



YASCAI TANZANIA Ltd

BUSINESS PLAN

YASCAI TANZANIA Ltd

P.O.Box 79796

Dar es salaam

Sophia House, Plot No 74/3

Nyerere Rd



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EXECUTIVE SUMMARY

YASCAI Tanzania Ltd, a subsidiary of YASCAI, will bring innovative and sustainable adhesive solutions to Tanzania. Leveraging 20 years of expertise and a heritage rooted in Ethiopian ingenuity, YASCAI aims to provide organic and sustainable adhesive products to key industrial sectors in Tanzania, including bottling, packaging, and all kinds of furniture-making

Our vision is: to lead local adhesive production across Africa, substituting imports with competitive, homegrown alternatives while upholding our core values.

Our mission is: to build long-lasting partnerships with our customers based on our commitment to quality and sustainability.

Our Values: As YASCAI, our family-driven enterprise is guided by core values focused on innovative excellence and customer-centric solutions. We champion relentless and persistent innovation, driven by a commitment to blending cutting-edge scientific advancements with deep local understanding, thereby creating a synergistic approach to problem-solving. We are dedicated to meeting and exceeding global standards and proactively understanding and resolving the evolving needs of our customers with impactful solutions, ensuring we remain a step ahead of the curve.

Quality: This is the cornerstone of the YASCAI brand. We are committed to achieving unparalleled excellence in our products, our service, and our partnerships. Our aim is not merely to meet industry expectations, but to consistently exceed them, setting a new benchmark for quality is woven into every product we create.

COMPANY OVERVIEW

- **Name:** YASCAI Tanzania Ltd
- **Location:** Dar es Salaam, Tanzania
- **Founders:** Samuel Yitbarek
- **Parent Company:** YASCAI (Ethiopia)

YASCAI TANZANIA LIMITED ownership structure

The authorized capital of the Company is Tanzania Shillings Five Hundred million (Tshs. 500,000,000) divided into 1,000 ordinary shares of five hundred Thousand Shillings (Tshs500,000) each

Names and Postal address of subscribers	Number of shares taken by each subscriber
SAMUEL YITBAREK ALEMU ZIP CODE 9739,BOLE SUBCITY, ADDIS ABABAETHIOPIA	600
SENESHASH YITBAREK ALEMU, ZIP CODE 9739, BOLE SUBCITY, ADDIS ABABA, ETHIOPIA	350
BEATRICE RAJAB MBWAMBO P.O.BOX 79796,ILALA, DAR ES SALAAM, TANZANIA	50



PRODUCTS AND SERVICES

Services of the company

At YASCAI, we understand that consistent and reliable service is paramount to the success of our clients. When you partner with us, you become part of the YASCAI family, and we guarantee a constant supply of up to six months' worth of product, backed by technical support and customized product options. Our team of qualified sales and customer service professionals is always ready to meet your needs, making the YASCAI promise a commitment to unwavering reliability and a true partnership.

YASCAI Tanzania Ltd offers a range of sustainable adhesive and starch-based products tailored to diverse industrial needs:

1. **Labelling Adhesives** – Ideal for bottling companies.
2. **Wood Adhesives** – Specifically for wood works & furniture manufacturing companies.

PRODUCTS SPECIFICATIONS, Technology and Processes

1. LABELLING ADHESIVES (Casein-based Glue)

The adhesives are fit for machines with speeds of up to 50,000 bottles per hour. Our team understands, just as our clients do, the value of quality. At YASCAI, quality means our adhesives are efficient, properly packaged, easy to use, and retain chemical integrity. Besides the ISO-certified qualifiers, we pride our products for these reasons:

Labelling adhesive composition and its advantages

It is known that minor changes in their formulation result in significant changes in adhesive products' properties such as adhesion strength, drying speed and shelf life. Different types of casein, and even different batches within a production cycle, can provide different results. Therefore, it is very important to purchase casein glue from an experienced manufacturer, who knows how to balance the formulation to achieve a better composition of properties in the finished product.

Advantages labelling adhesive

- Provides uninterrupted production processes on filling lines.
- Excellent washability of reusable packaging where the label and glue are well removed.
- In bottle washing machines it does not form insoluble compounds in the cleaning solution and does not foam the solution due to the presence of adhesive residues.
- Ecological, does not cause irritation or allergic reactions.
- Works well on low and high-speed labelling machines.
- Excellent adhesion to wet and cold containers and is resistant to condensation.
- Resistant to atmospheric changes including fluctuations in temperature, humidity, exposure to sunlight, etc.
- Does not cause damage to equipment parts and it does not oxidize.
- Affordable.
- Provides an ideal appearance of the glued product.



Application of labelling adhesive

- The most common application is for labelling beer bottles, since casein glue is particularly resistant to immersion in cold water and easily removed when washing recycled glass containers.
- The adhesive label can be paper, metallized or aluminium foil.
- It is used for labelling of glass containers in the production of sauces, juices, canned goods and the bottling of water.
- When bonding documentary stamps on alcoholic beverage caps up to 32 mm long.
- When bonding overlapping labels on tin containers, packing canned food or paint and varnish products, on thermoplastic containers in the production of carbonated beverages, drinking water or household chemicals, etc.

2. WOOD ADHESIVES

Wood adhesives are specialized glues designed to bond pieces of wood together. They are critical in woodworking, carpentry, furniture manufacturing, and various construction applications. Below is a detailed explanation of their composition, advantages, and applications.

Composition of Wood Adhesives and its advantages

Wood adhesives can be natural or synthetic, depending on their origin and application. Common types include:

1. Natural Adhesives

Derived from natural substances such as animal proteins or plant-based materials. Examples include:

- Casein-based Adhesives: Derived from milk proteins.
- Animal Glues: Made from animal hides, bones, and other tissues.
- Starch-based Adhesives: Derived from corn, wheat, or potatoes.

2. Synthetic Adhesives

Manufactured using chemical processes, offering higher strength and durability. Examples include:

- Polyvinyl Acetate (PVA): Common white glue used in furniture and general woodworking.
- Epoxy Resins: Two-part adhesives with excellent bonding strength.
- Urea-Formaldehyde (UF): Used in plywood and particleboard manufacturing.
- Phenol-Formaldehyde (PF): Known for water and heat resistance.
- Polyurethane (PU): Provides strong, waterproof bonds.
- Melamine Formaldehyde (MF): Used for laminates and high-pressure applications.



Advantages of Wood Adhesives

1. **High Bond Strength:** Forms strong bonds capable of holding wood pieces together under pressure.
2. **Versatility:** Works with different types of wood and wood composites, including softwood, hardwood, and engineered wood.
3. **Ease of Use:** Many adhesives are easy to apply, requiring minimal equipment.
4. **Durability:** Resistant to environmental factors like moisture, heat, and chemicals (especially synthetic adhesives).
5. **Cost-Effective:** Compared to mechanical fasteners, adhesives often offer a more affordable solution.
6. **Aesthetic Appeal:** Provides invisible bonds, maintaining the visual integrity of wooden surfaces.
7. **Flexibility:** Accommodates minor wood movements caused by changes in temperature or humidity.

Applications of Wood Adhesives

1. **Furniture Manufacturing**
 - Bonding wooden components in chairs, tables, cabinets, and beds.
 - Laminating surfaces with decorative veneers.
2. **Construction**
 - Fabricating beams, trusses, and prefabricated panels.
 - Assembling engineered wood products like plywood, MDF, and OSB.
3. **Carpentry and Joinery**
 - Creating joints such as mortise and tenon, dovetail, and finger joints.
 - Repairing damaged wood components.
4. **Woodworking Hobbies and Crafts**
 - Making toys, models, and decorative wooden items.
5. **Specialty Applications**
 - Waterproof adhesives for boat building.
 - Heat-resistant adhesives for industrial wood applications.



Examples of Wood Adhesive Use Cases

- PVA Glue: Ideal for indoor furniture and light woodworking.
- Epoxy: Used for bonding in marine-grade wood and outdoor furniture.
- Polyurethane Glue: Suited for exterior doors, windows, and outdoor projects.
- Urea-Formaldehyde: Commonly used in plywood and composite wood products.
- Animal Glue: Traditional choice for antique furniture repair and musical instruments.

Environmental Considerations

Many modern wood adhesives are being developed with a focus on sustainability:

- Using renewable raw materials like plant-based polymers.
 - Reducing volatile organic compounds (VOCs) for eco-friendliness.
 - Enhancing recyclability of bonded wood products.
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MARKET ANALYSIS

Target Market

- **Industries:** Bottling, packaging, furniture manufacturing.
- **Geography:** Tanzania, with plans for regional expansion into East, Central and South Africa
- **Customer Profile:** Medium-to-large-scale manufacturers looking for quality adhesive solutions and sustainable products to reduce their environmental footprint.

Market Opportunities

1. Tanzania's reliance on imported adhesives presents an opportunity to offer locally produced alternatives.
2. Rising in production of FMCG
 - Soft Drinks /Bottled beverages (Azam products, METL products etc)
 - Alcoholic Beverages (Tanzania Breweries, Serengeti Breweries, Diageo etc)
3. Rising industrialization in Dar es Salaam and surrounding regions boosts demand for adhesives.
 - Furniture manufacturing in Keko Dar es salaam etc
4. The global trend towards sustainable and eco-friendly products aligns with YASCAI's mission.

Marketing Strategies:

1. **Brand Awareness:** Leverage digital marketing and trade exhibitions to showcase YASCAI's commitment to quality and sustainability.
2. **Partnerships:** Build relationships with local manufacturers and industry associations.
3. **Educational Campaigns:** Highlight the benefits of sustainable adhesives over traditional products.
4. **Advertising:** Taking full advantage of available digital marketing methods to compliment the existing traditional market to ensure reach, awareness and conversion
5. Advanced R&D to customize products for the Tanzanian market

Sales Strategies:

1. Establish a dedicated sales team for B2B relationships.
2. Offer competitive pricing for early adopters to encourage market penetration.
3. Provide product trials and demos for potential clients.
4. Top of the shelf after sale services and aggressive retention policies
5. Adoption of proven sales techniques from the parent company in Ethiopia.
6. Competitive pricing without compromising quality. This is achievable through the use of locally sourced materials instead of importation hence cutting down production costs



SWOT ANALYSIS

STRENGTHS

1. Established Reputation and Expertise

- Over 20 years of experience in sustainable adhesive solutions, backed by a renowned chemist and an innovative entrepreneur.
- Proven track record in Ethiopia, demonstrating quality and reliability.

2. Innovative and Sustainable Products

- Specialized adhesives like casein-based glue and modified starches cater to specific industries such as bottling, textiles, soap-making, and corrugated boxes.
- Environmentally friendly formulations using indigenous ingredients align with global trends toward sustainability.

3. Diverse Product Portfolio

- Adaptability to various industries increases market reach.

4. Strategic Location in Tanzania

- Dar es Salaam, being a hub for regional trade, offers access to East African markets and cross-border opportunities.

5. Commitment to Quality and Sustainability

- ISO-certified products and a mission to exceed industry standards build trust among potential clients.

WEAKNESSES

1. Limited Local Market Presence

- As a new entrant in Tanzania, YASCAI needs time to establish brand recognition and build relationships with local businesses.

2. Capital-Intensive Operations

- Adhesive production requires investment in specialized machinery, quality control systems, and skilled personnel.

3. Dependence on Imported Raw Materials

- Sourcing specific indigenous ingredients or specialized chemicals might increase costs and complexity if local alternatives are unavailable.

4. Logistical Challenges



- Establishing efficient supply chains in a new market might pose initial hurdles, especially for specialized products requiring careful handling.

5. Limited Experience in the Tanzanian Market

- Differences in business practices, consumer preferences, and regulatory requirements may delay adaptation.

OPPORTUNITIES

1. Growing Demand for Sustainable Adhesives

- Increasing awareness and adoption of eco-friendly products in Tanzania and neighboring countries.
- Industries such as packaging, wood and timber products, and bottling are on the rise, driven by urbanization and industrialization.

2. Substitution of Imports

- Opportunity to replace imported adhesives with locally produced, cost-effective alternatives.
- Appeals to government policies favoring local manufacturing and job creation.

3. Regional Expansion

- Dar es Salaam offers a gateway to East African markets like Kenya, Uganda, and Rwanda, creating opportunities for regional growth.

4. Partnerships and Collaborations

- Potential collaborations with local businesses, trade associations, and research institutions to enhance market reach and product innovation.

5. Technological Advancements

- Adoption of advanced manufacturing techniques can improve product quality, reduce costs, and enhance competitiveness.

6. Government Support for Manufacturing

- Policies promoting industrialization in Tanzania may provide tax incentives or grants for local production.
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THREATS

1. Competition from Established Brands

- Existing players in the adhesive market, including international companies, might dominate with strong distribution networks and brand loyalty.

2. Economic and Political Risks

- Currency fluctuations, inflation, or political instability could impact costs and market demand.

3. Regulatory and Compliance Challenges

- Adhering to Tanzania's industrial regulations, quality standards, and environmental laws might increase operational complexity.

4. Supply Chain Disruptions

- Dependency on specific raw materials sourced internationally could be affected by logistical or geopolitical issues.

5. Market Resistance to Change

- Convincing local industries to switch from imported adhesives or existing suppliers might require significant effort and time.

6. Environmental Concerns and Scrutiny

- While the products are environmentally friendly, any perceived lapses in sustainability practices could damage the brand's reputation.
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OPERATIONS PLAN

Facility and Location

YASCAI Tanzania's production facility will be established in Dar es Salaam, with proximity to major transportation hubs for efficient logistics and supply chain management.



QUALITY OF SERVICE STRATEGY (QOS)

1. **Customer-Centric Approach:** Ensure timely deliveries, flexible order customization, and consistent after-sales support.
2. **Process Optimization:** Streamline manufacturing processes using lean methodologies to ensure efficiency and cost-effectiveness.
3. **Feedback Mechanisms:** Implement robust systems for gathering and acting on customer feedback to continually improve products.
4. **Continuous Monitoring:** Employ KPI metrics to track product quality, delivery times, and customer satisfaction.
5. **Staff Training:** Regular training on customer service and technical aspects of products to enhance interactions with clients.

HUMAN RESOURCE DEVELOPMENT STRATEGY

1. **Recruitment and Onboarding:**
 - Hire skilled local talent for production, sales, and management roles.
 - Develop partnerships with local universities for internships and talent pipelines.
2. **Temporary hire from YASCAI Ethiopia**
 - Transfer of skills and technical know how from the parent company to our local workforce
 - Transfer of the company's culture to ensure seamless operation
3. **Training Programs:**
 - Provide in-house technical training on adhesive production and application.
 - Conduct workshops on sustainability and innovative practices in adhesive technology.
4. **Employee Well-being:**
 - Establish fair compensation packages and benefits.
 - Offer wellness programs to ensure a healthy work environment.
5. **Career Growth:**
 - Develop clear career paths and succession planning.
 - Promote internal talent to leadership positions where possible.
6. **Diversity and Inclusion:**
 - Encourage diverse hiring practices to build a culturally rich and inclusive workplace



HEALTH, SAFETY & ENVIRONMENT POLICY

YASCAI TANZANIA LTD is committed to complying to all Health, Safety and Social legislation in Tanzania and strive to conform to the international guidelines where necessary. YASCAI TANZANIA LTD pride itself in valuing the environment its employees, suppliers, and clients operates.

YASACAI takes seriously the responsibility to identify and remove potential and actual risks in order to ensure safety in the work place and the general environment at large. We prioritize identifying all possible impacts our services can have on our employees and on the environment and proactively mitigate the risks

Below are our principles in regards to HSE

- Provision of proper training, information, and required supervision to employees
- Ensuring employees are properly equipped with all necessary gears for the activity

- Due diligence on our suppliers and partners to ensure they adhere to HSE policies
- Identifying, assessing and effectively and proactively managing HSE risks
- Constantly measuring HSE performance against the established benchmarks; this is done through inspections, audits and reports
- Championing sustainable use of resources and minimizing waste generation by either reducing or recycling anywhere possible
- Integrating HSE in the planning, designing and construction of infrastructure
- Strong leadership and accountability in framing and driving desirable HSE outcomes

YASCAI TANZANIA LTD will actively continue to monitor and review HSE policies in order to improve our HSE management performance and enhance customer services and products through sustainable business conduct.

Statement of financial performance

	Notes	<u>2029</u> <u>TZS</u>	<u>2028</u> <u>TZS</u>	<u>2027</u> <u>TZS</u>	<u>2026</u> <u>TZS</u>	<u>2025</u> <u>TZS</u>
Sales	4	3,928,650,000	3,566,912,185	3,255,760,154	3,021,466,795	1,426,222,329
Cost of Sales	5	3,416,217,391	3,101,662,769	2,831,095,786	2,627,362,430	1,240,193,330
Gross profit/(Loss)		512,432,609	465,249,415	424,664,368	394,104,365	186,028,999
Expenses						
Employment expenses	6	31,824,000	31,824,000	23,868,000	23,868,000	23,868,000
Operating expenses	7	94,745,324	107,706,393	112,880,146	139,579,747	149,358,211
Selling and distribution	8	980,000	925,000	1,465,000	1,325,000	1,620,000
		127,549,324	140,455,393	138,213,146	164,772,747	174,846,211
Profit before tax		384,883,284	324,794,022	286,451,222	229,331,617	11,182,788
Tax charge 30%		115,464,985	97,438,207	85,935,367	68,799,485	3,354,836
Profit after tax		269,418,299	227,355,815	200,515,855	160,532,132	7,827,952

Statement of financial position

	Notes	2029 <u>TZS</u>	2028 <u>TZS</u>	2027 <u>TZS</u>	2026 <u>TZS</u>	2025 <u>TZS</u>
ASSETS						
Non-current assets						
Property and Equipment		122,619,216	153,268,190	200,680,047	263,370,493	296,357,340
Total non-current assets		122,619,216	153,268,190	200,680,047	263,370,493	296,357,340
Current assets						
Inventory of raw materials	5	622,175,058	402,607,450	294,049,253	357,748,908	114,717,883
Trade and other receivables	2	148,000,000	194,000,000	159,000,000	20,000,000	46,000,000
Tax receivable	3	7,120	472,105	1,910,312	2,845,678	1,645,164
Cash and cash equivalents	1	472,848,660	345,884,010	213,236,328	24,395,005	49,107,565
Total current assets		1,243,030,838	942,963,564	668,195,892	404,989,591	211,470,612
Total assets		1,365,650,054	1,096,231,755	868,875,939	668,360,084	507,827,952
EQUITY AND LIABILITIES						
Ordinary share capital		500,000,000	500,000,000	500,000,000	500,000,000	500,000,000
Retained earnings		865,650,054	596,231,755	368,875,939	168,360,084	7,827,952
Total equity		1,365,650,054	1,096,231,755	868,875,939	668,360,084	507,827,952
Liabilities						
Non-current liabilities						
Total non-current liabilities		0	0	0	0	0
Current liabilities						
Accounts payables						
Tax payable	3	0	0	0	0	0
Total current liabilities		0	0	0	0	0
Total equity and liabilities		1,365,650,054	1,096,231,755	868,875,939	668,360,084	507,827,952

Statement of cash flows

	NOTES	<u>2029</u> <u>TZS</u>	<u>2028</u> <u>TZS</u>	<u>2027</u> <u>TZS</u>	<u>2026</u> <u>TZS</u>	<u>2025</u> <u>TZS</u>
CASHFLOWS FROM OPERATING ACTIVITIES						
Profit before tax		384,883,284	324,794,022	286,451,222	229,331,617	11,182,788
Adjustments for non-cash items						
Depreciation charge on property and equipment		30,648,974	47,411,857	62,690,446	82,986,847	93,296,274
Profit from operations before changes in working capital items		415,532,259	372,205,879	349,141,668	312,318,464	104,479,062
Changes in working capital items						
Change in inventory		(219,567,609)	(108,558,197)	63,699,655	(243,031,025)	(114,717,883)
Change in trade and other receivables		46,000,000	(35,000,000)	(139,000,000)	26,000,000	(46,000,000)
Change in accruals and other payables						
Cash generated from operating activities		241,964,650	228,647,682	273,841,323	95,287,439	(56,238,821)
Tax paid		115,000,000	96,000,000	85,000,000	70,000,000	5,000,000
Net cash generated from operating activities	A	126,964,650	132,647,682	188,841,323	25,287,439	(61,238,821)
CASH FLOWS FROM INVESTING ACTIVITIES						
Sales of property and equipment		0	0	0	0	0
Purchase of property and equipment	B	0	0	0	(50,000,000)	(389,653,614)
		0	0	0	(50,000,000)	(389,653,614)
CASH FLOWS FROM FINANCING ACTIVITIES						
Capital injected		-	-	-	-	500,000,000
Net cash generated from/(used in) financing activities	C	0	0	0	0	500,000,000
Net increase /(decrease) in cash and cash equivalents during the year	A+B+C	126,964,650	132,647,682	188,841,323	(24,712,561)	49,107,565
Cash and cash equivalents at the beginning of te year		345,884,010	213,236,328	24,395,005	49,107,565	0
Cash and cash equivalents at the end of te year		472,848,660	345,884,010	213,236,328	24,395,005	49,107,565

Statement of change in equity

	Ordinary share capital TZS	2029 Retained earnings TZS	Total TZS
Balance at 1 January	500,000,000	596,231,755	1,096,231,755
Profit for the year	0	269,418,299	269,418,299
Balance at 31 December	<u>500,000,000</u>	<u>865,650,054</u>	<u>1,365,650,054</u>

	Ordinary share capital TZS	2028 Retained earnings TZS	Total TZS
Balance at 1 January	500,000,000	368,875,939	868,875,939
Profit for the year	0	227,355,815	227,355,815
Balance at 31 December	<u>500,000,000</u>	<u>596,231,755</u>	<u>1,096,231,755</u>

	Ordinary share capital TZS	2027 Retained earnings TZS	Total TZS
Balance at 1 January	500,000,000	168,360,084	668,360,084
Profit for the year	0	200,515,855	200,515,855
Balance at 31 December	<u>500,000,000</u>	<u>368,875,939</u>	<u>868,875,939</u>

	Ordinary share capital TZS	2026 Retained earnings TZS	Total TZS
Balance at 1 January	500,000,000	7,827,952	507,827,952
Profit for the year	0	160,532,132	160,532,132
Balance at 31 December	<u>500,000,000</u>	<u>168,360,084</u>	<u>668,360,084</u>

	Ordinary share capital TZS	2025 Retained earnings TZS	Total TZS
Balance at 1 January	0	0	500,000,000
Profit for the year	0	7,827,952	7,827,952
Balance at 31 December	<u>500,000,000</u>	<u>7,827,952</u>	<u>507,827,952</u>

Notes to financial statements

	2029	2028	2027	2026	2025
	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>
1 CASH AND CASH EQUIVALENTS					
Cash and cash equivalent	472,848,660	345,884,010	213,236,328	24,395,005	49,107,565
	<u>472,848,660</u>	<u>345,884,010</u>	<u>213,236,328</u>	<u>24,395,005</u>	<u>49,107,565</u>
2 RECEIVABLES					
Trade and other receivables	148,000,000	194,000,000	159,000,000	20,000,000	46,000,000
	148,000,000	194,000,000	159,000,000	20,000,000	46,000,000
3 Taxation					
The movement in the corporate tax recoverable balance during the year is as follows:					
Balance at 1 January	(472,105)	(1,910,312)	(2,845,678)	(1,645,164)	0
Tax charge-current year	115,464,985	97,438,207	85,935,367	68,799,485	3,354,836
Tax paid during the year	115,000,000	96,000,000	85,000,000	70,000,000	5,000,000
Balance at 31 December	<u>(7,120)</u>	<u>(472,105)</u>	<u>(1,910,312)</u>	<u>(2,845,678)</u>	<u>(1,645,164)</u>

Notice of financial statements

	<u>2029</u> <u>TZS</u>	<u>2028</u> <u>TZS</u>	<u>2027</u> <u>TZS</u>	<u>2026</u> <u>TZS</u>	<u>2025</u> <u>TZS</u>
4 Revenue					
Casein-based glue	3,425,817,368	3,097,884,991	2,864,904,159	2,662,420,133	1,093,683,444
Wood adhesive	502,832,632	469,027,193	390,855,994	359,046,662	332,538,885
	3,928,650,000	3,566,912,185	3,255,760,154	3,021,466,795	1,426,222,329
5 Cost of goods sold					
Beginning Finished goods	402,607,450	294,049,253	357,748,908	114,717,883	0
Add: Purchases of raw materials	3,635,785,000	3,210,220,966	2,767,396,131	2,870,393,455	1,354,911,213
	622,175,058	402,607,450	294,049,253	357,748,908	114,717,883
Less: Ending Finished goods	3,416,217,391	3,101,662,769	2,831,095,786	2,627,362,430	1,240,193,330
6 Employment costs					
Salaries and wages	28,800,000	28,800,000	21,600,000	21,600,000	21,600,000
Social Security Contributions (NSSF)	2,880,000	2,880,000	2,160,000	2,160,000	2,160,000
Workers Compensation Fund	144,000	144,000	108,000	108,000	108,000
	31,824,000	31,824,000	23,868,000	23,868,000	23,868,000
7 Operating costs					
Printing & Stationery	1,006,800	1,532,500	1,532,500	1,432,500	1,432,500
Rent	30,000,000	30,000,000	30,000,000	30,000,000	30,000,000
Cleaning and Wastes Disposal	720,000	720,000	720,000	720,000	720,000
Repair & maintenance	9,356,000	5,987,000	6,456,000	3,426,000	4,013,770
Security Services	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Chemical treatment	1,540,000	1,786,000	1,540,000	1,230,000	1,675,000
City Service Levy	11,785,950	10,700,737	0	9,064,400	4,278,667

Fire & rescue	2,200,000	2,200,000	2,200,000	2,200,000	2,200,000
Parking expenses	825,000	825,000	825,000	825,000	825,000
Business Licence	700,000	700,000	700,000	700,000	700,000
Depreciation	30,648,974	47,411,857	62,690,446	82,986,847	93,296,274
Professional Service Fee	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Working tools and uniform	1,564,700	1,864,700	2,000,800	2,860,000	5,860,000
Transport, Travelling & Communications	1,984,600	1,643,000	1,849,500	1,789,500	1,989,500
Packaging Expenses	213,300	135,600	165,900	145,500	167,500
	<u>94,745,324</u>	<u>107,706,393</u>	<u>112,880,146</u>	<u>139,579,747</u>	<u>149,358,211</u>

8 SELLING AND DISTRIBUTION

Advertising and Promotion	<u>980,000</u>	<u>925,000</u>	<u>1,465,000</u>	<u>1,325,000</u>	<u>1,620,000</u>
	<u>980,000</u>	<u>925,000</u>	<u>1,465,000</u>	<u>1,325,000</u>	<u>1,620,000</u>

Property, Plant and Equipment

	2025				
At Cost	Furniture and Fitting	Office Equipment	Motor Vehicle	Machine & Spare	Total
At 1st January	-	-	-	-	-
Additions	26,941,097	5,995,938	203,221,350	153,495,229	389,653,614
Disposals/Transfer	-	-	-	-	-
As at 31 December	26,941,097	5,995,938	203,221,350	153,495,229	389,653,614
Depreciation					
At 1st January	-	-	-	-	-
Charge for the period	3,367,637	749,492	50,805,338	38,373,807	93,296,274
Disposals/Transfer	-	-	-	-	-
As at 31 December	3,367,637	749,492	50,805,338	38,373,807	93,296,274
Net Book Value					
As at 31 December 2025	<u>23,573,460</u>	<u>5,246,446</u>	<u>152,416,013</u>	<u>115,121,422</u>	<u>296,357,340</u>

Tax computation

	<u>2029</u>	<u>2028</u>	<u>2027</u>	<u>2026</u>	<u>2025</u>
	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>	<u>TZS</u>
Profit / (Loss) as per accounts	384,883,284	324,794,022	286,451,222	229,331,617	11,182,788
<u>Add:</u>					
Transport, Travelling & Communications	396,920	328,600	369,900	357,900	397,900
Depreciation	<u>30,648,974</u>	<u>47,411,857</u>	<u>62,690,446</u>	<u>82,986,847</u>	<u>93,296,274</u>
	415,929,179	372,534,479	349,511,568	312,676,364	104,876,962
Wear & Tear Allowance	<u>30,648,974</u>	<u>47,411,857</u>	<u>62,690,446</u>	<u>82,986,847</u>	<u>93,296,274</u>
Adjusted profit /(Loss) before tax	385,280,204	325,122,622	286,821,122	229,689,517	11,580,688
Tax provision (per tax schedule)	115,584,061	97,536,787	86,046,337	68,906,855	3,474,206
Adjusted profit /(Loss) after tax	<u><u>269,696,143</u></u>	<u><u>227,585,835</u></u>	<u><u>200,774,785</u></u>	<u><u>160,782,662</u></u>	<u><u>8,106,482</u></u>

CONCLUSION

YASCAI Tanzania Ltd aims to revolutionize the adhesive industry in Tanzania by introducing sustainable, high-quality, and locally produced alternatives. With its strong heritage, innovative practices, and commitment to sustainability, YASCAI is poised to become a leader in adhesive production, reducing dependency on imports and contributing to the local economy.