

**PENGSHENG COMPANY LIMITED**

**BUSINESSPLAN**

**FOR**

**MANUFACTURING OF FOOD**

**PRODUCTS**

## **EXECUTIVE SUMMARY.**

**PENGSHENG COMPANY LIMITED** is a private business company incorporated in HONG KONG has this day complied with the provision of section 435 of the companies Act 2002 , with Certificate of incorporation No.175218904 issued on 03<sup>TH</sup> June 2024.

The proposed business plan is of Real estate activities at **Region Dar es salaam, District Ilala,Ward;Tabata ,street:Tabata Matumbi,Plot no 246.**

The proposed new project shall cost 500,000 USD and creating new employment of 47 local people and 3 foreign people.

## **LEGAL STATUS AND COMPANY BACKGROUND BRIEF**

**PENGSHENG COMPANY LIMITED** bears the certificate No. 175218904 issued in 2024 by BRELA.

The shareholders of **PENGSHENG COMPANY LIMITED** are **ZHU JIANFENG AND CAI JIANHUA**

The company is owned by two shareholders, namely:-

<b>Name</b>	<b>%of Shares</b>	<b>Nationality</b>
ZHU JIANFENG	51%	China
CAI JIANHUA	49%	China

**LOCATION.**

**Region Dar es salaam, District Ilala.**

**MISSION**

Prompt and professionally high-quality service delivery to customers, aimed at ensuring that they realize the highest value for money, there by increasing the market share and seizure of every available opportunity for the company's growth.

**Core Values**

Service provision with commitment, integrity and creativity while treating each customer as if they were the company's only customer

**BANKERS**

The company is currently maintaining bank account of the following bank.

NMBBANK

## **AUDITEDREPORTS**

**PENGSHENG COMPANY LIMITED** will maintain good financial reports which will be audited by reputable auditor firm

## **BASIS OF THE BUSINESS PLAN**

A study based on rapid appraisal surveys was conducted prior to, and as the basis of preparation of this plan, the surveys were based on the following objectives and approach:

### **Study Objectives:**

- a) To analyze the relevant market and other factors impacting up on the manufacturing of food product
- b) To examine the physical and operational characteristics of the existing market in order to determine the positioning of the proposed company's business in the market place.
- c) To provide supporting documentation required for manufacturing and selling of foods product.

**Study Approach:**

- a) Participatory: Semi- structured interview and discussion were held with the Company's Directors, stakeholders in packaging works and related businesses
- b) Physical visits to the company's main business premises
- c) Conduction of profitability/viability test of the investment, using the appropriate financial projections for the initial period of five years proposed for the business operations.

## **THE PROJECT**

### Project Concept

The project involves establishing a new Manufacturing company of foods products ,this will include construction of and installations of modern machines, purchasing vehicles, new generator etc.

The planned production capacity is 2300 tons

Project planned business project will entail the following main activities:

- Ordering of the materials, motor vehicles and their assorted and equipment from China and other overseas suppliers and entering into agreements for the purchase/ acquisition of those assets.
- Clearing of all the purchased goods from the ports of entry and transporting them to the company's premises in DAR ES SALAAM.
- Installation of the machinery, registration, insuring and licensing of the vehicles ready for deployment in the company's business.

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### **Project Objectives**

#### **Development Objectives:**

**PENGSHENG COMPANY LIMITED** aims at playing a significant role in the participation of the company in the efforts to maximize exploitation of the largely existing business foods products activities.

#### **Immediate Objectives:**

- a) To conducting Foods products activities.
- b) Enhancing the country's capacity to utilize its products
- c) Reading employment opportunities to skilled and semi-skilled

## **OVER VIEW OF THE REAL ESTATE ACTIVITIES**

### **The economy**

Tanzania is one of the fastest growing economies in Africa, thanks to the sustained economic reforms which are being under taken since the late 1980's.

The country's economy has been constantly growing since mid-1990 by average of 5.9%, and now growing at average of 7% which make Tanzania economy to be among the fastest growing economy in Africa and world at large. The overall vision is to transform the sector of the economy from the present level of per capita GDP of about US\$867 to medium developed country with an average per capital GDP of around US\$2,500 (National Development Vision 2025), the GDP from manufacturing 926,333TZ\$ million.

### **MANUFACTURING OF FOODS PRODUCTS**

The manufacturing of food products refers to the process of transforming raw ingredients into finished food items that are ready for consumption or further processing. This involves several steps, including sourcing raw materials, processing, packaging, and ensuring quality and safety before the product reaches consumers. Food manufacturing can involve various techniques depending on the type of food being produced, and it is done on a large scale to meet the demands of consumers.

Real estate investments can occur in four basic forms: private equity (direct ownership), publicly traded equity (indirect ownership claim), private debt (direct mortgage lending), and publicly traded debt (secularized mortgages).

## **BUSINESS ENVIRONMENT ANALYSIS;;**

**PENGSHENG COMPANY LIMITED** as a corporate entity is managed under the Board of Directors. Day to day management of its conducted under the company's Managing Director who will be as sited by directors, Managers, senior officers etc.

### **External Environment:**

#### **The market:**

**PENGSHENG COMPANY LIMITED** policy aim at two objectives:

- Further penetration/entrench mention to the market's main Segments to increase and retain larger market share.
- Early investment cost recovery to enhance economic viability Of the company's business and expedite its growth.

**Competition:**

**PENGSHENG COMPANY LIMITED**, is expecting to face competition from existing Food manufacturing company , company plan to increase market share by investing in a new and bigger industry of food manufacturing.

**6.0 PROJECT OPERATING COSTS**

In order to realize its intended objective, the project operating costs will vary based on total revenue.

## **REVENUE ASSUMPTIONS**

- For the purpose of this project all revenue will come from foods products we have been produced.
- The annual revenue to grow by different percentages depending on market demand annually.
- Revenue projections are based on experiences gained by the firm for being in the market for five years now.

## **CONCLUSION AND RECOMMENDATION**

### **Conclusion**

The project is viable and profitable throughout the project period, after the foregoing economic and financial evaluation of the project; we strongly recommend that **PENGSHENG COMPANY LIMITED** Board of Directors approval and accept the business proposal. The new project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

**PENGSHENG COMPANY LIMITED**

<b>PARTICULAR</b>	<b>US\$</b>
Land and Buildings	100,000.00
Machinery & Equipment	100,000.00
Motor Vehicles	40,000.00
Furniture & Fixtures	10,000.00
Pre exp	10,000.00
Others	10,000.00
Working Capital	230,000.00
<b>TOTAL</b>	<b>500,000.00</b>

PENGSHENG COMPANY LIMITED  
 FINANCIAL PROJECTIONS SUMMARY FROM 2025 TO 2029  
 PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM 2024-2028

DETAILS	2024	2025	2026	2027	2028
<b>CURRENCY</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>	<b>USD</b>
<b>ASSETS</b>					
<b>NON-CURRENT ASSETS</b>					
PPE	74,000	75,000	76,000	79,000	80,000
<b>TOTAL NON-CURRENT ASSET</b>	<b>74,000</b>	<b>75,000</b>	<b>76,000</b>	<b>79,900</b>	<b>80,000</b>
<b>CURRENT ASSET</b>					
Inventory	330,460	350,989	356,000	299,690	370,000
Trade Receivables	50,000	54,000	54,000	105,900	57,500
Working Capital	230,000	230,000	230,000	230,000	230,000
Cash and Cash Equivalent	30,000	35,600	35,800	36,900	37,000
<b>TOTAL CURRENT ASSET</b>	<b>640,460</b>	<b>670,589</b>	<b>675,800</b>	<b>672,490</b>	<b>694,500</b>
<b>TOTAL ASSETS</b>	<b>714,460</b>	<b>745,589</b>	<b>751,800</b>	<b>752,390</b>	<b>774,500</b>
<b>EQUITY AND LIABILITIES</b>					
<b>EQUITY</b>					
Share Capital	280,000	280,000	280,000	280,000	280,000
Retained Earnings	90,909	91,455	92,100	93,000	126,800
<b>TOTAL EQUITY</b>	<b>370,909</b>	<b>371,455</b>	<b>372,100</b>	<b>373,000</b>	<b>406,800</b>
<b>LIABILITIES</b>					
Trade Payables	230,551	245,589	248,260	246,900	233,900
Other Payables	113,000	128,545	131,440	132,490	133,800
<b>TOTAL LIABILITIES</b>	<b>343,551</b>	<b>374,134</b>	<b>379,700</b>	<b>379,390</b>	<b>367,700</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>714,460</b>	<b>745,589</b>	<b>751,800</b>	<b>752,390</b>	<b>774,500</b>

PENGSHENG COMPANY LIMITED  
 FINANCIAL PROJECTIONS SUMMARY FROM 2025 TO 2029  
 PROJECTED STATEMENT OF PROFIT/(LOSS) AND OTHER COMPREHENSIVE INCOME FOR 5 YEARS

DETAILS					
CURRENCY	USD	USD	USD	USD	USD
SALES	780,000	965,700	995,000	996,700	998,700
<b>TOTAL INFLOW</b>	<b>780,000</b>	<b>965,700</b>	<b>998,000</b>	<b>999,700</b>	<b>1,000,000</b>
<b>COST OF SALES</b>					
Opening Inventory	0	330,260	350,689	356,000	299,990
Add: Production Cost	620,000	500,000	499,000	496,000	495,000
Less: Closing Inventory	-330,460	-350,989	-356,000	-299,690	-370,000
	<b>289,540</b>	<b>479,271</b>	<b>493,689</b>	<b>552,310</b>	<b>424,990</b>
<b>GROSS PROFIT</b>	<b>490,460</b>	<b>486,429</b>	<b>504,311</b>	<b>447,390</b>	<b>575,010</b>
<b>OPERATING EXPENSES</b>					
Administration Expenses	100,200	90,400	90,500	90,600	100,000
Sales and Distribution Expenses	100,100	92,300	90,200	90,300	102,000
Finance Cost	100,100	92,300	90,400	90,500	90,900
Depreciation Expense	8,000	8,000	8,000	8,000	8,000
-	0	0	0	0	0
<b>TOTAL OPERATING EXPENSES</b>	<b>308,400</b>	<b>283,000</b>	<b>279,100</b>	<b>279,400</b>	<b>300,900</b>
<b>PROFIT FOR THE YEAR</b>	<b>182,060</b>	<b>203,429</b>	<b>225,211</b>	<b>167,990</b>	<b>274,110</b>

