



CHEMI AND COTEX (CCIL) PROJECT PLAN FOR EXTENSION OF PLANT FOR COSMETICS, TOOTHPASTES, TOOTHBRUSHES AND DRY HAIR EXTENSION

FIVE YEARS DURATION PERIOD FROM 2025 TO 2029

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General Information

Country of incorporation and domicile	United Republic of Tanzania
Nature of business and principal activities	Manufacturing, selling and distribution of cosmetics, oral care and food products
Directors	Mr. Yogesh Maganlal Kanji Manek Mr. Balasubramaniam Muthusamy Ms. Grace Philotea Joachim Ms. Geetha Sethuraman Sivakumar Mr Omari Mbaraka Issa Mr. Moez Daya Mr. Anupchandra Labhshanker Modha
Registered office	Plot no. 89/90 Mbezi Industrial Area P.O. Box 347 Dar es Salaam Tanzania
Principal Banker	National Bank of Commerce Limited Diamond Trust Bank (T) Limited National Microfinance Bank PLC
Auditors	Balakrishna Sreekumar & Co. Certified Public Accountants 254 Alykhan Road, Upanga P.O. Box 948 Dar es Salaam Tanzania
Secretary	Dilesh Surendra Mawji

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1. EXECUTIVE SUMMARY

Chemi And Cotex Industries Limited (CCIL) in Tanzania is a leading Consumer Product Organisation in Tanzania. The products are marketed in major East African Markets like Kenya, Rwanda, Uganda, Burundi, Zambia, Congo, Malawi etc. The manufacturing facility for CCIL is located in Dar es Salam, Tanzania. CCIL has 13 branches across Tanzania and a huge fleet of 150 vehicles that help distribute its products to all the markets.

CCIL's brand, 'Whitenedent', is the market leader in the Oral-care segment in Tanzania. In addition to Oral-care, CCIL also manufactures and markets Cosmetics and Food products.

'Bannisters' is another important Cosmetic brand of CCIL which is a market leader. In addition, CCIL manufactures and markets brands like Babysoft, Bodyline, Siri, Lovely, U&Me, Skin glow, Tressa etc.

In foods, Simba Chef is an iconic brand under which, CCIL markets Vinegar, Jams, Baking Powder etc.

A private limited company incorporated under the Companies Act of Tanzania with Certificate of Incorporation Number **39390**, is extending its visionary manufacturing enterprise in the production and sale of **cosmetics, toothbrushes, and dry hair extensions**.

With its **principal place of business located P.O. Box 347, Plot, Upanga, Nos. 88/89/90, Mbezi Industrial Area**, and a modern manufacturing facility at **P.O. Box 347, Plot Nos. 88/89/90, Mbezi Industrial Area, New Bagamoyo Road, Mbezi, Dar es Salaam**, the company is strategically positioned to serve both the local and regional East African markets.

Chemi And Cotex is poised to become a leading manufacturer of personal care and grooming products by combining **innovative Afrocentric branding, high-quality formulations**, and **affordable pricing**. The company intends to invest **USD 2,802,794** financed through a combination of **30% equity (USD 840,838.20** and **70% debt (USD 1,961,956)**. This capital will fund the acquisition of advanced manufacturing machinery, packaging equipment, working capital, raw materials procurement, and marketing and distribution infrastructure.

1.2 Vision, Mission and core values

1.2.1 Vision

To remain as a respectable consumer product organization which fulfills the needs of the discerning African Consumer.

1.2.2. Mission

To manufacture world class Consumer products to service the needs African consumer at an affordable price and make them available at the nearest retail outlet.

1.2.3 Core Values

Quality – We strive to perform at an excellent level in everything we do. We are reliable. We are committed to producing and delivering products to the highest standard possible every time.

Teamwork - We work together collectively to achieve our common vision and goals.

Honesty & Integrity - We are truthful and our actions are consistent with our words. We are honest and direct in all of our communications.

Respect & Dignity - We demonstrate respect for and appropriate loyalty towards our customers, colleagues and suppliers.

Innovation & Improvement -We drive change and challenge the status quo to exceed our customers' expectation.

Safety – We are committed to the safety, wellbeing and security of the business, facilities, people whom we serve and our employees.

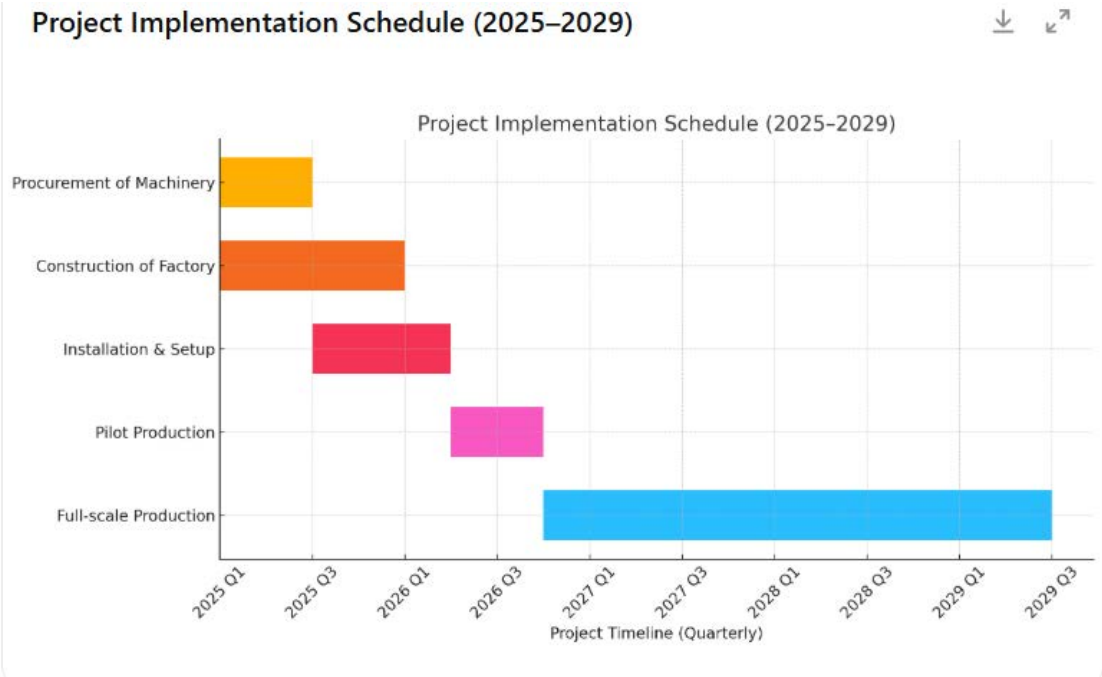
1.3 Project Location:

Chemi & Cotex factory is located at **Plot Nos. 88/89/90, Mbezi Industrial Area, New Bagamoyo Road, Mbezi, Dar es Salaam**, with access and availability of raw material and infrastructure for industrial production the company is strategically positioned to serve both the local and regional East African markets.

1.4 Implememntation period:

The Gantt-style chart below illustrates the **project implementation timeline (2025–2029)**, including:

- 1. **Procurement of Machinery** (2025 Q1–Q2)
- 2. **Construction of Factory** (2025 Q1–Q4)
- 3. **Installation & Setup** (2025 Q3–2026 Q1)
- 4. **Pilot Production** (2026 Q2–Q3)
- 5. **Full-scale Production** (2026 Q4–2029 Q2)



1.5 Objectives of the project;

Production of cosmetics, toothbrushes dryhair extension are the main activities of the company and these products are expected be sold within the domestic and foreign markets. The products are expected to meet the rising demand in Dar es Salaam, other regions and nearby countries such as Kenya, Comoro and Madagascar islands. We are also expected to be reliable in product availability for the required demand according to our ability and need. We are also in business to make profits and at the same time to give our customers value for their money; we want to give people and businesses who patronize us the opportunity to be part of the success story of our business. Notably the business will focus on the following specific objectives;

- To ensure availability and reliability of high-quality cosmetics, toothbrushes and dryhair extensions and to be obtained timely;
- To employ at least 52 people and improve livelihood to the community through improved products and services;
- To generate sufficient income through sales to meet the needs of the owners and tax revenues to the government;
- To expand to a large and standard manufacturing and processing industry with diversified products.

1.6 Project requirements and costs

The project is continuing with the new stage; require some investments in terms of fixed assets, labour and materials. The Project has already obtained required documentations to allow its implementations. Some preliminary costs such as land acquisition and grounds for farms has started. The details of the requirements are explained in Table 2 below.

Table 1.6: Project Requirements

Type of Investment	Qty	Price (TZS 000)	Value (USD)
Land & Buildings			
Buildings for factory	5	831,900,000	313,925
Buildings for new sales deoport		220,448,000	83,000
Sub-total			396,925
Plant, Equipment and Machinerics			
Factory plant for Dry hair extensions	1	595,703,616	224,286
Factory plant for Cosmetics	1	764,928,000	288,000
Factory plant for toothbrush	1	2,931,116,448	1,103,583
Factory plant for toothpastes		1,195,200,000	450,000
Sub-total			1,615.869
Furniture & Fittings (several pcs)	1		30,000
Sub-total			30,000
Motor vehicles			
Pick Up-Single Cabin	3	557,760,000	210,000
Sub-total			210,000
Working Capital			
Pre-Operational Expenses	1	132,800,000	50,000
Other registration and operational cost	1	132,800,000	50,000
Sub-total			100,000
Total Cost			2,802,794

2.0 THE BUSINESS

The project has been established by introducing cosmetics and dry hair additional plus toothbrushes to the tooth chemical business that was existing. Expected production capacity of 34 million jars of cosmetics, 438 ton of dry hair extensions, 9,360,000 pieces of toothbrushes and 300,000 cases of toothpaste, all produced per annum, the project shall install modern equipment and facilities for processing, packaging and branding of the products. The project intends to acquire more machinerics and raw materials which

will be coming from India, China and Middle east. This will go along with construction of infrastructure to the factory area and for convenience business and distribution so we expect the need for all three types of production machineries. Let s see the range of products to be manufactured, the targey market, the competitive advantages, revenue and Finances for the business;

2.1.1 Product Range

- **Cosmetics:** Face creams, lip balms, foundations, body lotions using natural and organic ingredients.
- **Toothbrushes:** Biodegradable bamboo brushes and ergonomic plastic options.
- **Dry Hair Extensions:** Synthetic and natural hair bundles styled for African beauty standards.
- **Toothpastes;**

2.1,2 Target Market

- Youth and working women aged 18–45 in urban and peri-urban Tanzania.
- Middle-class households and eco-conscious consumers seeking locally made hygiene products.
- Regional expansion to Rwanda, Kenya, Uganda, and the DRC via the EAC and AfCFTA trade corridors.

2.1.3 Competitive Advantage

- Use of **locally sourced raw materials** to reduce import costs.
- Strong **brand identity and social media presence** to capture youth markets.
- **Strategic partnerships** with salons, clinics, distributors, and e-commerce platforms.
- Environmentally friendly products aligned with global sustainability goals.

2.1.4 Revenue and Sustainability Model

- Mass production and distribution to wholesalers, retailers, salons, and direct consumers.
 - Tiered pricing to serve both mass and premium segments.
 - Ongoing product innovation and R&D to respond to market preferences and international quality standards.
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2.2 Business Environment Analysis

a) Economic Factors

- **Rising disposable incomes** in urban areas are increasing demand for personal care products.
- **Youth-dominated demographics** (over 60% of Tanzanians are under 25) drive trends in beauty and grooming.
- Access to **raw materials** like coconut oil and shea butter within Tanzania supports local manufacturing.
- Inflation and exchange rate volatility may affect input costs, especially for imported components like packaging.

b) Political & Regulatory Factors

- **Government support for local manufacturing** (e.g., tax exemptions and import substitution policies) is favorable.
- **Strict standards** from the Tanzania Bureau of Standards (TBS) and TFDA (now TMDA) require compliance in cosmetics and hygiene products.
- **AfCFTA and EAC** integration enables regional trade opportunities with reduced tariffs.

c) Socio-Cultural Factors

- Growing **beauty consciousness among women and youth**, especially in urban areas.
- **Natural hair and Afrocentric beauty trends** are on the rise, boosting demand for hair extensions and organic cosmetics.
- High value placed on **oral hygiene** in urban middle-class families, supporting toothbrush sales.
- Word-of-mouth and social media endorsements by influencers are culturally influential in purchase decisions.

d) Technological Factors

- Availability of **small-scale manufacturing equipment** for cosmetics and toothbrush production.
 - Digital marketing tools, including **Instagram, TikTok, and WhatsApp Business**, enable low-cost brand awareness and customer engagement.
 - E-commerce and mobile money platforms like **M-Pesa** and **TigoPesa** make distribution and payment collection easier.
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2.3 Market Analysis

a) Target Market & Customer Characteristics

- **Age Group:** 18–45 years.
- **Gender:** Primarily female (cosmetics and hair), mixed gender (toothbrushes).
- **Income Level:** Low-middle to upper-middle income.
- **Location:** Urban centers (Dar es Salaam, Dodoma, Arusha, Mwanza), with expansion to Kigali, Nairobi, and Kampala.
- **Preferences:** Affordable pricing, natural/organic ingredients, Afrocentric branding, convenient access (mobile or retail).

b) Market Size (Tanzania)

- **Cosmetics Market:** Estimated at TZS 200 billion (USD ~80 million), growing at 10% per year.
- **Toothbrush Market:** Over 25 million users; high replacement rate (3-4 times per year).
- **Hair Extensions Market:** Estimated USD 20 million with steady demand for synthetic and natural extensions.

c) SWOT Analysis

Strengths	Weaknesses
- Local production reducing import dependency	- High upfront machinery & certification costs
- Diverse product range	- Limited brand awareness initially
- Affordable pricing for mass market	- Reliance on imported packaging materials
Opportunities	Threats
- Untapped rural and regional markets	- Established international brands
- Regional trade under AfCFTA/EAC	- Counterfeit products in the market
- E-commerce & influencer marketing	- Regulatory compliance delays

2.3.1 Marketing Strategy

a) Market Distribution Channels

- **Direct Sales:** Chemi & Cotex retail outlets, trade fairs, beauty expos.
- **Distributors & Wholesalers:** Pharmacies, supermarkets, beauty shops, salons.

- **Online Sales:** Own website, Jumia, Instagram, WhatsApp shops.
- **Salon Partnerships:** For hair extensions and cosmetics usage & resale.
- **Hospital/Dental Clinics:** For toothbrush distribution partnerships.

1. Market Size by Product Category

- **Cosmetics:** Largest market at around **USD 80 million**.
- **Toothbrushes:** Substantial demand due to routine use – about **USD 25 million**.
- **Hair Extensions:** Niche but significant, valued at **USD 20 million**.

2. Target Market by Age Group

- **18–25 years:** Largest consumer base (40%) due to fashion-conscious youth.
- **26–35 years:** Growing professionals and beauty product buyers (35%).
- **36–45 years:** Value-oriented mature users (25%).

3. Market Distribution Channels

- **Retail Outlets (30%)** and **Wholesalers (25%)** dominate early distribution.
- **Online Sales (20%)** are growing rapidly, especially via mobile platforms.
- **Salon Partnerships (15%)** and **Clinics (10%)** offer niche but strategic penetration.

b) Communication Strategies

- **Branding & Identity:** Afrocentric, eco-conscious, youth-oriented design.
- **Social Media Marketing:** Targeted campaigns on Instagram, TikTok, and Facebook.
- **Influencer Collaborations:** Partner with beauty bloggers and hair stylists.
- **Promotions & Sampling:** Free samples at malls, schools, events.
- **CSR & Education:** Community oral hygiene campaigns to promote toothbrush use.
- **Customer Feedback Loops:** Via WhatsApp or social media to improve and adapt products.

Communication Strategy: Promotion Focus

- **Social Media (35%)** and **Influencer Marketing (25%)** are leading tools for engagement.
- **Sampling & Events (20%)** create brand trials and trust.

CSR Campaigns and Traditional Media (10% each) complement the strategy, enhancing brand credibility and reach

Here is a graphical breakdown to support your market analysis and communication strategy:

(c) Pricing strategies

Penetration vs. Premium Pricing Strategy by Product

The chart above compares **penetration pricing** and **premium pricing** for your three product lines:

Insights:

- **Cosmetics:**
 - *Penetration Price:* \$2 – attracts mass-market consumers.
 - *Premium Price:* \$5 – targets middle-to-upper-income customers valuing organic or branded products.
- **Toothbrushes:**
 - *Penetration Price:* \$0.50 – ideal for retail chains and school campaigns.
 - *Premium Price:* \$1.20 – for ergonomic, eco-friendly, or branded brushes.
- **Hair Extensions:**
 - *Penetration Price:* \$5 – suitable for synthetic options and rural markets.
 - *Premium Price:* \$12 – aligns with natural hair, custom designs, or celebrity-endorsed products.

This dual strategy allows you to cater to **diverse income segments** while building both **brand equity and market share**.

Pricing Recommendation Strategy per Target Market for your business (cosmetics, toothbrushes, and dry hair extensions), tailored to different consumer segments:

✓ 1. **Cosmetics Pricing Strategy**

Target Market	Product Type	Recommended Price (USD)	Pricing Strategy	Reason
Youth (18–25 years)	Lip balm, compact powder	1.5 – 2.5	Penetration Pricing	Price-sensitive, trend-focused buyers

Working women (26–35)	Foundation, skin care sets	3 – 5	Value-Based Pricing	Willing to pay more for perceived quality
High-end clients (35+)	Organic serums, premium kits	6 – 10	Premium Pricing	Affluent consumers seek quality and status

✓ 2. Toothbrushes Pricing Strategy

Target Market	Product Type	Recommended Price (USD)	Pricing Strategy	Reason
Mass market households	Standard plastic brushes	0.30 – 0.50	Penetration Pricing	To drive high-volume sales in supermarkets
Middle-income urban families	Branded ergonomic brushes	0.70 – 1.20	Competitive Pricing	Value-conscious, prefer durable products
Eco-conscious buyers	Bamboo or biodegradable	1.20 – 2.00	Premium Pricing	Niche segment with willingness to pay more for sustainability

✓ 3. Dry Hair Extensions Pricing Strategy

Target Market	Product Type	Recommended Price (USD)	Pricing Strategy	Reason
College girls, stylists	Synthetic clip-ins, braids	4 – 6	Penetration Pricing	Entry-level pricing builds loyalty
Working women (urban)	Mix-fiber or heat-resistant	7 – 10	Value-Based Pricing	Balance between price and performance
Fashion influencers/salons	100% human hair bundles	12 – 25+	Premium Pricing	High-end clientele demand natural look and feel

💡 Additional Notes:

- **Bundle Discounts:** Offer “buy 2 get 1 free” for toothbrushes and cosmetics to increase volume sales.

- **Loyalty Pricing:** Reward repeat buyers with discounted rates or loyalty points redeemable online.
 - **Seasonal Promotions:** Launch discounts during back-to-school season (for toothbrushes) and festive periods (for cosmetics and hair extensions).
 - **Subscription Offers:** For toothbrushes and cosmetics, create monthly packs at discounted rates (e.g., \$4/month for 3 brushes and a toothpaste).
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3. OPERATIONAL PLAN

The company is run by Finance and Administration department which is responsible for all administrative and personnel issues; while the operation and production department under factory manager which is responsible for factory operations and technical aspects of the business and marketing activities. The factory manager is a skilled salaried employee who work day to day to achieve company's targets. On the other hand, the Finance and Administrative Manager will lead the strategic plans and make sure they correspond to available operational environment. The operational plan is associated with production costs as well as materials required as inputs in the production process.

3.1 Labour Requirements

Labour is one of the most important inputs in any industrial enterprise. The proposed plant will require both skilled and unskilled labour who will be Tanzanians. Table 5.1 indicates labour required amounts to USD 468,000 per year.

Table 3,1 Labour Requirement (USD 000)

Description	Qty	Unit cost USD	Monthly Salary	Annual Salary
			USD	USD
Operations				
Factory Manager	1	2,500	2,500	30,000
Mechanical Engineer(Assisatant FM)	1	2,000	2,000	24,000
Machine Operators	8	400	3,200	38,400
Section Supervisors	4	400	1,600	19,200
Casual labourers	50	150	7,500	90,000
Maintenance Department				
Mechanic	4	500	2,000	24,000
Electrician	4	500	2,000	24,000
Finance & Administration Department				
Human Resources Officer	4	700	2,800	33,600
Accountant	4	700	2,800	33,600
Store Keeper	4	500	2,000	24,000
Personal Secretary	4	400	1,600	19,200
Drivers	10	400	4,000	48,000
Security Officer	10	200	2,000	24,000
Marketing Department				
Sales Officers	10	300	3,000	36,000
Total	120		11,300	468,000

3.2 Raw Materials Requirements

The project requires raw materials that will be sourced from India ,China through imports and within the country. The project intends to procure raw materials every 3 months, thus annul material requirements amounts to .USD 3,584,840

Table 3.2 Raw material vs products

RAW MATERIAL	PRICE PER TONE(USD)	AMOUNT NEED (Tone)	SELLING PRICES (USD)	SALE OUTPUT (Tone)
cosmetics	1,569	350	2,636	3,400
Hair extensions	3,012	120	4,819	438
toothbrushes	659	200	1,355	192.6
toothpaste	1,673	1,500	4,079	2,160

3.3 Production Overheads

Production overheads cover costs such as utilities for water and electricity, postage and telephone, maintenance and other costs directly associated with production. Table 5.3 shows production overheads amounting to TZS 2,550,000 per month that is TZS 30,600 per year.

Table 3.3 Production Overheads

Item	Monthly Expenses (USD)	Estimated Annual Costs (USD)
Postage& Telephone	1000	12,000
Electricity	3000	36,000
Water bills	1500	18,000
Maintenance Costs	10,000	120,000
Rent for managers	5000	60,000
Others	5000	60,000
Total Costs	2,550	306,600

3.4 Total production Cost

The estimated total production cost is shown in Table 3.4 below. The materials per consignment amounts to USD 3,551,890, therefore labour and production overheads are calculated on monthly basis is USD 26,350 and annually is USD 774,800

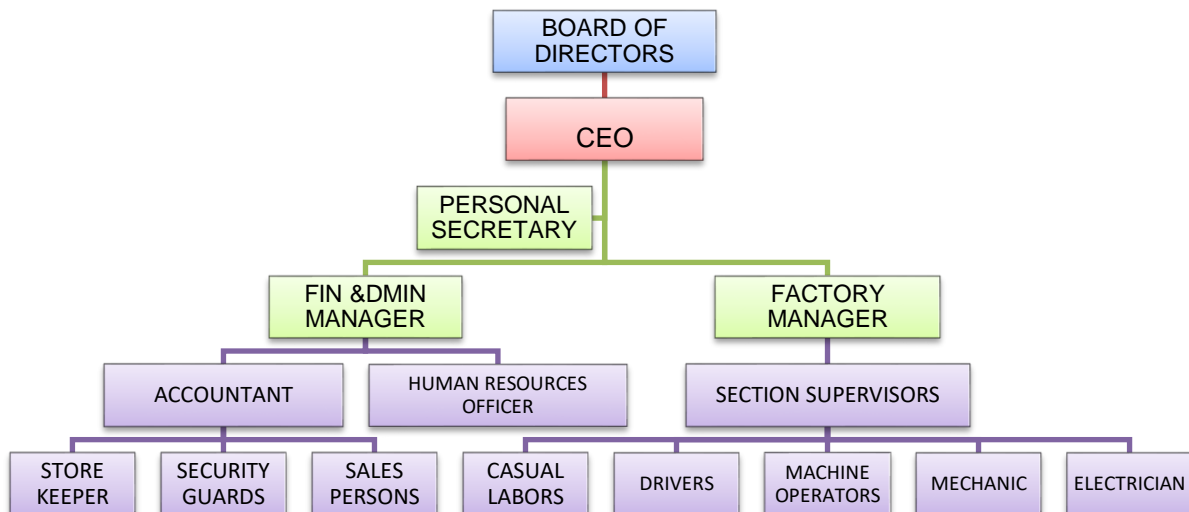
Table 3.4 Total Production Cost

Item	Expenses/month	Annual Cost (USD)
Direct labour	,39,000	468,000
Production Overheads	25,500	306,000
Total Costs	26,350	774,000

4.0 MANAGEMENT PLAN

The management structure will be headed by the Managing Director who shall be overseeing all company’s operations on daily basis. The Farm Manager shall be responsible for day-to-day production and operations and manage all staff under his/her line. The Finance and Administrative Manager shall be responsible for all administrative duties and finances and supervises all personnel under his/her line; The section supervisors shall be responsible for daily operations and engaging casual workers at different levels when needed. The mechanic and electrician shall be responsible for technical issues of the plant, equipment and machineries. The following figure illustrates the organisation structure of the company.

Figure 6.1: Organization Chart



The following is a labour chart (planned direct labor chart

GENDER	LOCALS	FOREIGNERS	TOTALS
M	79	2	81
F	39	0	39
TOTALS	120	6	120

5.0 FINANCIAL PLAN

Financial Assumption

Several assumptions were made and considered in the preparation of this financial plan and projection. The assumptions are based on professional judgment, economic trends and current financial market environment. These are as noted below;

- (i) The focus market shall be domestic market through wholesalers, retailers, direct sales and later to other countries through exports;
- (ii) All sales will take place throughout the month and billing will be done at the end of the month;
- (iii) The annual sales is projected to grow by 15% per annum;
- (iv) Depreciation will be charged on straight line method to allocate the cost of each value over its estimated useful life. The rates to be used are as follows;

(a) Buildings	5%
(b) Furniture & Fittings	10%
(c) Equipment	10%
(d) Motor vehicles	20%

The financial assumptions will also include issues on credit sales, payments of interest rates, taxes and other levies. From the beginning, we recognize that payment terms and hence collection days are critical, but not a factor we can influence easily. At least we are planning on the problem, and dealing with it. Interest rates, tax rates, and personnel burden are based on conservative assumptions. Some of the more important underlying assumptions are:

- We assume a strong economy, without major recession.
- We assume, of course, that there are no unforeseen changes in economic policy to make our service immediately obsolete or unwanted.
- We assume an inflation rate of 5% yearly.
- Maintenance costs 5% of Property Plant and Equipment
- Corporate tax is 30% of Net Income

5.1 Sources of Funds

The project financing shall come from owners' equity (30%) and debt financing (70%). The owners have already committed some funds into the project for land acquisition and preliminary costs of the project.

CATEGORIES	AMOUNT (USD)	%
EQUITY		
<i>Local Equity</i>	840,838.20	30
<i>Foreign Equity</i>	-	-
Total Equity	840,838.20	30
LOAN		
<i>Local Loan</i>	1,961,955.80	70
<i>Foreign Loan</i>	-	-
Total Loan	1,961,955.80	70
TOTAL FINANCING	2,802,794.00	100

5.2 Profitability Analysis

The project profitability analysis indicates that the project will be able to generate substantial amounts of profits throughout the project, table 7.1 summarizes the profit analysis for 5 years.

Profit Projections (TZS)

Year	YEAR 1 USD'	YEAR 2 USD'	YEAR 3 USD'	YEAR 4 USD'	YEAR 5 USD'
Sales	7,794,157	8,573,573	8,963,280	9,352,988	9,820,637
Total production cost	774,000	851,400	890,100	928,800	967,500
Profit Margin (Loss)	7,020,157	7,722,173	8,073,180	8,424,188	8,853,137

5.3 Operating Expenses

The following table shows the projected operating costs for five years. All expenses reflect an annual inflation rate of 5% annually.

Table 5.3 Operating Expenses

Expenses	YEAR 1 USD'	YEAR 2 USD'	YEAR 3 USD'	YEAR 4 USD'	YEAR 5 USD'
Marketing expenses	900	945	992	1,042	1,094
Bank Charges	52	54.8	57.6	60.4	634
Insurance	806	846.3	888.6	933.0	9,797
Office expenses	104.5	109.7	115.2	1,21.0	1,270
Permits and Licenses	43.5	45.7	48.0	50.4	529
Vehicle expenses	348	365.4	383.7	402.9	4,230
Professional fees	260.8	273.8	287.5	301.9	3,170
Provisional for bad & doubtful debts	367	385.4	404.6	424.8	446.1
Depreciations					
Miscellaneous expenses	21	22.05	23.15	24.31	25.53
Total	2,902.8	3,047.94	3,200	3,360	3,528

5.4 Projected Income statement

The following Income Statement: Show the business will pick up from the start

	Notes	2025	2026	2027	2028	2029
		USD'	USD'	USD'	USD'	USD'
Revenue	4	7,794,157	8,573,573	9,002,251	9,452,364	9,924,982
Direct costs		(426,200)	(463,820)	(484,511)	456,236	(529,048)
		7,367,957	8,109,753	8,517,740	9,908,600	9,395,934
Expenses						
Operating expenses	5	(3,279,000)	(3,545,080)	(4,239,543)	(5,078,720)	(6,085,295)
Depreciation	6	(181,433)	(181,433)	(181,433)	(181,433)	(181,433)
Operating Loss		(3,460,433)	(3,726,513)	-4,420,976	-5,260,153	-6,266,729
Finance Costs		-	-	-	-	-
Loss before tax		3,907,524	4,383,240	12,938,716	15,168,753	15,662,662
Taxation		(1,172,257)	(1,314,972)	(3,881,615)	(4,550,626)	(4,698,799)
Loss for the year after tax		2,735,267	3,068,268	9,057,102	10,618,127	10,963,864

5.5 Projected Cash flow statement; There is good money circulation which shows that the business can fund itself well

	2025	2026	2027	2028	2029
	TZS'	TZS'	TZS'	TZS'	TZS'
CASH INFLOW/(OUTFLOW) FROM OPERATING ACTIVITIES					
Loss before taxation	3,907,524	4,383,240	12,938,716	15,168,753	15,662,662
<i>Add:</i> Non-cash items					
Depreciation	181,433	181,433	181,433	181,433	181,433
Change In Working Capital					
Increase in trade and other receivables	(3,117,663)	(311,766)	(171,471)	(180,045)	(189,047)
Increase in trade and other payables	260,800	26,080	57,376.00	68,851.20	82,621.44
	1,232,094	4,278,986	13,006,054	15,238,992	15,737,670
Tax		(1,172,257)	(1,314,972)	(3,881,615)	(4,550,626)
Net cash outflow from operating activities	1,232,094.20	3,106,729	11,691,082	11,357,377	11,187,044
INVESTING ACTIVITIES					
Purchase of fixed assets	(2,012,794)	-	-	-	-
Net cash used in investing activities	(2,012,794)	-	-	-	-
FINANCING ACTIVITIES					
capital injection	2,012,794	-	-	-	-
Net cash inflow from financing activities	2,012,794.00	-	-	-	-
Net movement in cash and equivalents	1,232,094	3,106,729	11,691,082	11,357,377	11,187,044
Cash balance at the beginning of the year	-	1,232,094	4,338,823	16,029,906	27,387,283
Cash and cash equivalent at the end of the year	1,232,094	4,338,823	16,029,906	27,387,283	38,574,327
	100,000	110,000	115,000	120,000	125,000
	1,132,094	4,228,823	15,914,906	27,267,283	38,449,327

5.6 Projected balance sheet

The Balance sheet: The business shows balancing in increasing capital

	Notes	2022	2023	2024	2025	2026
		TZS'	TZS'	TZS'	TZS'	TZS'
ASSETS						
Non-current assets						
Property Plant and Equipment	6	1,831,361	1,649,928	1,468,495	1,287,061	1,105,628
		1,831,361	1,649,928	1,468,495	1,287,061	1,105,628
Current assets						
Trade and other receivables	7	3,117,663	3,429,429	3,600,900.53	3,780,946	3,969,993
Cash and bank balance	9	100,000	110,000	115,000	120,000	125,000
		3,217,663	3,539,429	3,715,901	3,900,946	4,094,993
TOTAL ASSETS		5,049,024	5,189,357	5,184,395	5,188,007	5,200,621
EQUITY AND LIABILITIES						
Equity attributable to shareholders						
Issued capital		2,012,794	2,012,794	2,012,794	2,012,794	2,012,794
Retain Earnings		2,735,267	5,803,534	14,860,636	25,478,763	36,442,626
		4,748,061	7,816,328	16,873,430	27,491,557	38,455,420
Current liabilities						
Other payables		260,800	286,880.00	344,256.00	413,107.20	495,728.64
Income tax payable	10	1,172,257	1,314,972	3,881,615	4,550,626	4,698,799
		1,433,057	1,601,852	4,225,871	4,963,733	5,194,527
TOTAL EQUITY AND LIABILITIES		6,181,118	9,418,180	21,099,301	32,455,290	43,649,948
		1,132,094	4,228,823	15,914,906	27,267,283	38,449,327

5.7 Change in Equity; Showing increase of equity positively due to good business

	Share Capital	Accumulated Loss	Total equity
	TZS'	TZS'	TZS'
At 1 January 2022	2,012,794	-	2,012,794
Loss for the year	-	2,735,267	2,735,267
At 31 December 2022	2,012,794	2,735,267	4,748,061
At 1 January 2023	2,012,794	2,735,267	4,748,061
Loss for the year	-	3,068,268	3,068,268
At 31 December 2023	2,012,794	5,803,534	7,816,328
At 1 January 2024	2,012,794	5,803,534	7,816,328
Loss for the year	-	9,057,101.54	9,057,101.54
At 31 December 2024	2,012,794	14,860,636	16,873,430
At 1 January 2025	2,012,794	14,860,636	16,873,430
Loss for the year	-	10,618,127.00	10,618,127.00
At 31 December 2025	2,012,794	25,478,763	27,491,557
At 1 January 2026	2,012,794	25,478,763	27,491,557
Loss for the year	-	10,963,863.57	10,963,863.57
At 31 December 2026	2,012,794	36,442,626	38,455,420

5.8 LOAN REPAYMENT

Loan Repayment Schedule

Loan amount (US\$)	1,961,956				
Interest rate per annum	15%				
Annual Instalments	12				
Loan Duration (Years)	5				
Years	Principal Payment	Balance	Interest	Total Repayment	Total Repayment Per Month
Year 1	392,391	1,569,565	294,293.4	686,684.4	57,223.70
Year 2	392,391	1,177,174	235,435	627,826	52,318,80
Year 3	392,391	784,783	176,576	568,967	47,413.92
Year 4	392,391	392392	117,717	510,108	42,509
Year 5	392,391	1	58,859	451,250	37,604.17
TOTAL	2,100,000	-	882,880.4	2,844,835.4	237,069.62

This shows that in five years' time the investment is capable of paying the loan

6.0 ECONOMIC ASPECTS

National economic and social Benefits

The economic and social impact of establishing the proposed project to Tanzania is expected to be positive. This positive impact is expected to be direct and indirect as explained below:

(i) Direct economic impact

Direct positive economic impact is expected to come from three factors, namely,

- (a) Tax payments to the government about TSHS 62,758,898,364 in five years
- (b) Foreign currency savings,
- (c) Employment opportunities generation; 120 direct jobs expected to be created.
- (d) Technology transfer.

(ii) Indirect economic (job creation)

In addition to the direct employment opportunities that the proposed project is expected to generate, its operations are expected to boost operations of their distributors and suppliers of goods/services that the project will need to sustain its operations. With the increase in the activities of these suppliers, there is great likelihood that the increase will create additional employment opportunities in their businesses.

(iii) Corporate Social Responsibility

The project is also expected to operate as a responsible corporate citizen by fulfilling some of its corporate responsibilities such as assisting some of the disadvantage communities by way of donations, starting from the communities living near the project.

7.0 Conclusion

The financial analysis in this plan indicates a positive growth and ability of the project to recover initial investments and make substantial profits in the successive years. The objectives indicated in this plan are likely to be met; hence it is feasible undertaking this project. In addition, the community where the project will operate is likely to benefit from employment created through provision of locally made products at a reasonable price and thus create more indirect jobs to all stakeholders engaged in the purchase and sell of company's products. The project is also expected to benefit the society through social corporate responsibility activities of the company; and most importantly; the government will get taxes from the project and help to contribute to countries economic growth strategies.

8.0 Recommendation

We are highly encouraged to undertake this project, due to the fact that it has proven to have great potentials of meeting the locally available demand and foreign markets as well. The financial analysis also shows a significant contribution of the to the country's economic activities through employment creation and raising tax revenues to the

government. Various stakeholders both from the public and private sector are highly requested to support this project at whatever capacity that may make this project a success.