided mutually between both the parties.

### ❖ **Rationale and description of the Business**

Our business is partnering with reputable Architect companies in United Republic of Tanzania Tanzania is a country of more than 61.7 million peoples which is regarded as faster growing economy. The country is bordered with the 5 East African countries (EAC) and 3 Southern African Development Community (SADC). The real estate market in Tanzania is growing due to increase in middle income. Currently the company is committed to ensure the good quality of stone blocks to the peoples and ensure the quality of the products offered to the market are meeting the standards. Our products are crafted by the expatriates who have the experiences and exposure in development and marketing of same kind of products.

Better quality products are crucial to the development of our industries, houses, schools and hospitals and we ensure that the company is contributing to the country in terms of taxes and employment.

### ❖ **Operational plan**

The plan created has been developed by assessing current situation of real Estate market in Tanzania and improvement in economic conditions in Tanzania. The company have experienced management and staffs to offer better quality of Stone Blocks to the customers through the centralized chains in each zone within Tanzania.

### ❖ **Funding**

Funds for financing the business will be contributed by the Shareholders and Directors. Also the company will be open to explore other financing window such as short-term financing from financial institutions and individuals from outside Tanzania.

## **C. ECONOMIC ASPECTS**

### ❖ **Investment Priority**

The project investment is in line with government policy and development goals to ensure easy movements of goods and passengers.

### ❖ **Employment opportunity**

The project will create employment to people who otherwise could not have secured employment and indirectly will create more opportunities. It also develops skills to the employees on a continuous basis that will have a multiplier effect and associated demand for support services.

#### ❖ **Government revenue**

The government is expected to earn greater amount of income in form of taxes such as corporate tax, Value Added Tax, Excise duty, Employment taxes such as pay as you earn and skills and development levy. Also, other government fees such as licenses and permits.

### **D. MARKET ASSESSMENT**

#### ❖ **Industry Analysis**

For Zahara Ventures Limited Key Success Factors include use of innovative and advanced Machines to produce finest quality products and quality service which ensure the return on investment, good management, marketing abilities, timely delivery, lowest product sourcing cost, accessible location and other factors deem to be important. The market for real estate is still robust in Tanzania fueled by improvements in modern homes, trunk roads and regional roads, also the business relationship and proximity of the country.

#### ❖ **Competitor Analysis**

The market study established that the competition level is moderately high and the market for Stone Blocks and its associated products is growing in Tanzania. With a quality team and proper infrastructure, cutting the delivery time, managing the supply chain placed the company in a competitive position. Therefore, managing the supply chain understanding the clients' needs will positively improve the product marketability and gain a good market share.

### **Planned Capital Investment over a period of 3 Years shall be:**

<b>Procure</b>	<b>No. Units</b>	<b>Amount in Tshs</b>
Stone Block Machines	75	591,680,334
Blades and Spare Parts for all Machines	1	220,893,991
Backhoe Loaders	2	22,089,399
Tile & Paver block Cutting Machines	20	126,225,138
Pickup Suv	2	157,781,422
Logistics: Cutting Machine, Backhoe Loader, Tile Cutting Machine N Spare Parts & Backhoe Loaders	20	187,759,893
Site levelling & Preparation	1	63,112,569
Site Old Container (Office)	1	7,100,164
Site Fencing, Cameras, Solar Lights	45	4,007,648
		<b>1,380,650,559</b>

## 5 YEARS FINANCIAL STATEMENTS PROJECTIONS SEPT 2024-AUG. 2029

	Sept 2024- Aug 2025	Sept 2025- Aug 2026	Sept 2026-Aug 2027	Sept 2027- Aug 2028	Sept 2028-Aug 2029
Revenue	1,844,329,500	2,065,649,040	2,437,465,867	2,876,209,723	3,393,927,473
Loading & brokerage expense	290,160,000	324,979,200	383,475,456	452,501,038	533,951,225
Salary to staff and directors expense	378,675,414	424,116,464	500,457,427	590,539,764	696,836,922
Admin & site expense	302,940,331	339,293,171	400,365,942	472,431,811	557,469,537
Mining tax@4% expense	87,048,000	97,493,760	115,042,637	135,750,311	160,185,367
Attorney, financial auditor and compliances expense	49,867,536	55,851,640	65,904,936	77,767,824	91,766,032
Finance cost expense	47,334,427	53,014,558	62,557,178	73,817,470	87,104,615
Total expenses	1,156,025,712	1,294,748,797	1,527,803,581	1,802,808,226	2,127,313,706
Taxable profit	688,303,788	770,900,243	909,662,286	1,073,401,498	1,266,613,767
Corporate tax @ 30%	206,491,136	231,270,073	272,898,686	322,020,449	379,984,130
<b>Profit after Tax</b>	481,812,652	539,630,170	636,763,600	751,381,048	886,629,637

### ❖ Human Resources Plan

- Operators: Certified machine operators responsible for stone block cutting.
- Maintenance Engineer: To take care of maintenance of all machines.
- Backhoe Machine Operators: To operate Backhoe Machines.
- Loaders: Handle manual transportation and stacking of blocks.
- Security guard: To safeguard the assets to the site.
- Supervision and Management: Overseen by field managers using the Hilux for site mobility.

Local hiring will be prioritized to generate employment in neighbouring villages.

### ❖ **Safety Policy**

Safety is an essential operational pillar.

Safety Measures Include:

1. **Mandatory Safety Training:**

Pre-employment orientation and monthly refreshers.

2. **Provision of Personal Protective Equipment (PPE):**

Helmets, goggles, boots, gloves, and vests provided at no cost.

3. **Machine Safety Protocols:**

Daily pre-use inspections.

Only trained operators authorized to use equipment.

4. **Emergency Response:**

Equipped first aid kits.

Emergency evacuation procedures in place.

5. **Accident Reporting System:**

Immediate reporting and root-cause analysis.

6. **Zero-Tolerance on Alcohol/Drug Use:**

Random testing enforced.

7. **Worker Empowerment:**

Workers can refuse unsafe work conditions.

**Safety Goal:**

Zero accidents, injuries, and fatalities.

## **E. Operational Strategy**

- Prioritize machine uptime and preventive maintenance.
- Toyota Hilux enables rapid field inspections, breakdown support, and onsite staff management.
- Local sourcing for fuel, spare parts, and consumables.

## **F. Marketing and Sales Plan**

- Target building contractors, real estate developers, and infrastructure projects.
- Establish strategic supply contracts.
- Explore cross-border trade through Holili to Kenyan construction companies.

## **Conclusion**

The mining operation in **Kilimanjaro Region** offers a sustainable business opportunity with growing regional construction demand. Though initial Year 1 profits are slightly affected by necessary capital purchases, the business achieves solid profitability by Year 2, with full return on investment in about three years. Prioritizing safety, local community engagement, and operational excellence will secure long-term success.

