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SUNNY SAFARIS LIMITED
FEASIBILITY STUDY FOR EXPANSION OF TOUR OPERATIONS PROJECT

Prepared
[1st Oct 2025]

Presented By
Managing Director
Sunny Safaris Ltd
PO Box 7267
Arusha

PART I

EXECUTIVE SUMMARY

Company and Project concept.

Sunny Safaris Ltd is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 27th November 1994, and bears Certificate of Incorporate No. the 25199 The Company belongs in tourism Industry which will indulge in tour operation related activities.

Sunny Safaris Ltd is located at plot no. 361 Col. Middleton Road Arusha Municipality the Company's Office is close to Kilimanjaro International Air port which 40 km from Arusha town.

Moreover the company aims to tap into the opportunities in the flourishing tourism industry in the country by carrying out business as providers of tourist classic tours operation, Safari organizers, agents, car hire and safari contractors and leisure organizers

Company Objectives, Sunny Safaris Ltd is legally formed to fulfil the following objectives. To carry on the business of private tours, Safaris and mountaineering operations, indirect promotion of Tourism attractions which are available in Tanzania via tourists using Sunny Safaris Ltd services, to establish camps, arranging ecotourism/historic tours, organizing the great adventure to Gorilla trekking ,provision of hotel messing lodging and accommodation.

Purpose of feasibility report, the feasibility report of this project is therefore set out the expansion investment proposal to ascertain acquisition of fleet of vehicles, camping equipments, and Office & workshop equipments to Sunny Safaris Ltd mainly to cater for schedule tourists groups and other clients

The project promoter, the tour operation project under Sunny Safaris Ltd is owned by Tanzanian who are entrepreneurs with long experience in Tourism business in Tanzania. The Company is owned by two shareholders with the following distribution shares.

Name	Nationality	No.Shares
Firoz A.H.Suleman	Tanzanian	525
Samina Jaffar Firoz Suleman	Tanzanian	300

Company Legality, the legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, Tax Identification Number, TALA License and value added Tax certificates justify that Sunny Safaris Ltd is operating within the ambit of the law of the Land

Project Organization Structure, the management of Sunny Safaris Ltd will be constituted by the following organization set up:- Board of Directors, Managing Director who is responsible on the supervision on the entire operations of the Company, a company accountant, a general Manager who will be supervising tours department, drivers and other staffs

Investment Structure, the project is estimated to cost 7,711,000 \$ the money covers investment that will be made in fleet vehicles, equipments, furniture and fittings, pre expenses and working Capital. The equity contributed by the shareholders is 7,711,000 \$ equivalent to 100% of the total investment no loan will be sought from the bank and profits generated will be re-invested

Forecasted financial Information, Financial information of 7,711,000 is projected within five years. The company projected profit and Loss, account show a respectable turnover of more than 12% of second year profits gained to the rest of five years. The projected balance sheet shows positive net worth increase. Thus financial documents show that the business has a positive net cash flow.

PART II

COMPANY INFORMATION

2.1 BASIC INFORMATION

Name of company:	Sunny Safaris Ltd
Address:	P.O. Box 7267 Arusha
Telephone:	+255754268475
Project Location	Plot no. 361 Col. Middleton Road
Certificate of Incorporation'no.	25199
Sector	Tourism
Sub sector	Tour operation
Total Cost of estimated Investment.	7,711,000
Directors	Firoz A. H.Suleman
	Samina Jaffar Firoz Suleman

2.2 PROJECT CONCEPT & PROJECT RATIONALE

Tanzania is largest country in East Africa which is geographically strategically located in relation to her neighbours. Because of the strategic location of Tanzania, the country is endowed with numerous attractive tourism attraction this include the famous national parks such as Ngorongoro creator, Serengeti national park, Mount Kilimanjaro, great lakes, good beaches etc.

The tourism sector plays critical role in the social economic development of the country. It is one of the major sources of Exchange .Tourism facilitates the flow of people from various parts of the world to come see the endowed beauty of Tanzania

The Government of Tanzania views tourism as significant Industry in terms job creation, poverty alleviation and foreign exchange earnings. Tourism today is receiving attention than ever before from International development Agencies and from governments

The Tanzania Government realizes the role of the Tourism Sector for its social and economic development as the results; it is encouraging private sector to invest in tourism industry, not only that but also offers a good package of incentives for investors investing in tourism sector.

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2:2:1 GOVERNMENT POLICY ON TOURISM

The first National Tourism Policy was adopted in 1991 to provide the overall objectives and strategies necessary to ensure sustainable tourism development in the country. Nearly a decade later, there have been considerable changes on the political, economic and social fronts within the country, which raised the need for regular review of the policy. The thrust of these changes have been towards stimulating efforts to expand the private sector, in tandem with the disengagement of the Government from the sole ownership and operation of tourist facilities. Knowing the potentiality of tourism sector, as a strategy for poverty alleviation, the National Tourism Policy of Tanzania was reviewed in 1999 to cope with the dynamism of the tourism industry. The overall objective of the policy is to assist in efforts to promote the economy and livelihood of the people, essentially poverty alleviation through encouraging the development of sustainable and quality tourism that is culturally and socially acceptable, ecologically friendly,

Sunny Safaris Ltd is investing in tourism sector to stimulate international trade in tourism products and services between Tanzania and countries of rest of the world, to procure foreign currency for the country in the course of business transactions and to provide extra employment to more people in the sector.

2:2:2 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT

The proposed project will result into the following social and economic impacts:

- Increase and enhancing the provision of high quality tourist products and services and developing others products.
- Indirect promotion of the image of Tanzania's quality resorts and diverse cultural and tourist attractions and its position as the leading destination for wildlife viewing and hunting expeditions.

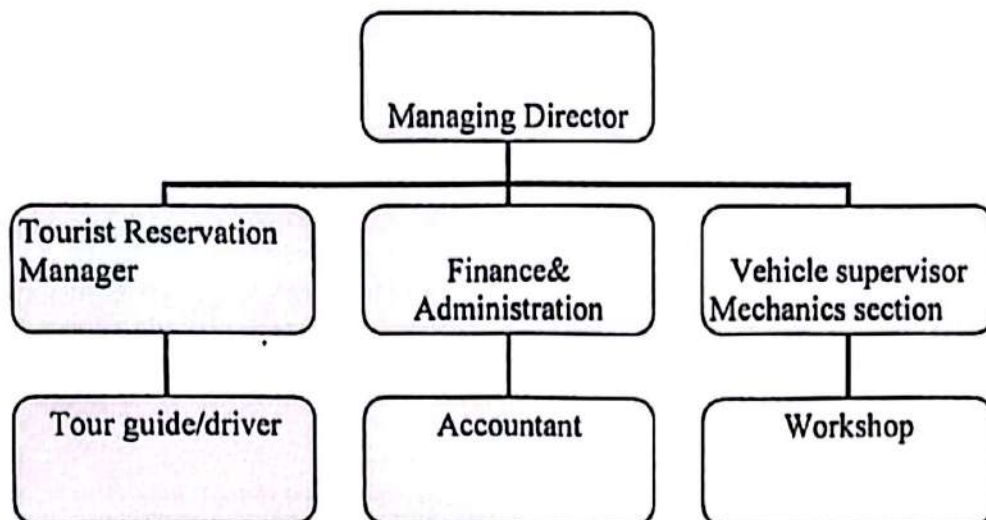
- The proposed project of the fleet of vehicles investment in this sector will provide employment for more than 25 people
- The Government and other agencies will benefit from various taxes, fees and commissions that will be paid to the Treasury etc. by Sunny Safaris Ltd

2.3.1 DESCRIPTION OF CURRENT MANAGEMENT STRUCTURE

The management of Sunny Safaris Ltd is planned to have the following organization set up:-

- ✓ Board of Directors is responsible to monitor performance of Sunny Safaris Limited
- ✓ Managing Director who will be responsible on the supervision on the entire operations of the Company
- ✓ Company Accountant
- ✓ Drivers/Mechanic
- ✓ Tour guide Section which dealing with supervising tours guide and all necessities for tourism packages

The company's Management team consists of young and highly motivated staff. The company wants to be guided by the following Management set up:-



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2.4 EMPLOYMENT CAPACITY & LABOUR COST

The following tables show the employment capacity and labor cost estimated in terms of salaries and wages that will be incurred by the Sunny Safaris Ltd

SALARIES & WAGES	NUMBER USD	MONTHLY PAY USD	MONTHS	ANNUAL PAY USD
Managing Director	1	1400	12	16,800
managers	2	900	12	23,400
Officers	3	400	12	14,400
Drivers/guides	60	400	12	288,000
Office attendant	5	100	12	6,000
Office secretary	2	150	12	3,600
	25	14,150	12	352,200
Add Allowances 30%		4245		51,660
Sub -Total	98	18,395		403,860
GRAND TOTAL SALARIES				403,860

2.5 INVESTMENT STRUCTURE

As stated earlier in the executive summary that, the project is estimated to cost 7,711,000\$ The money covers investment that will be made in fleet vehicles, equipments, furniture and fittings, pre expenses and working Capital. The equity contributed by the shareholders is 7,711,000\$ equivalent to 100% no loan will be sought and the profits generated will be re-invested. The investment cost will cover the items as highlighted in the capital investment project plan for three years. See annexure

2.6 INVESTMENT EXPANSION PLAN

Sunny Safaris is expecting to schedule its Investment expansion Plans as follows

PROJECT COST SUMMARY	2012/2013	2013/2014	2014/2015	TOTAL
	AMOUNT USD	AMOUNT USD \$	AMOUNT USD \$	AMOUNT USD \$
Land & Buildings	0	0	0	0
Plant Machinery & Equipments	200,000	200,000	176,000	576,000
Motor Vehicles	2,000,000	2,000,000	2,835,000	6,835,000
Furniture & Fittings	0	0	0	0
Pre operational Expenses	0	0	0	0
Computers	0	0	0	0
Total Capital Cost	2200,000	2,200,000	3,011,000	7,411,000
Working Capital	100,000	100,000	100,000	300,000
TOTAL PROJECT COST	2300,000	2,300,000	3,111,000	7,711,000

2.7 LOCATION OF THE PROJECT

Sunny Safaris Ltd is located at is located at Plot no. 361 Col. Middleton Road Arusha Municipality opposite to Golden Rose Hotel.

2.8 The project Promoters

The shareholders of this project are entrepreneurs with a strong professional and business backgrounds and Long experience in tourism business for 18 years now. The shareholders who own the company are:

Name	Nationality	No.Shares
Firoz A.H.Suleman	Tanzanian	525
Samina Jaffar Firoz Suleman	Tanzanian	300

2.9 PROJECT JUSTIFICATION

The proposed project expansion program under management of Sunny Safaris Ltd is in line with Tanzania Government efforts in attempt to revamp the tourism sector. This has also been noted of recent drive, launched world-wide in attempt to publicize, promote Tanzania market tourist's destination in order to maximize her annual tourist earnings and also compete effectively with regional competitors. This also has been complemented by following measures

- i. The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector Investment, tourism sector is inclusive.
- ii. In 1998 the Government reviewed the existing Tourism Policy, taking into consideration the social economic base and the dynamism of tourist industry in Tanzania.
- iii. In depth studies have been carried out in the following area
 - Tourism infrastructure study
 - Integrated Tourism Master Plan

Regarding the initiative undertaken by Sunny Safaris Ltd sponsors, is justified by the following facts.

- The sponsors have a special invested interest in tour operation and Mountaineering; have been operating for seven years now.
- They have developed several informal arrangements with tourist operators and have assisted in one way or another tourist group and many others with special interests coming to Tanzania to learn village life, culture and the environment in general.

Therefore, the expansion plan of tour operation by Sunny Safaris Ltd will boost and at the same time strength tour operations in the Tanzania. This will further widen the tourist facilities and open another gateway to tourists and others coming to visit Tanzania. The Company's marketing strategy and intention is to

have a wide tourist base product which focuses both unexplored and unexploited areas to become important source market for Tanzania.

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PART III

INDUSTRY'S TECHNICAL DETAILS

3.0 TOURISM MARKET DISCRIPTION

Tanzania's tourism potential ranges from her wildlife resources, a spectacular landscape and scenery, water bodies and beaches, a diversity of cultures and numerous archaeological sites. Among Tanzania attractions include the highest freestanding mountain in the world (Mount Kilimanjaro) the famous Ngorongoro crater, the vast plains Serengeti, the attractive beaches in Zanzibar, Historical sites in Bagamoyo and Zanzibar and the unidentified game parks of Solous and Ruaha.

Tourism in Tanzania is nonetheless one of the leading sectors of the economy and the second major foreign exchange earner after gold. The tourism sector has registered substantial growth in recent years as evidenced by increasing number of international arrivals and establishment of new tourist hotels for example between 1995 and 2004 international tourist arrivals grew at a rate of 10% annually.

3.1 TOURIST PERFORMANCE IN TANZANIA

Currently, Tanzania receives more 700,000 tourists annually. Although the industry is small (about 5,000 hotel/ lodge rooms of international standard), it nonetheless makes an important contribution to the economy, accounting for nearly 16% of national output (GDP) and representing some 40% of total foreign exchange earnings from the export of goods and services.

International tourism is largely concentrated in the Northern Wildlife Area, encompassing Lake Manyara, the Serengeti, the Ngorongoro Conservation Area and Mt. Kilimanjaro. These internationally known attractions are the industry's 'honey pots' and have constituted the backbone of Tanzania tourism for many years.

Tanzania has a wealth of natural, cultural and man-made attractions in all parts of the country which are untapped from the standpoint of tourism development. Although the potential is there, not all areas can be developed in the foreseeable future because of problems of inadequate access, poor infrastructure and lack of utilities. Tourism is of major importance to Tanzania economy as it acts as a major source of foreign exchange.

Table 1: Contribution of Travel and Tourism to Tanzania's economy

Year	Number of Visitor Arrivals Receipts	(US \$ Mill)
1995	295,312	259.44

1996	326,188	322.37
1997	359,096	392.39
1998	482,331	570.00
1999	627,325	733.20
2000	501,669	739.06
2001	525,000	725.00
2002	575,000	730.003
2003	576,000	731.00
2004	582,807	746.02
2005	612,754	823.05
2006	641,124	862.000
2007	719,031	Over 1 billion

Source: Tourism Department.

3.1.2 THE MAJOR SOURCES MARKETS FOR TOURIST IN TANZANIA

The top 16 markets are listed in descending orders as follows:-

S/N	Country of Residence	Number of Visitors	% of Total
1	United Kingdom	7252	18.6%
2	United States of America	5697	14.6%
3	Italy	4593	11.8%
4	France	2490	6.4%
5	South Africa	2170	5.6%
6	Spain	2035	5.2%
7	Germany	1869	4.8%
8	Netherlands	1437	3.7%
9	Kenya	1100	2.8%
10	Australia	1037	2.7%
11	Belgium	847	2.2%
12	Switzerland	815	2.1%
13	Sweden	808	2.1%
14	Canada	802	2.1%
15	Norway	492	1.3%
16	Others	5572	14.3%

Source: The 2006 Tanzania Tourism Sector Survey

The latest published statistics reveal that Tanzania's Tourism Industry continues to grow at an estimated 20% per annum according to the Ministry of Natural Resources and Tourism. In 2003 a total number of 576,000 tourists entered in the country. The large proportion (77%) of all visitors came to Tanzania for leisure and holiday purpose spending an average of 10 days and contributing over 450 million to the national economy.

Ranking of the Top 15 source markets to the United Republic of Tanzania, 2001-2006

S/N	Country	2001	2004	2005	2006
1	Italy	3	15	1	1
2	United Kingdom	1	1	2	2
3	United States of America	2	2	3	3
4	Spain	6	7	5	4
5	Germany	7	4	4	5
6	South Africa	5	5	7	6
7	France	4	6	6	7
8	Netherlands	8	3	8	8
9	Australia	10	8	9	9
10	Canada	14	9	10	10
11	New Zealand				11
12	Ireland				12
13	Denmark			14	13
14	Japan		13	14	13
15	Poland				15

Source: The 2006 International Visitors' exit Survey report

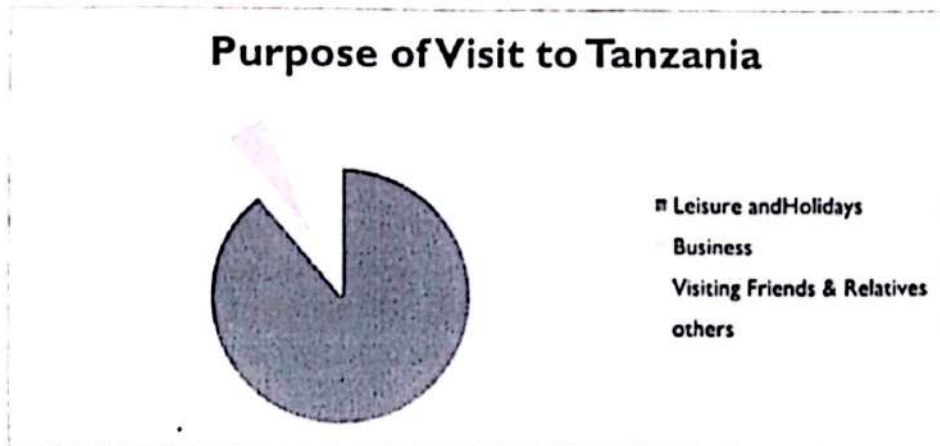
Referring to the top fifteen source markets in 2006, the table above presents the ranking of the countries during the four years survey. The result shows that in two consecutive years, Italy led as a top source market followed by UK and USA.

3.12 PURPOSE OF VISIT

Since the inception of this survey in 2001, leisure and holidaymakers continued to be prominent in the tourism industry. In all four surveys, the share of leisure and holidaymakers has remained around 90%. In addition overall pattern for Business, VFR and other purposes of the visit has remained unchanged. The 2006 survey has recorded about 88.9% inflow of the visitors to Tanzania, who came for leisure and holidays. These were followed by those who came for business trip, accounting for about 4.9% while those VFR stood at 3.6%. An

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by purpose of visit for the three consecutive years starting from 2004 indicates that there has not been any significant increase in number of visitors making a business trip in the country.



Source: The 2006 International Visitors' Exit Survey

3.2 CUSTOMER ANALYSIS

Over seas tourist Market can be classified into three categories

3.2.1 Lower Class Market

This segment is comprised of mostly back packers, college students and groups. Individuals in this segment have low income/spending power and often travel in groups to share/divide cost and usually shop around for bargains in exchange for basic services.

3.2.2. Middle Class Market

This segment consist of younger individuals with mid to high income, often adventurous and tend to go for the best outfits but are more flexible given the right combination of price and quality.

3.2.3 Upper Class Market

This segment consists of mainly affluent individuals' mostly senior corporate executive with high incomes. They tend to go with the base outfits and do not compromise quality

3.3 COMPETITION ANALYSIS

Tour operators in Tanzania can be divided into three categories:

3.3.1 Small tour Operators

These are mostly owned by the indigenous people. Their target Market is budget/lower class market. They have little or no financial resources at their disposal and offer basic service money can buy.

3.3.2. Large Tour Companies Owned by Tanzanian

In this category are the likes of Leopard Tours, Zara Tours and Simba Safaris, Ranger Safaris among others. Their target market is the mid to

upper class markets. They also have large fleets of vehicles, skilled man power and financial resources.

3.3.3 Foreign Tour Companies

In this category are the like of A & K, Thomson Safaris and Ranger Safaris among others. Their main target Market is the upper class Market. They have larger fleet of vehicles, highly skilled manpower and huge financial resources.

3.4. SWOT ANALYSIS

3.4.1 The Strength

The strength of Sunny Safaris Ltd depends on the gained past experiences and monitoring of Global Information of tourism activities as whole. They include:-

- Strong leadership from directors
- No non-souse Management and financial policies
- Experienced, young and focused Management team
- Skilled, committed and efficient workforce

3.4.2. Weakness

The main hindrance that has been facing the company is lack of sufficient funding to market its products and services in the major Continents like North America and Asia. This is a critical problem to most of small business in the united republic of Tanzania. The Company will revolve its revenue from the first day of operation as alternative means to minimize the problem of inadequate funding.

3.4.3 Opportunities

Sunny Safaris Ltd capitalizes the optional advantage of the following:-

- Stable economic and political environment
- Heavy investments in infrastructural development in roads
- The increased attractiveness of the country as a quality tourist destination of choice and investment.
- Invest on friendly government policies including:-
 - Market liberalization
 - Lucrative investment incentive packages
 - Provisional of land and on aid off site infrastructure
 - Duty exemption on capital goods
 - Telecommunications. The country has one fixed telephone and e cellular phone networks with a countrywide coverage

- Access to high technology equipment such as computers and accessories – tax free.

3.4.4 Threats

Most threatening and detrimental tactics to the company operation include the following:-

- ❖ The taxation system; there still duplicity of taxes.
- ❖ Contemporary Global financial crisis dominantly affecting tourism business
- ❖ Global terrorism remains the single most dangerous threats to the tourism industry and Tanzania has n exception. Negative travel advisory to East Africa from government in traditional tourist source Market has affected the growth trend of tourism industry in the region for the past 6 years.
- ❖ Unfair competitive practices among stakeholders such as negative publicity, manpower draining and agent/client poaching.

3.5. Target Market

The most of customers of Sunny Safaris Ltd from the inception of this company has been the tradition Market source from North America, Japan and Australia. Most of the Customers who happened to be linked with Sunny Safaris Ltd are Honeymooners, International Tours operators, College students, Individual and group campers and climbers.

With more and more tourists visiting the country a marketing strategy has been developed to enable the company competes and acquires more a market share. Part of new strategy of Sunny Safaris Ltd is to target the following market:-

- North America Market
- Mid and upper income Market worldwide
- Eastern European Market
- South America Market
- Asia Market
- Domestic Market

3.6. Marketing Penetration Strategy.

In order to penetrate and expand to the mentioned markets the company has come up with the following marketing strategy

- Participation in Tourism exhibitions
- Billboard Advertising
- Advertising through internet
- Merchandise advertising
- Translating the company website

- Opening up an overseas agent in America & Europe
- Joining membership to various travel and trade associations.

Thus a successful implementation of the outlined plan will yield the desired level or threshold of client from worldwide focus.

3.7 Services Offered by Sunny Safaris Ltd

The company is licensed to organize wildlife safaris. The Company will be operating three income generating activities as under

3.7.1. Tour operation.

Under this service provision activity, the company is fully involved in all aspects of tour operations such as arranging all travel arrangements for clients and reservation, ground handling and transport for clients, lodge-based game safaris, and balloon safaris, luxury tented-camp safaris, adventure safaris, mountain trekking, walking and hiking safaris, beach and leisure holidays, cultural tours

3.7.2. Tour Agency

Under this service provision activity the company will be involved indirectly with the client. Instead of Sunny Safaris Ltd deals with the go between parties: the party being an individual organization or a fellow tour agency requesting the company to organize a tour for their client and such services is provided on a commission basis after taking consideration the actual cost of organizing the tour. The standard commission rate ranges from 10 %- 20%

3.7.3 Car Hire

Sunny Safaris Ltd will be hiring vehicles to other tour operators with a busies schedule in the event the company has less business volume of its own in order to keep the company feet economically engaged.

3.7.4: Pricing strategy

Sunny Safaris Ltd will determine the pricing structure for all its products and services basing on the criteria such as fuel costs, pack entry fee, marketing costs, salaries equipment and etc.

Sunny Safaris Ltd intend to offer best quality services that comply to the price charged as indicated earlier, there is a market segment that has spending power and can afford this pricing. Therefore, this pricing will reflect the targeted market segment in focus. After the 2012- 2013 seasons the company will analyze its pricing structure once again to reflect the cost of the various components of its products and will adjust accordingly.

3.7.5 Sales and Marketing Communication

Under the implementation plan the following sales and marketing communication approaches will be carried out:-

- Billboard Advertising

This strategy is drawn mainly to attract the domestic market, numerous billboards will be displayed in strategic locations in

order to optimize cleanness for any public/audience some of the strategic locations under this implementation plan include: airports and on the main city roads of Arusha, Moshi and DSM

- **Tourism Exhibitions**

The company is planning to be participating every year in the World Travel Market (WTM) exhibitions in the UK, Indaba Travel Exhibitions in South Africa as well as the domestic Karibu Travel & Trade fair in Arusha.

- **Marketing through the Internet**

Technology has indeed transformed our lives. There are countless tourism related websites on the internet world wide that advertise and promote products and services either directly through their web pages or through email marketing. Another option under this plan will be to get the company website listed on major search engines waiting for customers. Search engines have proven to be valuable and informative tool in the Marketing world.

3.8. CHARACTERISTICS OF TOURISM DEMAND TO TANZANIA

The Tourism Division estimates that just over 700,000 tourists visited Tanzania in 2009. A five percent gain compared to tourist arrivals in the year 2008, despite the worldwide downfall in tourism arrivals due to the aftermath of the attack on the World Trade Centre in New York. In the year 2007 there were slightly less than 602,000 tourists; compared with 595,000 in 2005, a growth of 70% over a 5-year period. Although overall numbers are down compared with 2001, the decrease occurred mainly among 'transits' and those coming for other purposes (personal visits, study tours, etc.).

PART IV

FINANCIAL & INVESTMENT INFORMATION

Financial and Economic Analysis

The projection for financial statements was based on the following assumption:-

- The implementation of the project will cost 7,711,000
- Revenue collection is from tours and Safaris and car hire
- The capital expenditure will spread over a period of the five years
- Implementation cost take into consideration inflation rate/influx.

2. Financial Statement of Project

The financial projection is based on the assumption that the prices of input and output are accurately estimated over the project useful lifetime that is five years. However because of unforeseen events in the future, the prices of these inputs and outputs will be adjusted accordingly in order to maintain objective of the company, that is maximizing net profit and at the same time to ensure customer satisfaction by providing the right product service at the right price and time. Expenditure items are as shown in the financial statements. They include all major cost items plus depreciation charges and financial charges. They are also listed under annual costs in the financial statements.

4.3 Projected Cash Flow Statement

This document is shown in the financial statements. The business has a positive net cash flow as seen on the document showing that the project must be implemented. But also this guarantees the Company to meet its entire obligation.

4.4 Projected Profit and Loss Amount

The computations of the company projected profit and loss account show a respectable turnover. This tourism business this is good, as it can be seen; the projected profit and loss of statement of the company is strong and sound. Hence the company is expected to pay the following taxes:- Skilled Development Levy, Insurance, Land Rent Tax, PAYEE, NSSF, Corporate Tax

4.5 Projected Balance sheet

The current assets and current capabilities in the projected balance sheet prove that the company financial status is strong. As the result we expect the company to meet all its financial and Administrative transaction without difficulties

4.6 Investment Outlay

The expansion programme of this project to be successive, a total investment amounting to 7,711,000\$ including working capital.

4.6.1 Motor Vehicles: 6,835,000\$

The Company will purchase a total of 145 unit of Motor Vehicle which include 100 Land Cruiser Hard Top, 30 Land Rovers, 5 mini buses, Station Wagon four wheel drive. The vehicles acquired by Sunny Safaris Limited will be for wild Safaris.

4.6.2 Equipments 576,000 \$

This investment cost item has been estimated to cost 576,000 \$.The equipment to be invested to large extent is the workshop facilities as well as camping equipments. Such High lifts Jack of 2- 5 tons 2 units. Wheel Alignment Computerized -1 unit. Car Diagnosis 1Unit, Engine and Gear Box Charger Oil, Unit, Spanner tool Box 4 units, Air Compressor 5- KVA 2 units, Spray Booth Unit- 1 unit, Car Polish Machine - 2 units, Grandeurs & Drills - 10 units. Etc.

4.6.3 Working Capital 300,000 \$

The provision of 300,000 \$ has been set aside as working capital .This is taking care of daily working needs of the project such as employee training, salaries, fuel and other operation cost.

SUNNY SAFARIS LIMITED

PROJECTED PROFIT AND LOSS STATEMENTS FOR THE PERIOD (U\$D)

	2025	2026	2027	2028
SALES REVENUE	1,444,130.19	1,559,768.54	1,676,750.98	1,700,840.12
Less: Cost of sales	639,168.29	732,473.10	752,468.00	761,543.00
Gross profit	804,761.90	827,295.44	924,282.98	939,297.12
Administration Expenses	254,171.00	317,280.00	351,656.00	360,456.00
Operating Profit	550,190.90	510,015.44	572,626.98	578,841.12
Capital & financial charges				
Depreciation	275,000.00	275,000.00	275,000.00	141,875.00
loan interest	-	-	-	-
Sub total	275,000.00	275,000.00	275,000.00	141,875.00
Profit before tax	275,190.90	235,015.44	297,626.98	436,966.12
Taxable income	275,190.90	235,015.44	297,626.98	436,966.12
TAX	82,617.27	70,504.63	89,288.09	131,089.84
Profit after Tax	192,773.63	164,510.81	208,338.88	305,876.28
Profit brought forward	-	113,702.00	224,807.00	284,716.00
Profit for Appropriation	192,773.63	278,212.81	433,145.88	590,592.28
APPROPRIATION ACCOUNT				
Dividends rate	-	5%	5%	5%
Amount	-	13,910.64	21,657.29	29,529.61
Revenue Reserve	192,773.63	264,302.17	411,488.59	561,062.67
Total	192,773.63	278,212.81	433,145.88	590,592.28

SUNNY SAFARIS LIMITED
PROJECTED BALANCE SHEET FOR THE PERIOD (USD)

	2025	2026	2027	2028	2029
NON CURRENT ASSETS					
Land & Buildings	-	-	-	-	-
Plant, machinery & Equipment	100,000.00	100,000.00	100,000.00	100,000.00	176,000.00
Motor Vehicle	2,000,000.00	2,000,000.00	2,000,000.00	835,000.00	500,000.00
Furniture & Fittings	8,225.00	8,389.50	8,473.40	9,320.80	-
Pre operational Expenses	-	-	-	-	-
Working capital	206,193.00	206,193.00	206,193.00	300,000.00	380,000.00
Total	2,200,000.00	2,200,000.00	2,200,000.00	1,244,320.80	1,056,000.00
Less: Depreciation	275,000.00	550,000.00	750,000.00	891,875.00	1,013,875.00
Non current Assets	1,925,000.00	1,650,000.00	1,450,000.00	352,445.80	42,125.00
CURRENT ASSETS					
Debtors	55,781.00	59,353.00	32,832.00	34,474.00	38,153.00
Cash & bank	103,734.00	188,569.00	261,751.00	387,336.00	558,754.00
Total current assets	159,515.00	247,922.00	294,583.00	421,810.00	596,907.00
CURRENT LIABILITIES					
Creditors	6,604.00	24,380.00	5,112.00	5,826.00	4,354.00
Tax payable	82,617.27	70,504.53	89,288.09	131,089.84	141,851.53
Total current liabilities	89,221.27	94,884.53	94,400.09	136,917.84	146,205.53
NET CURRENT ASSETS	70,293.73	153,037.37	200,182.91	284,892.16	450,701.47
TOTAL NET ASSETS	1,929,182.00	1,825,926.00	1,683,776.00	589,631.00	469,861.00
FINANCED BY					
Equity Investment	1,832,018.00	1,644,342.00	1,399,060.00	170,566.00	(116,264.00)
Revenue reserve	97,164.00	181,584.00	284,716.00	419,065.00	586,125.00
Net Worth	1,929,182.00	1,825,926.00	1,683,776.00	589,631.00	469,861.00
loan	-	-	-	-	-
TOTAL	1,929,182.00	1,825,926.00	1,683,776.00	589,631.00	469,861.00

PROJECT COST SUMMARY (USD)	2025	2026	2027	TOTAL(USD)
Land and Buildings	-	-	-	-
Plant, machinery & Equipment	200,000.00	200,000.00	176,000.00	576,000.00
Motor Vehicle	2,000,000.00	2,000,000.00	2,835,000.00	6,835,000.00
Furniture & Fittings	8,225.00	8,389.50	8,473.40	9,328.80
Pre operational Expenses	-	-	-	-
Total capital	2,200,000.00	2,200,000.00	3,011,000.00	7,411,000.00
Working capita	206,193.00	206,193.00	206,193.00	618,579.00
TOTAL PROJECT COST	2,406,193.00	2,406,193.00	3,217,193.00	8,029,579.00

MOTOR VEHICLES, Hotel & Camps (USD)

PARTICULAR	NUMBER	VALUE	AMOUNT
Toyota Landcruiser	100	84,000.00	8,400,000.00
Grenadier CMC Motors	18	82,320.00	1,481,760.00
Mini busses	4	55,000.00	220,000.00
Toyota Coaster Bus	2	54,000.00	108,000.00
Double Cabin	4	38,000.00	152,000.00
Fuso Trucks	3	19,000.00	57,000.00
JCB Backhoe	1	22,000.00	22,000.00
Hotel, Lodge & Camps	4	2,200,000	8,800,000.00
TOTAL			19,240,760.00

MOTOR VEHICLES PROCUREMENT PLAN

PARTICULARS	2025	2026	2027	2028
Toyota Land Cr uiser	25	25	25	25
Grenadier CMC Motors	0	6	6	0
Mini Bus	0	2	2	0
Coaster Bus	0	1	1	0
Double Cabin	0	1	1	1
Fuso Trucks	0	2	2	0
JCB Backhoe	0	1	0	0
Hotel, Lodge & Camps	0	1	1	1
TOTAL	25	39	15	27

SALES PROJECTION	2025	2026	2027	2028	2029
	AMOUNT USD \$	AMOUNT USD \$	AMOUNT USD\$	AMOUNT USD\$	AMOUNT USD\$
Kilometers per day	2,500	2,604	2,625	2,651	2,784
Number of Vehicles	20	20	20	20	20
Working Day per Annum	300	300	300	300	300
Car rental	460,000	496,000	535,600	579,160	527,076
Safari	551,000	586,100	524,710	567,181	713,899
Other driving	40,000	42,000	44,200	46,620	49,282
	1,444,230	1,559,769	1,676,751	1,700,840	2,111,861

COST OF SALES	2025	2026	2027	2028	2029
	AMOUNT USD \$	AMOUNT USD \$	AMOUNT USD\$	AMOUNT USD\$	AMOUNT USD\$
ITEM					
Kilometres per day	2,290	2,405	2,525	2,651	2,784
Number of Vehicles	20	20	20	20	20
Working Days per Annum	300	300	300	300	300
Kilometres per Annum	687,000	721,350	757,418	795,288	835,053
Running Kilometres per/ltr	9	9	8	8	8
Number of Litres per Annum	76,333	80,150	94,677	99,411	104,382
Price per litre	1.5	1.6	1.8	1.9	2.1
Total Fuel Consumption	114,500	131,045	168,729	193,110	221,015
Consumables Spares (6%)	7,200	7,560	7,938	8,335	8,752
oils/lubricants(5%)	4,000	4,200	4,410	4,631	4,862
Equipments and others	5,600	5,880	6,174	6,483	6,807
Tour Guides expenses	108,000	116,640	125,971	136,049	146,933
Motor Vehicles	19,250	38,500	40,425	42,446	44,569
Sub Total Maintenance cost	114,050	172,780	184,918	197,943	211,922
COST OF SALES	639,468	732,473	752,468	761,543	1,096,326

ADMINISTRATION EXPENSES					
ITEM	2025 AMOUNT USD \$	2026 AMOUNT USD \$	2027 AMOUNT USD\$	2028 AMOUNT USD\$	2029 AMOUNT USD\$
Salaries & Wages (Without Guides & Drivers)	115,860	175,129	205,129	325,129	425,129
Nssf	22,386	24,177	26,111	28,200	30,456
Insuarance	50,000	50,000	50,000	50,000	50,000
Audit Fees	8,000	8,000	8,500	8,500	8,500
Telephone, postages & internet	6,595	6,925	7,271	7,635	8,016
Printing & Stationery	655	675	695	716	737
Marketing & Advertising	11,300	11,639	11,988	12,348	12,718
Utilities	6,890	7,097	7,310	7,529	7,755
Rent	16,509	16,509	16,509	17,004	17,004
City Levy	610	628	647	667	687
Office expenses	3,116	3,428	3,770	4,147	4,562
Miscellaneous Expenses	12,450	13,073	13,726	14,412	15,133
Total Admin Expenses	254,371	317,280	351,656	476,287	580,697