BUSINESS PLAN FOR HORTICULTURAL CROPS PRODUCTION IN HANDENI DISTRICT

IN FAVOUR OF

SSN (T) LIMITED

AUGUST 2025

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EXECUTIVE SUMMARY

SSN (T) LIMITED are the farmers and livestock keepers with 40 acres at Misufini village,HANDENI district in Ruvuma region. SSN (T) LIMITED are planning to increase the horticultural crops production business by using modern irrigation systems. SSN (T) LIMITED are experienced horticultural crops farmers with only one Greenhouse with one drilled bore hole with permanent water supply throughout the year.

The promoter has been in pineapple farming for more than 4 years and now wants to expand the farm under modern irrigation and utilize the remaining available land of 33 acres by planting tomatoes, sweet pepper, watermelon and other vegetables like onions. Currently the promoter has invested in more than 7 acres. The last production under 7 acres was 20,700 pieces of pineapple which were sold at TZS 800-850/- per piece and were sold at local market. Due to good performance of the pineapple harvested in last season the promoter has decided to add a new farm of 33 acres for vegetable productions.

The existing investment cost done by the promoter in 340 acres is construction of mud house with cost of TZS 80,000,000/-, 7acres planted with pineapple which the cost invested approximately to TZS 1,000,000,000/- and farm tolls available have value of TZS 170,000,000/-. Alohas 6 permanent employees paid TZS 300,000/- each one and always hire 10-14 laborers from time to time for farm activities.

The current management of the project includes Managing Director is the one who manage the daily activities, assisted by Director of Operations, and Farm supervisor is, also the promoter has 6 farm attendants. For extension services the customer consults the agriculture Officer from Nkale-Misufini-HANDENI agriculture extension officers..

The promoter’s purpose is to acquire a financial assistance of USD1,000,000/- the financial assistance will be for installation of drip irrigation system (refer annex 1), sloughing, harrowing, purchase of quality seed, planting and working capital (for production costs (annex 5), manpower costs (annex 3) and overhead in annex 4.

The projected investment cost is TZS 1,944,414,900/=which will be financed by additional equity contribution of TZS 221,232,385/- and a short term loan of TZS 1 , 721,802,515/= (Annex 1). The interest charged for the loan is assumed to be 20% and the loan is repayable in 2 years with grace period of 12 months

The analysis of the business shows that it is profitable and viable undertaking business hence justifying the investment.

1. INTRODUCTION

1.1. Profile of the Promoter

SSN (T) LIMITED are the farmers and livestock keepers with 40 acres at Misufini village,HANDENI district in Tanga region. are planning to increase the horticultural crops production business by using modern irrigation systems. are experienced horticultural crops farmers with only one Greenhouse with one drilled bore hole with permanent water supply throughout the year.

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1.2. Present Management

The current management of the project includes Managing Director is the one who manage the daily activities, assisted by Director of Operations, and Farm supervisor is, also the promoter has 6 farm attendants. For extension services the customer consults the agriculture Officer from Nkale-Misufini-HANDENIagriculture extension officers.

1.3. Past Financial Performance

The promoter has been in pineapple farming for more than 4 years and now wants to expand the farm under modern irrigation and utilize the available land of 40 acres by planting horticulture crops. The last production under 7 acres was 20,700 pieces of pineapple which were sold at TZS 800-850/- per piece and were sold at local market. In 2019, 5,000 pieces of pineapple were harvested and sold at TZS 800/-. Also in 2020; 15,700 pieces of pineapples sold at TZS 800-850/-. Due to good performance of the pineapple harvested in last season the promoter has decided to add a new farm of 33 acres to expand his horticultural crops production.

Table 1: Summarized Income Statement for the Business

Description	**2022**	**2023 3**
Turnover	402,985,000	460,000,000
Direct Costs	195,650,100	198,810,000
Profit before Tax	**72,334,990**	**82,190,000**

1.4. Legal Status

The promoter has all the necessary legal documents for operating his farm. However the promoter is in the early stage of transform this project by register new company and invites more investors to working together.

1.5. Security Pledged for the financial assistance

Promoter has 40 acres land situated at Misufini Handani in Ruvuma region and 1 Toyota Alfard vehicle.

1.6. Purpose of the Project/Investment

The promoter's purpose is to acquire a financial assistance of USD1,000,000/- the financial assistance will be for installation of drip irrigation system (refer annex 1), ploughing, harrowing, purchase of quality seed, planting and working capital (for production costs (annex 5), manpower costs (annex 3) and overhead in annex 4.

1.7. Loan History of the Client

The promoter has bank relations with FNB bank and, has been enjoying bank services since 2022. Currently the promoter has no any financial obligation from any bank.

2. ECONOMIC ASPECT

2.1. Investment Contribution to the Promoter

The investment to be undertaken will provide to the promoter a net profit of approximately TZS 135,069,723 /- in the first year and TZS 144,325,269 /- in the second year of production. (Annex 9).

Profit Before Tax	**164,719,175**	**176,006,426**	**187,293,678**	**187,293,678**	**187,293,678**
Levy 18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Net Profit	**135,069,723**	**144,325,269**	**153,580,816**	**153,580,816**	**153,580,816**
Retained Earnings	135,069,723	279,394,992	432,975,808	586,556,624	740,137,439

2.2. Employment Creation

The business will provide employment opportunities to 7 people (1 farm manager and 6 field attendants) and to a number of casual labourers for carrying different associated farming activities. An income of approximately TZS 4,800,000/- will be flowing to the employed persons, Annex 3

Title	No:	Monthly Sala	Annual Salary
Farm manager	1	200,000	1,200,000
Field Attendant	6	100,000	3,600,000
Total	**7**	**300,000**	**4,800,000**

2.3. Government Revenue

The government will receive additional revenue in the form of VAT and income tax to the tune of TZ 29,649,251/- (Annex 9).

2.4. Overall Contribution to the Economy

The total incremental gross return is estimated to contribute to the economy to the tune of TZS 554,047,678/- in one year. (Annex 5)

Table 2: Estimated Incremental Economic Results of the Investment

Investment		Return to Debt Financing	Return to Investor and Their Employees			Value of Goods & Services and People Employed		Value of Produce and Farm Families Benefiting		Government Revenue
Equity	Loan		Investor	No of Causal Labourers per Annum	Wages to Employees	Value of Goods & Services	No of People Employed	Value of Produce	Number of Farm Families Engaged	
221,232,385	112,872,515	22,574,503	135,069,723	7	4,800,000	81,284,000	7	280,670,000	1	29,649,451

3. TECHNICAL ASPECTS

3.1. Location and Description of the Investment

The farm situated at Nkale-Misufini village,HANDENI district in Ruvuma region. The total existing acreage is 40 acres and 7 acres planted with pineapple.

3.2. Agronomic Practices of Tomatoes

3.2.1 Tomatoes Farming

Soil Requirement

Tomatoes require an immense amount of water during the fruiting season. A well drained, fairly fertile therefore, the promoter should set production of tomatoes in soil that is high in organic matter. Organic matter is important as it increases tomato yield. If available, recommendation for application is 15 tons of manure per acre.

Nursery Preparation and Sowing

The ideal seedbed should be 60cm wide, 5-6cm long and 20-25cm high. Draw the lines 10 to 15cm apart throughout the length of the seedbed. Sow the seeds thinly spaced in lines, press gently, cover with fine sand and then cover the bed with straw and irrigate with rose can. Irrigate the seedbed twice a day till the seeds germinate. Remove the straw after the seeds germinate. Spray the seedlings with Thiodan @ 2-2.5 ml/litre of water and Dithane M-45 @ 2-2.5 g/litre of water.

Good cautious plants that are about 6 weeks old are best for transplanting.

Seed Varieties

The main tomato varieties cultivated in Tanzania are *marglobe*, *moneymarker* and *roma VF*. The promoter is planning to plant *roma VF* as it gives early and high yield uniform fruity,

resistant to adverse environmental conditions. A seed rate of 900 to 1200g/acre is required. The promoter will obtain seeds and seedlings from agrochemical shops and also get from specialists (extension officers) producers.

Planting

The promoter will cultivate tomatoes by transplanting seedlings on ridges and furrows. Before planting farm yard manure @ 50 ton per hectares will be incorporated. The promoter will set plants 1 to 2 inches deeper than they grew in the plant bed. The spacing recommended between plants is75 x 45cm.

Watering

Tomato plants require adequate moisture throughout their growth period. The promoter will water the tomatoes through drip irrigation where tomatoes will be planted on furrows and ridges. First irrigation will be done soon after seedlings are transplanted as frequent water is necessary in root zone when plants are small. During hot season (summer) frequent irrigation will be necessary in order to maintain wet soil.

Weed Control

The promoter will do shallow cultivation for weed control as deep cultivation will prune many of the feeder roots and reduce yields, particularly early yields. The proper depth is not more than 1½ inches after plants start to set fruit.

Crop Support & Pruning

Crop support is important during production of tomatoes to improve light interception, reduce disease incidence, and enhance early fruit set. The most effective and recommended crop support method is the stake and weaves systems. These restrict growth and enhance fruit production resulting to plants produce abundantly.

Pruning tomatoes refers to the removal of axillaries shoots which are commonly called suckers. Any sucker that lies on the ground should be picked and discarded, as it would be subject to rot and prey to slugs and soil insects. Remove suckers allow better air circulationin the plant and promote early harvest.

Fertilization

Normally tomato crop requires Nitrogen, Phosphorus (P_2O_5), and Potash fertilizers for good results. Tomatoes require most of their nitrogen during the second and third months. The promoter will use half nitrogen and full P_2O_5 at the time of transplanting and remaining nitrogen will be used after 30 days and 60 days of transplanting.

Mulching

The application of good mulch will help greatly in producing good tomatoes. Good mulch conserves moisture, keeps down weeds, keeps the tomatoes clean, and makes it easier towalk through the garden when the soil is wet. When the mulch decays, it adds valuable organic matter to the soil. Promoter will use mulch materials from maize straw and dry grasses to cover tomatoes.

3.2.2 Pest and Disease Control of Tomatoes

The insects most likely to cause significant damage to tomatoes are flea beetles, aphids, and horn worms. All of these are relatively easy to control if you do not permit them to increase their numbers before undertaking some action.

Therefore, promoter will do the following to avoid the problem:

- Use disease-resistant, adapted varieties from a known disease-free source
- Do not plant tomatoes too frequently in the same field
- Isolate the tomato planting from plants which generally carry diseases injurious to tomatoes, such as potatoes, cucumbers, eggplant, and weeds
- Do not smoke or handle tobacco in any form when working with tomatoes. This is especially true of tomato plants in the first 12 weeks of their growth
- Follow the soil preparation, fertilization, and transplanting recommendations faithfully

3.2.3 Harvesting, Yield and Storage

It will be about 80-85 days from the time promoter plant seedlings in the field up to when they can pick ripe tomatoes from the field.

Tomato is known to ripe when;

- It has turned red on the vine (or yellow for yellow tomatoes, pink for pink varieties, and so forth).
- Its colour is even. In other words, ripe red tomatoes don't have one side that's green. The entire tomato has colour.
- It is just a tiny bit soft when squeezed ("in between firm and soft").

The harvesting procedure will be as follows:

- Grasp a ripened tomato gently and firmly then twist it until it snaps off the vine
- Put unripe tomatoes in a cool dark place, arranging them in a single layer.
- Check frequently for holes, cracks or even tiny specks of rot and remove any damaged tomatoes immediately - they'll quickly transmit moisture and rot to healthy fruits.
- Store ripe tomatoes at room temperature for best flavour; they'll keep for a day or two

It is expected tomato to be harvested even up to ten times from first harvest to last harvest. Normally the highest yield is 11kg/plant and this obtained in the firth harvest; from there the yield slowly declines until end of harvesting period. The harvesting period for tomatoes lasts for about one month.

3.3. Agronomy of Water Melon

3.3.1 Water melon Farming

Watermelon
Watermelon is now widespread in all tropical and subtropical regions of the world, mostly grown for fresh consumption of the juicy and sweet flesh of mature fruits.

Soil
A well-drained, fairly fertile and sandy loam soil is ideal for watermelon production, however with proper it can be successfully grown in clay soil.

Varieties

Variety	Shape	Flesh Color	Rind Color	Type
Sugar Baby	round	red	Dark green	OP
Goody Ball	round	red	Dark green	F1 hybrid
Charleston gray	oblong	red	Light green	OP
Maharlika	round	red	Dark green	F1 hybrid

Climate
Watermelon grows best when the monthly average temperature is about 21^{o}C to 29^{o}C. Planting is on the month of October to January and off- season is early August.

3.3.2 Culture and Management

Land preparation
Field should be prepared thoroughly by plowing and harrowing and removing the different plant debris. It should also be pulverized and leveled; furrows are made 2 meters apart.

Sowing
Pre-germinate the seeds before sowing; soaking it in water for overnight period. Drill 2-3 seeds per hill at a distance of 1.5x 2.0 meter apart. Ten to fifteen days after emergence thin toone plant per hill, a hectare of land will need 3-4 kilograms of seeds.

Fertilization
Soil analysis is recommended but in general for organic fertilizer a hectare should need about 10-15 tons, side dress with 10-20 grams per hill of 14-14-14 NPK two weeks until onset of female flower. At fruit setting apply 10 grams of urea (46-0-0) and Nitrate of potash (0-0-60) at 1:1 ratio 2-3 times every two weeks.

Irrigation
Field should be irrigated whenever necessary by either using furrow irrigation or by manual watering. In case of this business plan promoter will use drip irrigation. Frequent high irrigation 10-15 times is recommended at planting time, vegetative, flowering and fruiting development stage. Do not allow the fruits to get wet while irrigating. Two weeks prior to maturity irrigation should be stop.

Weeding and Cultivation
Shallow cultivation by off baring, 15 days after planting followed by hilling up at 30 days after planting and hand weeding thereafter until the crop has attained sufficient size to cover the soil which in turn will suppress the growth of weeds.

Training of vines
Rearrange or train the vines along the rows 25 days after planting to facilitate watering and weeding but main vines should not be touched anymore

Fruit thinning
Removal of misshapen fruits, thinning of two fruits per vines of varieties which produce large size fruits and 4-6 in the case of small fruited varieties are suggested and done when thelargest fruit is 10 cm long and 10 cm in diameter.

3.3.3 Pest and Diseases control in Water Melon

Insect: Thrips, aphids, cucurbit beetle, melon fruit fly, spider mites, and cutworm. Spray insecticide at manufacturer recommendation.

Disease: Downy mildew, powdery mildew, mosaic, anthracnose, use appropriate chemicals in controlling these diseases by following the manufacturer recommendation.

3.3.4 Time for Harvesting

Watermelon fruits do not ripen further after pickling; hence the fruits should be mature enough when harvested. It takes a watermelon to mature from 35 to 45 days after pollination. Harvesting indexes could be used:

- Tapping a dull or hallow sound is an indication to maturity
- Color - fruit part resting in the ground becomes a distinct yellow patch as in sugar baby

Tendril right behind each fruit dried down up to the base.

3.4. Agronomy of Sweet pepper

3.4.1 Sweet Pepper Farming

Soil type and analysis

Well-draining soils and medium to heavy soils, such as clay loams or sandy loams are suitable. The required pH level is around 5.3-6.8. Water proximity If possible, a site near a water source is ideal. In case of this business plan the promoter use drip irrigation in which water will be available all the time.

3.4.2 Good Climate condition for production

- It tolerates a wide range of temperatures range 23 degrees to 27 degrees Celsius and 15 degrees to 18 degrees Celsius are ideal
- Generally better suited to withstand high temperatures than low temperatures
- • Best grown using irrigation, however, ideal rainfall is 600 millimeters during the production period.
- During the first month after transplanting, crop should not face any drought.
- Altitude: Can grow from sea level to 1,600 meters above sea level.
- Avoid cultivation during extremely hot periods

Nursery Preparation

Preparation

- When possible, select virgin land for the nursery
- Site should be close to a water source
- Should be protected from interference
- The area should be thoroughly ploughed to a depth of at least 15 centimeters, two weeks in advance
- The soil should then be prepared to a fine tilth
- Remove all trash and clods
- Incorporate well-cured manure and DAP
- Some types of soils will require the addition of sand
- Measure a bed one meter wide and of suitable length
- The modern nursery incorporates the use of seedling plugs or trays and as such, you can avoid the beds by using the trays
- When trays are used, make sure ground or bench is level

Sowing

- Before sowing in the nursery, wet soil thoroughly using a rose sieve
- Depth of seed sowing depends on size of seed
- In beds, drill seeds in lines thinly (15 centimeters apart)
- In the plugs, put one seed per hole
- Then cover with a layer of media.

Transplanting
At four weeks old, begin the hardening process (by reducing watering frequency, removing shade, etc.) also start application of root guard. One hour before transplanting, wet the nursery. Transplant should be done in the evening to reduce shock. The plants should be six weeks old. The seedlings should be planted at the same depth as they were in the nursery

3.4.3 Culture and Management

Fertilization
At planting stage, phosphorus fertilizer should be added. The soil acidity usually will determine a suitable fertilizer. A top dressing should follow with a nitrogen fertilizer three weeks after planting. Followed with another top dressing around the flowering stage

Manure
It is advisable to incorporate manure during land preparation or at planting time. Aim for about 10 to 30 tons per hectare.

Weeding
Ensure field is weed free, thus regular weeding necessary

Mulching
Helps to reduce weed pressure, helps retain moisture and also helps maintain soil fertility. The application of good mulch will help greatly in producing good sweet pepper. Good mulch conserves moisture, keeps down weeds, keeps the tomatoes clean, and makes it easier to walk through the garden when the soil is wet.

3.4.4 Pest and Disease control
The common pest and insects most likely to cause significant damage to sweet pepper are red spidermites, American bollworm, aphids and white flies, while the main sweet pepper diseases are powdery mildew and bacterial wilt

- Control the pests through regular scouting and correct selection and use of pesticides.
- Use disease-resistant, adapted varieties from a known disease-free source
- Do not plant sweet pepper too frequently in the same field.

3.4.5 Harvesting and Postharvest handling

It takes about 2½ to 3 months after transplanting, the sweet pepper to be ready for picking and can be done for another 2 to 3 months. The specifications of the sweet pepper can be determined by the type of market in which promoter use to sell

Postharvest handling
Sweet peppers should be handled with care to avoid bruising. Should be packed in either wooden crates or bread crates with a standard weight to avoid bruising

3.4.6 Agronomy of Pineapple

3.4.6.1 Climate conditions, water and soil management

Pineapple is grown successfully in tropical lowlands and in the subtropics, in areas where the climate is warm, humid and free from extreme temperatures. A temperature range of 18 to 45°C is favorable, 25 °C being optimal, though the plant can tolerate cool nights for short periods. Prolonged cold retards growth, delays maturity and causes the fruit to be more acid. Temperatures below 20°C can lead to chlorotic discoloration, so, away from tropics, the right combination of heat and moisture are important factors to consider for successful pineapple production.

Very intensive solar radiation can damage the fruit. Under the full strength of the sun the fruits can develop sunburn, especially when they lodge and are no longer protected by the crown. One method of protection in these cases is binding the leaves around the fruits in order to cover them. However, this is the labour-intensive. Alternatively, the crop can be dusted with lime or diatomite to leave a thin layer of reflecting substance on the fruits/plants.

Pineapple will produce fruit under annual precipitation ranging from 650 to 3,800 mm depending on cultivar, location and atmospheric humidity (RH should range between 70 and 80%). Ideal rainfall for pineapple production is about 1,100 mm. Reasonable yields can be obtained with as little as 750 mm of well-distributed rainfall per year or with supplementary irrigation (600mm and 2500mm being the outer limits). Irrigation is essential right after planting unless this is done during the rainy season. After establishment, irrigation is only necessary when long dry periods occur. Overhead or drip irrigation is recommended and flood irrigation should be avoided. Pineapples cannot stand water logging.

The best soil for pineapple culture is a well-drained, sandy loam with a high content of organic matter and it should be friable for a depth of at least 60 cm. The crop does well on optimum pH of 4-5. Soils with old ant hills have a higher pH, and are not suitable for the production of good pineapples. Avoid black cotton soil, low lying areas and common red loams that are likely to flood.

3.4.6.2 Land preparation

The land should be well prepared before planting because pineapple is shallow-rooted and easily damaged by post-planting cultivation. Proper land preparation is extremely important for the development of the roots. Poor land preparation result in poor yields. Perennial weeds should be cleared by repeated deep cultivations during the dry season. Uproot weeds (e.g. couch grass (***Digitaria*** **sp.),** allow them to dry, harrow into strips and burn them.

In areas where the soils have high clay content, it is essential to plough also during the dry season to facilitate root penetration of pineapples. Plough to a depth of 45 cm, or if using hand digging, dig as deep as possible. After ploughing, use a disc harrow to produce a fine tilth. Small-scale growers can uproot old pineapple plants by hand, while large growers can use a large harrow to uproot and chop the stumps and leaves.

3.4.6.3 Manures and fertilisers

Nitrogen is essential to increase fruit size and total yield. Five to 10 tons of manure per hectare applied to the field before mulching and planting will increase eventual yields. A general application of 180 to 200 kg/ ha of rock phosphate should be added at the same time. Each ratoon crop will again need a new supply of nutrients and will benefit from compost as well as rock phosphate at the same rate.

If legumes are used as green cover plants, it should be considered that they supply significant amounts of nitrogen to the soil when calculating the amounts of compost required. In this case, compost with a rather high C/N ratio should be used. If possible, the compost should be spread in two separate lots: one half (about 2.5 tons) before planting, and about 2.5 tons to induce flower formation. Organic foliar feed is also beneficial. However too much nitrogen will result in watery/ glassy fruit as well as in production of multiple crowns on fruits and too many slips. Deficits in the potassium supply can be balanced out by the use of wood ash (combined with compost). In exceptional cases, the certification bodies will allow the use of potassium magnesia in organic farming. No fertilization should take place after the first bud stage.

3.4.6.4 Crop rotation

Crop rotation should be followed allowing several years between pineapple crops on the same land. Some crops usually included in rotation with pineapples are groundnuts, beans, rice and vegetables. To prepare the land used for pineapple production, green manure plants like cowpea can be grown and incorporated into the soil prior to planting pineapples. Crop rotation is important to avoid build-up of root knot and other nematodes that contribute to large crop losses. To be effective, crops known to reduce or eliminate root knot nematode infestation should be planted between pineapple crops.

3.4.6.5 Mulching

Use of black polythene (150 gauges) is recommended as it helps maintain high soil temperature, retain moisture and controls weeds to some extent. In areas where temperatures are high, use of mulch may not be essential. Use of grass mulch has been found to reduce yields.

3.4.6.6 Varieties

The most important variety "Smooth Cayenne" is grown commercially for both canning and the fresh market.

3.4.6.7 Propagation and planting

Commercial propagation of pineapple is not through seeds but by vegetative propagation. Three types of planting material are used for pineapple growing. These are crowns, slips and suckers.

- **Crowns** are the leafy growth on top of the fruit. These take 25-28 months to come into bearing, but have uniform growth and are less susceptible to premature fruiting.
- **Slips** are leafy shoot growth arising from the fruit stalks. They take 22-24 months to come into bearing.

- **Suckers** are leafy shoot growth from the base of the plant where the roots grow. They give the highest yield, but take long to fruit production. They are also more difficult to plant. Suckers take 18-22 months to come into bearing.

To achieve uniform plant growth, selection and sizing of planting material is of major importance. All planting material can be stored upside down (to promote suberisation and avoid rotting) in the shade for up to three months and then planted in loose friable dry or pre- irrigated soil. Only totally healthy and if possible large shoots should be chosen (about 400 to 500 g in weight are best), in order to ensure a uniform crop. Slips can also tolerate dryness, yet not as well as the suckers as they are generally lighter in weight. Slips differ much in size making grading in sizes necessary in order to have uniform plantings.

3.4.6.8 Spacing

Spacing depends on cropping pattern chosen. For mono cropping where irrigation is available a plant population of 70,000 to 100,000 plants/ha is possible. This can be achieved by planting double rows 40cm apart, 60 cm between the double rows, and 20 cm between plants.This can give a yield of 100 to 120 t/ha plus about 40 t/ha for the rato on crop.

Under rain-fed conditions spacing between double rows is increased to double rows 60 cm apart and 90 cm between the double rows and 30 cm between plants. This spacing can yield about 75 t/ha plus 30 t/ha in the first rato on.

In intercropping the same double rows can be used and interpolated with legumes and/or cereals. The intercropped area and the pineapple area can then switch location when pineapples need replanting. Intercropped legumes help provide nitrogen to the pineapple crop.

3.4.6.9 Flower induction

Pineapple flowering may be delayed or uneven, and it is highly desirable to attain uniform maturity and also to control the time of harvest in order to avoid overproduction in the peak periods. Synchronised flowering can be induced by smoke (due to ethylene produced). Ethylene and ethylene-releasing compounds (e.g. Calcium carbide) used in conventional production are very effective. Flower formation in agro-forestry systems can be induced by selective tilling of the weeds and by cutting back trees two months before the blossoming is supposed to occur. The sudden increase of light will have a similar effect to using carbide. This enables the harvesting time to be controlled in response to market demand (e.g. beforeor after the usual regional harvesting season to gain a price advantage).

3.4.6.10 Harvesting

The fruits are ready to harvest when they snap off at the bending of the fruit. Fresh fruits destined for the local market are plucked when almost ripe. Fresh pineapples destined for export are harvested green-ripe (beginning to turn yellow-green at the base of the fruit). They are cut off with a sharp knife leaving a stem which is later trimmed to 3.4 cm.

Fruits can then be cool-stored for up to four weeks (storage temperature about 7°C). Because of their low sugar-content, pineapples harvested too early are unpopular amongst consumers

(unripe pineapples do not ripen after harvest). The colour of the skin is an important criterion in determining the ripeness of the fruit. Fruits destined for the European market are often classified according to the extent to which an orange-yellow colouring has spread up from the base of the fruit as follows:

- Ripeness-colour 1: Only the base is orange-yellow.
- Ripeness-colour 2: The orange- yellow colour covers half of the fruit.
- Ripeness-colour 3: The orange- yellow colour reaches three quarter up.
- Ripeness-colour 4: Whole of the fruit yellow.

Only fruits of ripeness-colour 1 can be exported. Every care should be taken to prevent bruising. Pineapples should not be thrown into Lorries as this will cause bruising.

For canning the sugar/acid ratio (°Brix) is measured and the fruit is graded according to sizes. 13 to 16° Brix is suitable for canning. This is only attainable when the fruits mature when there is plenty of sunshine. The graded sizes are based on the diameter of the fruit as follows:

- Grade I - 12.7 cm minimum diameter and 15.3 cm minimum length (about 3 ½ kg fruit)
- Grade II - 10.8cm minimum diameter and 13.3 cm minimum length (2 ½ - 3 kg fruit)
- Grade III: 8.9 cm minimum diameter and 11.4 cm minimum length (1 ½ - 2 kg fruit)
-

Canneries accept only grade I and II.

The harvested pineapple in December 2019

3.4.6.11 Pruning

Once the fruit has been harvested, remove all slips and leave generally only 1 (maximum 2) strong and healthy sucker arising from ground level. Leaving more suckers will reduce the size of harvested fruits. The rest of the slips and suckers can be used as additional planting material after sorting or can be chopped and used as mulch. The mother plant can be left in

the field as mulch.

3.4.6.12 Pest and Disease

One of the most important insect pests of pineapple is the mealy bug (*Dysmicoccus brevips)*. This insect carries virus which causes a red or yellow coloration on the leaf resulting in stunting and wilting of the whole plant. This can be controlled by spraying with insecticide called *Midlothian*

Nematodes are the most serious pests of pineapples in commercial growing. The infection is controlled with soil fumigation, using for example D.D *nematicides*

Heart rots diseases caused by *phytophthora cinnamomid* result in rotting of the fruit from the centre (heart) outwards. Control is done by soak planting material in defoliating fungicide and applying the same fungicide two and four months after planting.

3.4.6.13 Availability of Farm Inputs

Farm inputs are available at village level. Traders from Ruvuma are supplying all required inputs during the season at the village. There are 3 agrovets in the village. There is minimal use of mechanization on pineapple farming at Nkale-Misufini Village, all farming activities such as land clearing, cultivating and harrowing are done by using hand hoe.

4 MARKETING ASPECTS

4.1 Promoter's Produce

The promoter's product produce will be Tomatoes, Water melon, Sweet pepper and Pineapple. The promoter expects to harvest more than 171,000kgs of tomato from 10 acres, 77,700kg of water melon from 13 acres, 85,500kg of Sweet peppers from 10 acres and 129,200 pieces of pineapple from 17 acres.

4.2 Market and Prices

Market of fruits and vegetables depends on the population density hence its market is very variable. Farmers located near towns and large population centres like Ruvuma, Kilimanajaro,Morogoro,Iringa and Dar es salaam where the farm is nearly located are the popular place for the fruits and vegetables market.

The fruits and vegetables are sold under retail market which the seller always sells through local markets, in Dar region are found in Mabibo, Buguruni, Kariakoo and Tandale and also in other small markets in regional centers. The producers sometimes use agents in these markets to sell their fruits and vegetables. But the known major buyers of fruits like pineapple who deal with juice processing in the market are Azam and Sayona industries and some buyers from countries like Dubai, Kenya, Zambia,South Africa and Qatar.

The market for fruits and vegetables is very reliable and widely accessible in Kilimajaro,Morogoro, Arusha, Ruvuma and Dar es Salaam.

Table 3: Existing market Price for the produces.

Produce	**Unit/acre**	**PRICE IN TZS**
Tomatoes	18,000kg	400/kg
Watermelon	6.000kgs	1000/fruit
Sweet pepper	9,000kgs	500/kg
Pineapple	8000pineapple	850/pineapple

4.3 Competition

The promoter has low competition since the market for the produce is ready available in urban and regional centres. However the price of the produce is determined by its quality, quantity and season in the market.

4.4 Distribution

After harvesting, the promoter will distribute his product to the customers who are mainly located in Kilimanjaro,Iringa,Morogoro, Ruvuma, Arusha and Dar es Salaam. In case of (tomatoes, Water melon, sweet pepper, pineapple) promoter will sell the product direct to Dar es Salaam at Buguruni Market, Mabibo market, Tandale market and other areas. The promoter has no doubt on that market because he has loyal customers on that market who use to communicate to request the product.

5 FINANC IAL PROJECTIONS

5.2 Investment and Financing Plan

The projected investment cost is TZS 486,414,900/=which will be financed by additional equity contribution of TZS 221,232,385/- and a short term loan of TZS 112,872,515/= (Annex 1). The interest charged for the loan is assumed to be 20% and the loan is repayablein 2 years with grace period of 12 months.

Figure 1: Investment and financing plan

Description	EQUITY		LOAN	TOTAL
	Existing	Additional		
Land and Buildings				
Land Acquisition	100,000,000	0	0	100,000,000
Exist Farm Development	52,160,000	0	0	52,160,000
New farm Development	0	31,985,850	17,223,150	49,209,000
Borehole drilling (100 metres)	0	19,500,000	10,500,000	30,000,000
BOQ for drip irrigation installation under 17 acres	0	95,947,735	51,664,165	147,611,900
Power supply from TANESCO installation	-	16,900,000	9,100,000	26,000,000
Sub-Total	**152,160,000**	**164,333,585**	**88,487,315**	**404,980,900**
Machinery and Equipments				
Tools	150,000			150,000
Sub-Total	**150,000**	-	-	**150,000**
Pre operational Cost				
Working Capital (WC)		56,898,800	24,385,200	81,284,000
Sub-Total		56,898,800	24,385,200	**81,284,000**
Grand total	**152,310,000**	**221,232,385**	**112,872,515**	**486,414,900**

Financing Plan (TZS)	Existing	New Funding	Total	Gearing
Promoter`s Equity	152,310,000	221,232,385	373,542,385	77%
Bank - Loan	-	112,872,515	112,872,515	23%
Total Finance	**152,310,000**	**334,104,900**	**486,414,900**	**100%**

5.3 Financial Performance

The projected income statement shows positive income for the investment, which approximate TZS 135,069,723 /- net profit in year one, (Annex 9).

5.4 Production costs

The production costs will approximate TZ 75,884,000 /- in the whole period costing from land preparation to harvesting Tomatoes, water melon, Sweet pepper and pineapple production costs (Annex 4).

5.5 Working Capital

The promoter will have enough working capital required to finance operational cost together with labour cost in the first year of business operations. Total working capital is TZS 81,284,000/- (Annex 6).

5.6 Sales Revenue and Prices

The promoter's revenue from this business will be realised by selling Tomatoes TZS 400/- per kg, Water melon TZS 1000 per fruit, Sweet pepper TZS 500/-per kg and pineapple at an average price of TZS 850/= per fruit (Annex 7)

5.7 Cash flow and Income Statements

The sources and uses of funds are shown in the projected cash flow statement. The analysis indicates that the business will meet its financial obligations with a comfortable balance.

5.8 Financial Viability of the Proposed Investment

The investment is sensitive to both changes in operating cost and selling price of produce; however the promoter will be able to meet his financial obligations with a comfortable balance. See the table below for the results of conducted sensitivity analysis

Table 4 : Sensitivity Analyses

Sensitivity Analysis			
Description	**Change**	**IRR**	**NPV (TZS)**
Base Scenario	0%	78%	278,245,755
Revenue Falls	-5%	70%	247,706,826
Operational Costs Rise	5%	76%	270,486,799

6 MANAGEMENT, HUMAN RESOURCES & WELFARE

6.0 Management in General

The farm is managed by a Farm manager and assisted by 6 attendants. The promoter has acquired enough experiences since 2019.

6.1 Availability of laborers

The requirement for human resources is not a problem. Both professional and casual labour is available at Ruvuma necessary for the farm activities.

6.2 Training and Technical Advice

The project expects to benefit in extension services from experts in Nkale-Misufini extension officers at HANDENI district for consultation.

6.3 Gender Considerations

The Promoter has considered the gender balance in the course of employment by giving priority to women. Currently has employed one woman in the project.

6.4 HIV & AIDS Awareness.

The promoter will ensure that employees check their health status from time to time and allow them to attend seminars on HIV/AIDS Control Unit and hospital for HIV/AIDS awareness and prevention campaign.

7 ENVIRONMENTAL ASPECT

Negative environmental impact from the Promoter's production and mitigating measures has been listed in Table 4.

Table 5 : Environmental Impact for Seeds Processing and Mitigating Measures

Area of Impact	Type of Impact	Mitigation Measures
Environment	Soil erosion by water or wind.	Encourage ridges farming to minimize soil erosion Discourage cutting of and Encourage planting of trees around the field farm
Soil	Deterioration of land due to excess use of artificial fertilizers and herbicides Build-up of excess mineral salts from the use of fertilizers.	Fertiliser recommendations should be followed in terms of rate, time and method of application to maximiseplant uptake and minimise impact If necessary, chemical control will be well timed and selective to reduce negative impact

8 CORPORATE SOCIAL RESPONSIBILITY (CSR)

8.1 Gender Considerations

Promoter expects to employ six field attendants who will work only for six months. In regard to gender balance in employment the promoter is planning to employ women in his other businesses including levy collection agency in the future.

8.2 Occupational Health and Safety

Most of the small and medium entities businesses are not aware of the Occupational safety and Health Authority (OSHA). However, the promoter has promised to make follow up and abide with the law which enforce any company or organization with more than two employees must abide with OSHA regulation. Also promoter will make sure all employees get required working gears to protect them from being affected during applying of inputs like fertilizers etc.

8.3 Community Development Aspects

The promoter is engaged by contributing money for building secondary schools, roads, drilled boreholes and others social responsibility within the area

8.4 Anti-Corruption

According to the promoter he does not entertain corruption behavior and activities. The promoter is seems to be genuine as he is having all documents required and follow all the procedures in his activities. This gives us a picture that the promoter is playing a fair game in the business as well as out of the business. The issue of corruption is very difficult to address as the both parties involved would like to cover it. However, through probing we can see the client is genuine.

8.5 Labor Rights

In our analysis we did not see any violation of the labor rights like child employment or working beyond the normal hours without payments; however the promoter has to improve on the issue of contracts to his employees even if it is six months.

9 CONCLUSION AND RECOMMENDATIONS

9.1 Risk

Main risks involved in this investment include drought and outbreak of pests and diseases which may reduce yield at high rate. For the case of diseases and pest, they can be controlled by the use of resistant cultivars and use of pesticides and insecticides. There is no doubt regarding droughts as the promoter use drip irrigation in his horticultural farm.

9.2 Conclusion

The analysis of the business shows that it is profitable and viable undertaking business hence justifying the investment.

9.3 Recommendations

It is therefore recommended that a 2-year term loan amounting to TZS 1 , 721,802,515/= with a grace period of 12 months to be granted to the promoter. The financer also should consider time for loan disbursement as the success of this type of investment depends highly on seasonality

Annexes

Annex: Investment cost and Financing plan

Annex 1: Invetent Sheet				
Description	**EQUITY**		**LOAN**	**TOTAL**
	Existing	**Additional**		
Land and Buildings				
Land Acquisition	100,000,000	0	0	100,000,000
Exist Farm Development	52,160,000	0	0	52,160,000
New farm Development	0	31,985,850	17,223,150	49,209,000
Borehole drilling (100 metres)	0	19,500,000	10,500,000	30,000,000
BOQ for drip irrigation installation under 17 acres	0	95,947,735	51,664,165	147,611,900
Power supply from TANESCO installation	-	16,900,000	9,100,000	26,000,000
Sub-Total	**152,160,000**	**164,333,585**	**88,487,315**	**404,980,900**
Machinery and Equipments				
Tools	150,000			150,000
Sub-Total	**150,000**	**-**	**-**	**150,000**
Pre operational Cost				
Working Capital (WC)		56,898,800	24,385,200	81,284,000
Sub-Total		56,898,800	24,385,200	**81,284,000**
Grand total	**152,310,000**	**221,232,385**	**112,872,515**	**486,414,900**
Financing Plan (TZS)	**Existing**	**New Funding**	**Total**	**Gearing**
Promoter`s Equity	152,310,000	221,232,385	373,542,385	77%
Bank - Loan	-	112,872,515	112,872,515	23%
Total Finance	**152,310,000**	**334,104,900**	**486,414,900**	**100%**

Annex : Depreciation

Annex 2: Depreciation of Assets								
Description	**Value**	**Rate**	**Method**	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Land and Building								
Office Building	404,980,900	2.5%	Straight line	404,980,900	394,856,378	384,731,855	374,607,333	364,482,810
Allowance				10,124,523	10,124,523	10,124,523	10,124,523	10,124,523
Closing Balance				**394,856,378**	**384,731,855**	**374,607,333**	**364,482,810**	**354,358,288**
Machines and Equipment								
Opening Balance	150,000	12.5%	Straight line	150,000	131,250	112,500	93,750	75,000
Allowance				18,750	18,750	18,750	18,750	18,750
Closing Balance				**131,250**	**112,500**	**93,750**	**75,000**	**56,250**
Total Depreciation				**10,143,273**	**10,143,273**	**10,143,273**	**10,143,273**	**10,143,273**
Closing Balance	**405,130,900**			**394,987,628**	**384,844,355**	**374,701,083**	**364,557,810**	**354,414,538**

Annex : Manpower Requirements

Annex 3: Manpower			
Title	**No:**	**onthly Sala**	**Annual Salary**
Farmmanager	1	200,000	1,200,000
Field Attendant	6	100,000	3,600,000
Total	**7**	**300,000**	**4,800,000**
Grand Total			**4,800,000**

Annex ; Operational cost (TZS)

Annex 4.0: Monthly Production Cost

Description/Months	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Tomato Operational Cost:													
Asila F1 Seeds	3,600,000												3,600,000
Farm yard manure	750,000	-	-	-									750,000
Fertiliser - Molasses	300,000	300,000	300,000	300,000									1,200,000
Insecticide - Blast 250ml	400,000												400,000
Insecticide - Chlorpiryphos 1lt	200,000												200,000
Insecticide - Imidacropid 1lt	800,000												800,000
Fungicide - Azostrobin 1lt	800,000												800,000
Fungicide D and Monopotassium phosphate	560,000												560,000
Fungicide Chlorathalonil	200,000												200,000
Fungicide Mancozeb & Metalaxyl	200,000												200,000
Roundup 1lt	240,000												240,000
Land clearing	300,000												300,000
Ploughing	500,000												500,000
Harrowing	500,000												500,000
Application of herbicides/pesticides	150,000												150,000
Seedbed preparation	700,000												700,000
Planting	400,000												400,000
Harvesting & Packing	-		166,667	166,667	166,667								500,000
Casual Labour for normal various farm operations	675,000	675,000	675,000	675,000									2,700,000
Sub total	**11,275,000**	**975,000**	**1,141,667**	**1,141,667**	**166,667**	-	-	-	-	-	-	-	**14,700,000**

Description/Months	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Water melon Operational Cost:													
Seed Hybrid Patanegra (3,000 seeds) need 2225	1,500,000												1,500,000
Fertiliser UREA 50kg	187,500	187,500	187,500	187,500									750,000
Fertiliser MAP 12.61.0 npk 25kg	175,000	175,000	175,000	175,000									700,000
Fertiliser Potassium Nitrate 13.0.44 npk 25kg	262,500	262,500	262,500	262,500									1,050,000
Fertiliser Calcium Nitrate 26% N 25kg	787,500	787,500	787,500	787,500									3,150,000
Fertiliser Solubor (Boron) gms	187,500	187,500	187,500	187,500									750,000
Fertiliser - Molasses	112,000	112,000	112,000	112,000									448,000
Insecticide - Blast 250ml	300,000	-	-	-	-								300,000
Insecticide - Imidacropid 1lt	400,000	-	-	-	-								400,000
Fungicide - Azostrobin 1lt	800,000	-	-	-	-								800,000
Fungicide D and Monopotassium phosphate	70,000	-	-	-	-								70,000
Fungicide Chlorathalonil	400,000	-	-	-	-								400,000
Fungicide Mancozeb & Metalaxyl	200,000	-	-	-	-								200,000
Roundup 1lt	240,000	-	-	-	-								240,000
Land clearing	300,000	-	-	-	-								300,000
Ploughing	500,000	0	0	0	0								500,000
Harrowing	500,000	0	0	0	0								500,000
Application of herbicides/pesticides	150,000	0	0	0	0								150,000
Seedbed preparation	700,000	0	0	0	0								700,000
Planting	400,000	0	0	0	0								400,000
Application of fertilizers through irrigation	200,000	0	0	0	0								200,000
Harvesting & Packing	-	-	166,667	166,667	166,667								500,000
Casual Labour for normal various operations	675,000	675,000	675,000	675,000	-								2,700,000
Sub total	**9,047,000**	**2,387,000**	**2,553,667**	**2,553,667**	**166,667**	-	-	-	-	-	-	-	**16,708,000**
Grand Total													

Description/Months	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Sweet Peper Operational Cost:													-
Tykoon	400,000	-											400,000
Fertiliser UREA 50kg	-	750,000	-	-									750,000
Fertiliser MAP 12.61.0 npk 25kg	-	700,000	-	-									700,000
Fertiliser Potassium Nitrate 13.0.44 npk 25kg	-	1,050,000	-	-									1,050,000
Fertiliser Solubor (Boron) gms		150,000	-	-									150,000
Fertiliser - Molasses	-	800,000	-	-									800,000
Insecticide - Blast 250ml	400,000	-											400,000
Insecticide - Chlorpiryphos 1lt	200,000	-											200,000
Insecticide - Imidacropid 1lt	800,000	-											800,000
Fungicide - Azostrobin 1lt	800,000	-											800,000
Fungicide D and Monopotassium phosphate	560,000	-											560,000
Fungicide Chlorathalonil	200,000	-											200,000
Fungicide Mancozeb & Metalaxyl	200,000	-											200,000
Roundup 1lt	240,000	-											240,000
Staking poles	1,500,000	-											1,500,000
Land clearing	300,000	-											300,000
Ploughing	500,000	-											500,000
Harrowing	500,000	-											500,000
Application of herbicides/pesticides	150,000	-											150,000
Seedbed preparation	700,000	0											700,000
Planting	400,000	0											400,000
Harvesting & Packing	-	0	1,000,000										1,000,000
Casual Labour for normal various operations	670,250	670,250	670,250	670,250									2,681,000
Sub total	**8,520,250**	**4,120,250**	**1,670,250**	**670,250**	-	-	-	-	-	-	-	-	**14,981,000**

Pineaaple Operation costs													
Weeding	-	-	510,000	-	-	-	-	-	-	-	-	-	**510,000**
Fertilizer: Farm yard manure	1,700,000	-	-	-	-	-	-	-	-	-	-	-	**1,700,000**
Fertilizer application	510,000	-	-	-	-	-	-	-	-	-	-	-	**510,000**
Pruning	-	-	-	-	255,000	255,000	-	-	-	-	-	-	**510,000**
Harvesting and transport	-	-	-	-	-	-	-	-	-	-	9,562,500	9,562,500	**19,125,000**
Labourers	-	-	-	-	-	-	-	-	-	-	7,140,000	-	**7,140,000**
Sub total	**2,210,000**	-	**510,000**	-	**255,000**	**255,000**	-	-	-	-	**16,702,500**	**9,562,500**	**29,495,000**
Grand total cost	**31,052,250**	**7,482,250**	**5,875,583**	**4,365,583**	**588,333**	**255,000**	-	-	-	-	**16,702,500**	**9,562,500**	**75,884,000**

Annex 4.1: Annual Production Cost					
Description			**Years**		
Tomato	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Asila F1 Seeds	3,600,000	3,600,000	3,600,000	3,600,000	3,600,000
Fertiliser UREA 50kg	750,000	750,000	750,000	750,000	750,000
Fertiliser - Molasses	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000
Insecticide - Blast 250ml	400,000	400,000	400,000	400,000	400,000
Insecticide - Chlorpiryphos 1lt	200,000	200,000	200,000	200,000	200,000
Insecticide - Imidacropid 1lt	800,000	800,000	800,000	800,000	800,000
Fungicide - Azostrobin 1lt	800,000	800,000	800,000	800,000	800,000
Fungicide D and Monopotassium phosphate	560,000	560,000	560,000	560,000	560,000
Fungicide Chlorathalonil	200,000	200,000	200,000	200,000	200,000
Fungicide Mancozeb & Metalaxyl	200,000	200,000	200,000	200,000	200,000
Roundup 1lt	240,000	240,000	240,000	240,000	240,000
Land clearing	300,000	300,000	300,000	300,000	300,000
Land preparation/ploughing	500,000	500,000	500,000	500,000	500,000
Land preparation/harrowing	500,000	500,000	500,000	500,000	500,000
Application of herbicides/pesticides	150,000	150,000	150,000	150,000	150,000
Seedbed preparation	700,000	700,000	700,000	700,000	700,000
Planting	400,000	400,000	400,000	400,000	400,000
Harvesting & Packing	500,000	500,000	500,000	500,000	500,000
Casual Labour for normal various operations	2,700,000	2,700,000	2,700,000	2,700,000	2,700,000
Sub total	**14,700,000**	**14,700,000**	**14,700,000**	**14,700,000**	**14,700,000**

Description			Years		
Watermelon	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Seed Hybrid Patanegra (3,000 seeds) need 2225	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Fertiliser UREA 50kg	750,000	750,000	750,000	750,000	750,000
Fertiliser MAP 12.61.0 npk 25kg	700,000	700,000	700,000	700,000	700,000
Fertiliser Potassium Nitrate 13.0.44 npk 25kg	1,050,000	1,050,000	1,050,000	1,050,000	1,050,000
Fertiliser Calcium Nitrate 26% N 25kg	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000
Fertiliser Solubor (Boron) gms	750,000	750,000	750,000	750,000	750,000
Fertiliser - Molasses	448,000	448,000	448,000	448,000	448,000
Insecticide - Blast 250ml	300,000	300,000	300,000	300,000	300,000
Insecticide - Imidacropid 1lt	400,000	400,000	400,000	400,000	400,000
Fungicide - Azostrobin 1lt	800,000	800,000	800,000	800,000	800,000
Fungicide D and Monopotassium phosphate	70,000	70,000	70,000	70,000	70,000
Fungicide Chlorathalonil	400,000	400,000	400,000	400,000	400,000
Fungicide Mancozeb & Metalaxyl	200,000	200,000	200,000	200,000	200,000
Roundup 1lt	240,000	240,000	240,000	240,000	240,000
Land clearing	300,000	300,000	300,000	300,000	300,000
Ploughing	500,000	500,000	500,000	500,000	500,000
Harrowing	500,000	500,000	500,000	500,000	500,000
Application of herbicides/pesticides	150,000	150,000	150,000	150,000	150,000
Seedbed preparation	700,000	700,000	700,000	700,000	700,000
Planting	400,000	400,000	400,000	400,000	400,000
Application of fertilizers through irrigation	200,000	200,000	200,000	200,000	200,000
Harvesting & Packing	500,000	500,000	500,000	500,000	500,000
Casual Labour for normal various operations	2,700,000	2,700,000	2,700,000	2,700,000	2,700,000
Sub total	**16,708,000**	**16,708,000**	**16,708,000**	**16,708,000**	**16,708,000**

Description			Years		
Sweet Peper Operational Cost:	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Tykoon	400,000	400,000	400,000	400,000	400,000
Fertiliser UREA 50kg	750,000	750,000	750,000	750,000	750,000
Fertiliser MAP 12.61.0 npk 25kg	700,000	700,000	700,000	700,000	700,000
Fertiliser Potassium Nitrate 13.0.44 npk 25kg	1,050,000	1,050,000	1,050,000	1,050,000	1,050,000
Fertiliser Solubor (Boron) gms	150,000	150,000	150,000	150,000	150,000
Fertiliser - Molasses	800,000	800,000	800,000	800,000	800,000
Insecticide - Blast 250ml	400,000	400,000	400,000	400,000	400,000
Insecticide - Chlorpiryphos 1lt	200,000	200,000	200,000	200,000	200,000
Insecticide - Imidacropid 1lt	800,000	800,000	800,000	800,000	800,000
Fungicide - Azostrobin 1lt	800,000	800,000	800,000	800,000	800,000
Fungicide D and Monopotassium phosphate	560,000	560,000	560,000	560,000	560,000
Fungicide Chlorathalonil	200,000	200,000	200,000	200,000	200,000
Fungicide Mancozeb & Metalaxyl	200,000	200,000	200,000	200,000	200,000
Roundup 1lt	240,000	240,000	240,000	240,000	240,000
Staking poles	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Land clearing	300,000	300,000	300,000	300,000	300,000
Ploughing	500,000	500,000	500,000	500,000	500,000
Harrowing	500,000	500,000	500,000	500,000	500,000
Application of herbicides/pesticides	150,000	150,000	150,000	150,000	150,000
Seedbed preparation	700,000	700,000	700,000	700,000	700,000
Planting	400,000	400,000	400,000	400,000	400,000
Harvesting & Packing	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Casual Labour for normal various operations	2,681,000	2,681,000	2,681,000	2,681,000	2,681,000
Sub total	**14,981,000**	**14,981,000**	**14,981,000**	**14,981,000**	**14,981,000**

Pineaaple Operation costs					
Weeding	510,000	510,000	510,000	510,000	510,000
Fertilizer: Farm yard manure	1,700,000	1,700,000	1,700,000	1,700,000	1,700,000
Fertilizer application	510,000	510,000	510,000	510,000	510,000
Pruning	510,000	510,000	510,000	510,000	510,000
Harvesting and transport	19,125,000	19,125,000	19,125,000	19,125,000	19,125,000
Labourers	7,140,000	7,140,000	7,140,000	7,140,000	7,140,000
Sub total	**29,495,000**	**29,495,000**	**29,495,000**	**29,495,000**	**29,495,000**
Grand Total	**75,884,000**	**75,884,000**	**75,884,000**	**75,884,000**	**75,884,000**

Annex 5: Overhead Cost													
Description	**Month 1**	**Month2**	**Month3**	**Month4**	**Month5**	**Month6**	**Month7**	**Month 8**	**Month 9**	**Month 10**	**Month 11**	**Month 12**	**Total**
Transport and Telephone Expenses	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	1,200,000
Stationary Cost	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Total	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**150,000**	**1,800,000**

Annex 6: Working Capital					
Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Tomato Production Cost	14,700,000	14,700,000	14,700,000	14,700,000	14,700,000
Watermelon production Costs	16,708,000	16,708,000	16,708,000	16,708,000	16,708,000
Sweet pepper Production Costs	14,981,000	14,981,000	14,981,000	14,981,000	14,981,000
Pineaaple Operation costs	29,495,000	29,495,000	29,495,000	29,495,000	29,495,000
Man Power Cost	3,600,000	3,600,000	3,600,000	3,600,000	3,600,000
Overhead Cost	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000
Total Working Capital	**81,284,000**	**81,284,000**	**81,284,000**	**81,284,000**	**81,284,000**
Change in Working Capital		-	-	-	-

Annex 7: Projected Revenue

Descriptions	Kgs/acre	Pcs	Crates/acre	No of Acres	Price/kg/fruit
Tomatoes	18,000	-	400	10	400
Watermelon	6,000	3,000		10	1,000
Sweet pepper	9,000			10	500
Pineaaple	-	8,000	-	17	850

Total output is production

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Yield per Acre					
Tomatoes (Unit)	180,000.0	180,000.0	180,000.0	180,000.0	180,000.0
Watermelon (Unit)	60,000.0	60,000.0	60,000.0	60,000.0	60,000.0
Sweet pepper (Unit)	90,000.0	90,000.0	90,000.0	90,000.0	90,000.0
Pineapple (Unit)	136,000.0	136,000.0	136,000.0	136,000.0	136,000.0
Post Harvest Loss (5%)					
Tomatoes	9,000	9,000	9,000	9,000	9,000
Watermelon	300	150	3,000	3,000	3,000
Sweet pepper	4,500	4,500	4,500	4,500	4,500
Pineapple	6,800	6,800	6,800	6,800	6,800
Bags Available for Sale					
Tomatoes	171,000	171,000	171,000	171,000	171,000
Watermelon	59,700	59,850	57,000	57,000	57,000
Sweet pepper	85,500	85,500	85,500	85,500	85,500
Pineapple	129,200	129,200	129,200	129,200	129,200
Total Revenue					
Tomatoes	68,400,000	68,400,000	68,400,000	68,400,000	68,400,000
Watermelon	59,700,000	59,700,000	59,700,000	59,700,000	59,700,000
Sweet pepper	42,750,000	42,750,000	42,750,000	42,750,000	42,750,000

Annex 8: Loan Repayment Plan

* Interest Rate p.a.	20%		
* Grace Period (Months)	3.00		
* Repayment (Years)	6.00		
	Years		
Description	**Year 1**	**Year 2**	
Opening Balance (Investment)	112,872,515.00	56,436,258	
Principal Reypayment	56,436,257.50	56,436,258	
Closing Balance	**56,436,257.50**	**-**	
Interest On Loan	22,574,503.00	11,287,251.50	
Loan Repayment	**79,010,760.50**	**67,723,509**	

Annex 9: Income Statement Projection

Description	Years				
	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue:					
Tomato	68,400,000	68,400,000	68,400,000	68,400,000	68,400,000
Watermelon	59,700,000	59,700,000	59,700,000	59,700,000	59,700,000
Sweetpepper	42,750,000	42,750,000	42,750,000	42,750,000	42,750,000
Pineapple	109,820,000	109,820,000	109,820,000	109,820,000	109,820,000
Total Revenue	**280,670,000**	**280,670,000**	**280,670,000**	**280,670,000**	**280,670,000**
Tomato Production Costs	14,700,000	14,700,000	14,700,000	14,700,000	14,700,000
Watermelon Production Costs	16,708,000	16,708,000	16,708,000	16,708,000	16,708,000
Sweetpepper Production Costs	15,730,050	15,730,050	15,730,050	15,730,050	15,730,050
Pineaaple Operation costs	29,495,000	29,495,000	29,495,000	29,495,000	29,495,000
Overhead Cost	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000
Man Power Cost	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000
Profit Brfore Inter & Depr	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**
Less Capital Charges:					
Interest Term Loan	22,574,503	11,287,252	-	-	-
Depreciation	10,143,273	10,143,273	10,143,273	10,143,273	10,143,273
Profit Before Tax	**164,719,175**	**176,006,426**	**187,293,678**	**187,293,678**	**187,293,678**
Levy 18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Net Profit	**135,069,723**	**144,325,269**	**153,580,816**	**153,580,816**	**153,580,816**
Retained Earnings	135,069,723	279,394,992	432,975,808	586,556,624	740,137,439

Annex 9.1: Monthly Income Statement								
Description	**Month 1**	**Month 2**	**Month 3**	**Month 4**	**Month 5**	**Month 6**	**Month 7**	**Month 8**
Revenue from								
Tomato			22,800,000	22,800,000	22,800,000			
Watermelon						19,900,000	19,900,000	19,900,000
Sweetpepper								
Pineapple	-	-	-	-	-	-	-	-
Total revenue			**22,800,000**	**22,800,000**	**22,800,000**	**19,900,000**	**19,900,000**	**19,900,000**
Tomato Production Costs	2,940,000	2,940,000	2,940,000	2,940,000	2,940,000			
Watermelon Production Costs	-	-	-	3,341,600	3,341,600	3,341,600	3,341,600	3,341,600
Sweetpepper Production Costs	-	-	-	-	-	-	3,146,010	3,146,010
Pineaaple Operation costs	2,210,000	-	510,000	-	255,000	255,000	-	-
Overhead Cost	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Man Power Cost	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Profit Before Int & Depr.	**- 5,700,000**	**- 3,490,000**	**18,800,000**	**15,968,400**	**15,713,400**	**15,753,400**	**12,862,390**	**12,862,390**
Depreciation	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273
Interest Term Loan								
Profit Before Tax	**- 6,545,273**	**- 4,335,273**	**17,954,727**	**15,123,127**	**14,868,127**	**14,908,127**	**12,017,117**	**12,017,117**
Tax 18%								
Net Profit	**- 6,545,273**	**- 4,335,273**	**17,954,727**	**15,123,127**	**14,868,127**	**14,908,127**	**12,017,117**	**12,017,117**
Retained Earnings	**- 6,545,273**	**- 10,880,545**	**7,074,182**	**22,197,309**	**37,065,436**	**51,973,564**	**63,990,681**	**76,007,798**
Net Profit Margin			79%	66%	65%	75%	60%	60%

Annex 10: Projected Cash Flow					
Description/Years	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Cash Inflow:					
Cash Equity	221,232,385				
Term Loan	112,872,515				
Profit Before inter & deprec	197,436,950	197,436,950	197,436,950	197,436,950	197,436,950
Total Cash Inflow	**531,541,850**	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**
Cash Outflow:					
Production Cost					
Fixed Assets	252,820,900				
Initial Working Capital	31,502,250				
Change in Working Capital	-	-	-	-	-
Term Loan Repayment	79,010,761	67,723,509			
Cess18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Total Cash Outflow	**392,983,362**	**99,404,666**	**33,712,862**	**33,712,862**	**33,712,862**
Net Cashflow	**138,558,488**	**98,032,284**	**163,724,088**	**163,724,088**	**163,724,088**
Accumulated Cashflow	**138,558,488**	**236,590,772**	**400,314,860**	**564,038,949**	**727,763,037**
	26%	50%	83%	83%	83%

Annex 10.1 Monthly Cash Flow

Description/Months	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Cash Inflow:													
Cash Equity	221,232,385												221,232,385
Term Loan	112,872,515												112,872,515
Sales													0
Tomato	0	0	22,800,000	22,800,000	22,800,000	0	0	0	0	0	0	0	68,400,000
Watewrmelom	0	0	0	0	0	19,900,000	19,900,000	19,900,000	0	0	0	0	59,700,000
Sweetpeper	0	0	0	0	0	0	0	0	10,687,500	10,687,500	10,687,500	10,687,500	42,750,000
Pineapple	0	0	0	0	0	0	0	0	0	0	54,910,000	54,910,000	109,820,000
Total Cash Inflow	**334,104,900**	**0**	**22,800,000**	**22,800,000**	**22,800,000**	**19,900,000**	**19,900,000**	**19,900,000**	**10,687,500**	**10,687,500**	**65,597,500**	**65,597,500**	**614,774,900**
Cash Outflow:													
Fixed assets	252,820,900												252,820,900
Production cost Tomato	2,940,000	2,940,000	2,940,000	2,940,000	2,940,000	0	0	0	0	0	0	0	14,700,000
Production Cost for Watermelom	0	0	0	3,341,600	3,341,600	3,341,600	3,341,600	3,341,600	0	0	0	0	16,708,000
Production Cost for Sweetpeper	0	0	0	0	0	0	3,146,010	3,146,010	3,146,010	3,146,010	3,146,010	0	15,730,050
Pineaaple Operation costs	2,210,000	0	510,000	0	255,000	255,000	0	0	0	0	16,702,500	9,562,500	29,495,000
Overhead Cost	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	1,800,000
Man Power Costs	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	4,800,000
Initial Working Capital												31,502,250	31,502,250
Term Loan Repayment						39,505,380					39,505,380		79,010,761
Cess 8%												29,649,451	29,649,451
Total Cash Outflow	**258,520,900**	**3,490,000**	**4,000,000**	**6,831,600**	**7,086,600**	**43,651,980**	**7,037,610**	**7,037,610**	**3,696,010**	**3,696,010**	**59,903,890**	**71,264,201**	**476,216,412**
Net Cashflow	**75,584,000**	**-3,490,000**	**18,800,000**	**15,968,400**	**15,713,400**	**-23,751,980**	**12,862,390**	**12,862,390**	**6,991,490**	**6,991,490**	**5,693,610**	**-5,666,701**	**138,558,488**
Accumulated Cashflow	**75,584,000**	**72,094,000**	**90,894,000**	**106,862,400**	**122,575,800**	**98,823,820**	**111,686,210**	**124,548,600**	**131,540,090**	**138,531,580**	**144,225,190**	**138,558,488**	

Annex 11: Discounted Cashflow (TZS)					
Description/Years	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Cash Inflows					
Profit before Depreciation & Interest	197,436,950	197,436,950	197,436,950	197,436,950	197,436,950
Residual Fixed Assets					354,414,538
Residual Working Capital					81,284,000
Total Inflows	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**	**633,135,488**
Cash Outflows					
Fixed Investment	252,820,900				
Initial Working Capital	31,502,250				
Cess 18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Loan Repayment Term Loan	79,010,761	67,723,509			
Total Outflows	**392,983,362**	**99,404,666**	**33,712,862**	**33,712,862**	**33,712,862**
Net Cashflows	**(195,546,412)**	**98,032,284**	**163,724,088**	**163,724,088**	**599,422,626**
NPV at 23%	278,245,755				
IRR	78%				
Sensitivity Analysis					
Description	**Change**	**IRR**	**NPV (TZS)**		
Base Scenario	0%	78%	278,245,755		
Revenue Falls	-5%	70%	247,706,826		
Operational Costs Rise	5%	76%	270,486,799		

Annex ; Working capital

Annex 6: Working Capital					
Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Tomato Production Cost	14,700,000	14,700,000	14,700,000	14,700,000	14,700,000
Watermelon production Costs	16,708,000	16,708,000	16,708,000	16,708,000	16,708,000
Sweet pepper Production Costs	14,981,000	14,981,000	14,981,000	14,981,000	14,981,000
Pineaaple Operation costs	29,495,000	29,495,000	29,495,000	29,495,000	29,495,000
Man Power Cost	3,600,000	3,600,000	3,600,000	3,600,000	3,600,000
Overhead Cost	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000
Total Working Capital	**81,284,000**	**81,284,000**	**81,284,000**	**81,284,000**	**81,284,000**
Change in Working Capital		-	-	-	-

Annex : Projected revenue

Annex 10: Projected Cash Flow					
Description/Years	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Cash Inflow:					
Cash Equity	221,232,385				
Term Loan	112,872,515				
Profit Before inter & deprec	197,436,950	197,436,950	197,436,950	197,436,950	197,436,950
Total Cash Inflow	**531,541,850**	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**
Cash Outflow:					
Production Cost					
Fixed Assets	252,820,900				
Initial Working Capital	31,502,250				
Change in Working Capital	-	-	-	-	-
Term Loan Repayment	79,010,761	67,723,509			
Cess18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Total Cash Outflow	**392,983,362**	**99,404,666**	**33,712,862**	**33,712,862**	**33,712,862**
Net Cashflow	**138,558,488**	**98,032,284**	**163,724,088**	**163,724,088**	**163,724,088**
Accumulated Cashflow	**138,558,488**	**236,590,772**	**400,314,860**	**564,038,949**	**727,763,037**
	26%	50%	83%	83%	83%

Annex 10.1 Monthly Cash Flow

Description/Months	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Cash Inflow:													
Cash Equity	221,232,385												221,232,385
Term Loan	112,872,515												112,872,515
Sales													0
Tomato	0	0	22,800,000	22,800,000	22,800,000	0	0	0	0	0	0	0	68,400,000
Watewrmelom	0	0	0	0	0	19,900,000	19,900,000	19,900,000	0	0	0	0	59,700,000
Sweetpeper	0	0	0	0	0	0	0	0	10,687,500	10,687,500	10,687,500	10,687,500	42,750,000
Pineapple	0	0	0	0	0	0	0	0	0	0	54,910,000	54,910,000	109,820,000
Total Cash Inflow	**334,104,900**	**0**	**22,800,000**	**22,800,000**	**22,800,000**	**19,900,000**	**19,900,000**	**19,900,000**	**10,687,500**	**10,687,500**	**65,597,500**	**65,597,500**	**614,774,900**
Cash Outflow:													
Fixed assets	252,820,900												252,820,900
Production cost Tomato	2,940,000	2,940,000	2,940,000	2,940,000	2,940,000	0	0	0	0	0	0	0	14,700,000
Production Cost for Watermelom	0	0	0	3,341,600	3,341,600	3,341,600	3,341,600	3,341,600	0	0	0	0	16,708,000
Production Cost for Sweetpeper	0	0	0	0	0	0	3,146,010	3,146,010	3,146,010	3,146,010	3,146,010	0	15,730,050
Pineaaple Operation costs	2,210,000	0	510,000	0	255,000	255,000	0	0	0	0	16,702,500	9,562,500	29,495,000
Overhead Cost	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	1,800,000
Man Power Costs	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	4,800,000
Initial Working Capital												31,502,250	31,502,250
Term Loan Repayment						39,505,380					39,505,380		79,010,761
Cess 8%												29,649,451	29,649,451
Total Cash Outflow	**258,520,900**	**3,490,000**	**4,000,000**	**6,831,600**	**7,086,600**	**43,651,980**	**7,037,610**	**7,037,610**	**3,696,010**	**3,696,010**	**59,903,890**	**71,264,201**	**476,216,412**
Net Cashflow	**75,584,000**	**-3,490,000**	**18,800,000**	**15,968,400**	**15,713,400**	**-23,751,980**	**12,862,390**	**12,862,390**	**6,991,490**	**6,991,490**	**5,693,610**	**-5,666,701**	**138,558,488**
Accumulated Cashflow	**75,584,000**	**72,094,000**	**90,894,000**	**106,862,400**	**122,575,800**	**98,823,820**	**111,686,210**	**124,548,600**	**131,540,090**	**138,531,580**	**144,225,190**	**138,558,488**	

Annex : Loan Repayment Plan

Annex 8: Loan Repayment Plan			
* Interest Rate p.a.	20%		
* Grace Period (Months)	3.00		
* Repayment (Years)	6.00		
	Years		
Description	**Year 1**	**Year 2**	
Opening Balance (Investment)	112,872,515.00	56,436,258	
Principal Reypayment	56,436,257.50	56,436,258	
Closing Balance	**56,436,257.50**	**-**	
Interest On Loan	22,574,503.00	11,287,251.50	
Loan Repayment	**79,010,760.50**	**67,723,509**	

Annex : Income Statement Projections (TZS)

Annex 9: Income Statement Projection					
Description	**Years**				
	Year 1	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Revenue:					
Tomato	68,400,000	68,400,000	68,400,000	68,400,000	68,400,000
Watermelon	59,700,000	59,700,000	59,700,000	59,700,000	59,700,000
Sweetpepper	42,750,000	42,750,000	42,750,000	42,750,000	42,750,000
Pineapple	109,820,000	109,820,000	109,820,000	109,820,000	109,820,000
Total Revenue	**280,670,000**	**280,670,000**	**280,670,000**	**280,670,000**	**280,670,000**
Tomato Production Costs	14,700,000	14,700,000	14,700,000	14,700,000	14,700,000
Watermelon Production Costs	16,708,000	16,708,000	16,708,000	16,708,000	16,708,000
Sweetpepper Production Costs	15,730,050	15,730,050	15,730,050	15,730,050	15,730,050
Pineaaple Operation costs	29,495,000	29,495,000	29,495,000	29,495,000	29,495,000
Overhead Cost	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000
Man Power Cost	4,800,000	4,800,000	4,800,000	4,800,000	4,800,000
Profit Brfore Inter & Depr	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**
Less Capital Charges:					
Interest Term Loan	22,574,503	11,287,252	-	-	-
Depreciation	10,143,273	10,143,273	10,143,273	10,143,273	10,143,273
Profit Before Tax	**164,719,175**	**176,006,426**	**187,293,678**	**187,293,678**	**187,293,678**
Levy 18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Net Profit	**135,069,723**	**144,325,269**	**153,580,816**	**153,580,816**	**153,580,816**
Retained Earnings	135,069,723	279,394,992	432,975,808	586,556,624	740,137,439

Annex 9.1: Monthly Income Statement

Description	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
Revenue from													
Tomato			22,800,000	22,800,000	22,800,000								68,400,000
Watermelon						19,900,000	19,900,000	19,900,000					59,700,000
Sweetpepper									10,687,500	10,687,500	10,687,500	10,687,500	42,750,000
Pineapple	-	-	-	-	-	-	-	-	-	-	54,910,000	54,910,000	109,820,000
Total revenue			**22,800,000**	**22,800,000**	**22,800,000**	**19,900,000**	**19,900,000**	**19,900,000**	**10,687,500**	**10,687,500**	**65,597,500**	**65,597,500**	**280,670,000**
Tomato Production Costs	2,940,000	2,940,000	2,940,000	2,940,000	2,940,000								14,700,000
Watermelon Production Costs	-	-	-	3,341,600	3,341,600	3,341,600	3,341,600	3,341,600					16,708,000
Sweetpepper Production Costs	-	-	-	-	-	-	3,146,010	3,146,010	3,146,010	3,146,010	3,146,010		15,730,050
Pineaaple Operation costs	2,210,000	-	510,000	-	255,000	255,000	-	-	-	-	16,702,500	9,562,500	29,495,000
Overhead Cost	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	1,800,000
Man Power Cost	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	4,800,000
Profit Before Int & Depr.	**- 5,700,000**	**- 3,490,000**	**18,800,000**	**15,968,400**	**15,713,400**	**15,753,400**	**12,862,390**	**12,862,390**	**6,991,490**	**6,991,490**	**45,198,990**	**55,485,000**	**197,436,950**
Depreciation	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273	845,273	10,143,273
Interest Term Loan												22,574,503	22,574,503
Profit Before Tax	**- 6,545,273**	**- 4,335,273**	**17,954,727**	**15,123,127**	**14,868,127**	**14,908,127**	**12,017,117**	**12,017,117**	**6,146,217**	**6,146,217**	**44,353,717**	**32,065,224**	**164,719,175**
Tax 18%												29,649,451	29,649,451
Net Profit	**- 6,545,273**	**- 4,335,273**	**17,954,727**	**15,123,127**	**14,868,127**	**14,908,127**	**12,017,117**	**12,017,117**	**6,146,217**	**6,146,217**	**44,353,717**	**2,415,773**	**135,069,723**
Retained Earnings	**- 6,545,273**	**- 10,880,545**	**7,074,182**	**22,197,309**	**37,065,436**	**51,973,564**	**63,990,681**	**76,007,798**	**82,154,016**	**88,300,233**	**132,653,950**	**135,069,723**	
Net Profit Margin			79%	66%	65%	75%	60%	60%	58%	58%	68%	4%	48%

Annex : Cash flow Projections (TZS)

Annex 10: Projected Cash Flow					
Description/Years	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Cash Inflow:					
Cash Equity	221,232,385				
Term Loan	112,872,515				
Profit Before inter & deprec	197,436,950	197,436,950	197,436,950	197,436,950	197,436,950
Total Cash Inflow	**531,541,850**	**197,436,950**	**197,436,950**	**197,436,950**	**197,436,950**
Cash Outflow:					
Production Cost					
Fixed Assets	252,820,900				
Initial Working Capital	31,502,250				
Change in Working Capital	-	-	-	-	-
Term Loan Repayment	79,010,761	67,723,509			
Cess18%	29,649,451	31,681,157	33,712,862	33,712,862	33,712,862
Total Cash Outflow	**392,983,362**	**99,404,666**	**33,712,862**	**33,712,862**	**33,712,862**
Net Cashflow	**138,558,488**	**98,032,284**	**163,724,088**	**163,724,088**	**163,724,088**
Accumulated Cashflow	**138,558,488**	**236,590,772**	**400,314,860**	**564,038,949**	**727,763,037**
	26%	50%	83%	83%	83%

Annex : Balance Sheet Projections (TZS)

Annex 12: Balance Sheet Projections					
Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
CURRENT ASSETS					
Cash	138,558,488	236,590,772	400,314,860	564,038,949	727,763,037
Working Capital	31,502,250	31,502,250	31,502,250	31,502,250	31,502,250
Total Current Assets	**170,060,738**	**268,093,022**	**431,817,110**	**595,541,199**	**759,265,287**
Fixed Assets					
Land and Buildings	394,856,378	384,731,855	374,607,333	364,482,810	354,358,288
Machineryand Equipments	131,250	112,500	93,750	75,000	56,250
Total Fixed Assets	**394,987,628**	**384,844,355**	**374,701,083**	**364,557,810**	**354,414,538**
Total Assets	**565,048,366**	**652,937,377**	**806,518,193**	**960,099,009**	**1,113,679,824**
REPRESENTED BY:					
Equity	373,542,385	373,542,385	373,542,385	373,542,385	373,542,385
LongTerm Loan	56,436,258	0			
Retained Earnings	135,069,723	279,394,992	432,975,808	586,556,624	740,137,439
TOTAL	**565,048,366**	**652,937,377**	**806,518,193**	**960,099,009**	**1,113,679,824**
	0	0	0	0	0
		0	0	0	0

Attachments