

BUSINESS PLAN

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OF

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JUA TRADE INFRASTRUCTURE COMPANY LIMITED

OF

2025 TO 2030

TO

TANZANIA INVESTMENT AND SPECIAL ECONOMIC ZONES AUTHORITY

[TISEZA]

EXECUTIVE SUMMARY

Introduction

JUA TRADE INFRASTRUCTURE COMPANY LIMITED is a company duly registered under the Laws of United Republic of Tanzania on 29th November, 2024 and granted certificate of incorporation Number **180065105** dedicated in assembling of high quality solar energy systems, equipment, and accessories to support Tanzania's rapidly growing renewable energy sector. With an increasing demand for affordable, efficient, and sustainable power solutions, **JUA TRADE INFRASTRUCTURE COMPANY LIMITED** seeks to bridge the gap between imported solar products and locally available renewable energy technologies by establishing a state of the art assembly facility in Tanzania.

This business plan outlines the vision, mission, goals, and strategic objectives of **JUA TRADE INFRASTRUCTURE COMPANY LIMITED**, providing a detailed operational, financial, and market roadmap for its establishment and successful implementation. It is presented to the Tanzania Investment and Special Economic Zones Authority (TISEZA) to facilitate recognition, support, and investment incentives for this transformative renewable energy initiative.

Mission

Our mission is to provide innovative, reliable, and sustainable solar energy solutions that empower individuals, businesses, and communities to harness the power of the sun. We are committed to delivering exceptional quality products, outstanding customer service, and tailored solutions that meet the unique needs of our clients. Through our expertise and passion for renewable energy, we aim to reduce carbon footprint, promote energy independence, and contribute to a brighter, more sustainable future to all.

Vision

Our vision is to be a leading provider of solar energy solutions in Tanzania and beyond, recognized for our excellence in product quality, customer satisfaction, and commitment to sustainability. We envision a future where clean, renewable energy is accessible to all, and where our company plays a vital role in shaping a more environmentally conscious and energy-independent world. We strive to continuously innovate, improve, and expand our offerings to meet the evolving needs of our customers and stay at the forefront of the solar energy industry.

Key objectives include:-

- ❖ Establishing a strong local assembly of solar energy, equipment, and accessories.
- ❖ Building long-term partnerships with stakeholders, companies, contractors, and government institutions.
- ❖ Expanding regionally within five years
- ❖ Investing in R & D (Research and Development) for customized solar energy solutions.

1.0 DEFINITIONS AND INTERPRETATION

In this Business Plan, unless the context otherwise requires, the following terms, technical words, and abbreviations shall have the meanings assigned to them:-

The Company: refers to **JUA TRADE INFRASTRUCTURE COMPANY LIMITED**, the entity presenting this business plan.

Solar Equipment: Solar panels, inverters, batteries, and all associated components required for solar energy systems

Accessories: Wiring, mounting systems, charge controllers, lights, and other supplementary solar components

Assembly: Process of constructing solar equipment from imported or locally sourced components, including testing and quality certification

Board of Directors: Governing body responsible for strategic oversight and policy approval

CEO / Managing Director: Chief executive officer responsible for day-to-day management

Technical Staff: Engineers, technicians, assembly line workers directly involved in production

Finance & Administration: Accounting, procurement, HR, and general administrative tasks

Marketing & Sales: Market research, branding, sales, client engagement, after-sales service

Quality Control: Team and processes ensuring product compliance with Tanzanian and international standards

Local Employees: Tanzanian citizens employed by the Company

Foreign Employees: Non-Tanzanian personnel engaged for technical expertise and management support

TBS: Tanzania Bureau of Standards

EWURA: Energy and Water Utilities Regulatory Authority

REAs: Rural Energy Agencies or programs facilitating electrification projects

MW: Megawatt, a measure of electrical power

kWh: Kilowatt-hour, a unit of energy consumption or generation

CSR: Corporate Social Responsibility programs aimed at community engagement

ERP: Enterprise Resource Planning systems for integrating operations and supply chain management

CRM: Customer Relationship Management software for tracking clients and service records

After-Sales Service: refers to the technical support, maintenance, training, and repairs provided to clients after purchase of solar energy equipment or accessories.

R & D (Research and Development): refers to activities undertaken by the Company to innovate, improve, or develop new machinery, accessories, and solutions.

SWOC Analysis: refers to an assessment tool examining Strengths, Weaknesses, Opportunities, and Challenges of the business environment.

KPIs (Key Performance Indicators): refers to measurable values used by the Company to evaluate success in achieving specific objectives, such as sales growth and customer satisfaction.

Local Content Policy: refers to Government of Tanzania policies encouraging participation of Tanzanian-owned businesses in the solar energy sector through supply, assembly, and manufacturing.

Turnover: refers to the total value of sales revenue generated by the Company in a given financial year.

Equity financing: refers to raising capital through the sale of shares in the Company.

Debt financing: refers to raising capital through loans or credit facilities repayable with interest.

Stakeholders: Individuals, groups, or institutions with an interest in the activities, performance, and impact of the Company.

Market Analysis: The assessment of market conditions, competition, demand, and opportunities relevant to the business operations

CMA: Capital Markets Authority, where applicable in financing or compliance matters

Financial Analysis: Projection and assessment of the Company's revenues, costs, profitability, and financial sustainability

Implementation Plan: The schedule, strategies, and stages through which the Company executes its business objectives

Marketing Strategy: The approaches, tools, and activities used to promote and sell the Company's products or services.

Facilities: Physical offices, plants, equipment, and other infrastructural resources used in business operations.

2.0 PRODUCTS AND SERVICES

2.1 PRODUCTS

The Company is dedicated to offering high-quality, reliable, and sustainable solar energy products designed to meet the needs of households, commercial entities, and government institutions across Tanzania. The company focuses on locally assembling solar components

to reduce import dependency, create employment, and make renewable energy affordable for all Tanzanians.

The main products offered include:

A. **Solar Panels:** High-efficiency monocrystalline and polycrystalline solar panels of varying capacities (100W–550W), assembled locally with imported photovoltaic cells. They are designed for tropical conditions, ensuring optimal energy conversion and durability.

B. **Solar Inverters:** Hybrid inverters capable of handling grid and off-grid systems with smart monitoring features. They support both single-phase and three-phase systems, ensuring flexible use for different customers.

C. **Solar Batteries:** Deep-cycle lithium and gel batteries that ensure energy storage and reliability, even during cloudy days or power interruptions. Available in capacities from 50Ah to 300Ah.

D. **Solar Street Lights:** Energy-efficient LED solar street lights with automatic light sensors and durable lithium batteries. Ideal for highways, residential areas, and rural electrification projects.

E. **Solar Water Pumps:** DC and AC solar-powered water pumps for agricultural irrigation, livestock watering, and domestic water supply. They are efficient, durable, and suitable for rural Tanzania.

F. **Solar Home Systems:** Complete solar kits designed for homes, including solar panels, charge controllers, inverters, and lights. Capacities range from 200W to 5KW, depending on customer demand.

G. **Solar Refrigerators and Freezers:** Energy-efficient appliances that preserve perishable goods for households, shops, and health facilities, reducing post-harvest losses and improving rural livelihoods.

H. Solar Accessories: A wide range of accessories such as **charge controllers, cables, connectors, and mounting structures**, ensuring seamless assembly and operation of solar systems.

These products are designed to enhance Tanzania's transition to renewable energy, reduce carbon emissions, and promote sustainable industrial growth. The company also plans to expand its product line to include solar-powered irrigation systems and hybrid microgrids for rural electrification.

2.2 SERVICES

To complement its product portfolio, the Company provides a comprehensive range of technical and consultancy services aimed at ensuring optimal performance, reliability, and long-term value for all clients. These services include system design, installation, maintenance, training, and project management.

A. Solar System Design and Engineering: Custom system design and configuration services based on client energy needs and site assessment, ensuring technically sound and economically viable installations.

B. Installation and Commissioning: Professional installation services performed by certified technicians, ensuring safety, durability, and compliance with energy standards.

C. Preventive and Corrective Maintenance: Scheduled maintenance and on-demand repairs to ensure long-term system reliability and reduce downtime.

D. Technical Training and Capacity Building: Training programs for local technicians and engineers on solar technology, safety, and quality assurance.

E. Energy Auditing and Consultancy: Comprehensive energy audits, feasibility studies, and cost-benefit analyses for clients seeking to adopt renewable energy solutions.

F. After-Sales Support and Customer Service: 24/7 technical support, remote monitoring, and on-site assistance to ensure continued client satisfaction.

G. Project Management and Turnkey Solutions: End-to-end project management covering design, procurement, installation, and commissioning for institutional and government projects.

H. Research, Development, and Innovation Services: Continuous R&D on adapting solar technologies to local conditions, focusing on agriculture and smart energy solutions.

I. Corporate Social Responsibility (CSR) Services: Community-based solar initiatives to improve energy access and promote sustainable development.

Together, these products and services establish JUA TRADE INFRASTRUCTURE COMPANY LIMITED as a fully integrated renewable energy enterprise committed to driving Tanzania's green industrialization and improving access to affordable clean energy.

3.0 COMPANY STRUCTURE

JUA TRADE INFRASTRUCTURE COMPANY LIMITED is registered under the Companies Act of Tanzania with Incorporation Certificate No. 180065105. The Company is owned by two foreigners of Chinese origin and one Tanzanian. With its share capital of Tanzanian Shillings Five Hundred Million (Tshs. 500,000,000/=) divided into Ten Thousand ordinary shares (10,000) of Tanzanian Shillings Fifty Thousand (Tshs. 50,000/=) each.

Name	Number of shares taken	Share percent (%)
DING ZIFENG FUZHOU CHINA	6000	60
SELEMANI RASHID HAMDUNI	2000	20

P.O.BOX 54006 DAR ES SALAAM		
HUANG HUACANG NACHANG, CHINA	2000	20

4.0 MANAGEMENT STRUCTURE

The Management structure of the Company shall be:-

- ❖ Board of Directors: Strategic oversight.
- ❖ Managing Director: Overall leadership.
- ❖ Operations Department: Procurement, assembly, and logistics.
- ❖ Technical Department: Engineering, maintenance, Research and Development (R & D).
- ❖ Finance & Administration Department: Budgeting, accounting, Human Resource (HR).
- ❖ Sales & Marketing Department: Business development, client relations.

5.0. COMPANY PLAN

This project focuses on the establishment of the assembling company capital planned is USD 935,978 which 50% will come from foreign equity and 25% will come from local loan and other 25% from foreign loan. At full capacity of the project will directly employ 105 people (10 foreigners and 95 local) and indirectly employ more than 105 people.

Through the analysis conducted, the shareholders of the company have realized the feasibility of this project. The market analysis conducted has revealed that the services will

penetrate the market and the company can establish its niche. Financial analysis has shown that the investment will pay-off as it has been predicted to make profits.

The object of this business plan is to present the business idea so that the Tanzania Investment and Special Economic Zones Authority (TISEZA) can provide incentives and immunities to the project presented. The incentives will help this project to develop and since this is a financial, socially and fiscally rational project the management believes that it deserves the incentives.

5.1. PHASED GROWTH STRATEGY (5-YEAR PLAN: 2025–2030)

5.1.1 Phase I: Establishment and Operational Setup (Year 1: 2025–2026)

Objective: To lay a strong operational and technical foundation for solar assembly and market penetration.

Key Activities:

- ❖ Establish the assembly plant infrastructure and import essential machinery and components.
- ❖ Recruit 105 employees (10 foreign experts and 95 local staff).
- ❖ Secure licenses and certifications from EWURA, NEMC, and TISEZA.
- ❖ Launch pilot production of solar panels, batteries, and inverters.
- ❖ Begin market testing in Dar es Salaam, Dodoma, and Arusha.
- ❖ Develop partnerships with REA, TANESCO, and local distributors.
- ❖ Expected Outcomes:
 - ❖ Functional solar assembly plant.
 - ❖ Initial market recognition.
 - ❖ Creation of 100+ direct jobs.

5.1.2 Phase II: Market Expansion and Product Diversification (Year 2: 2026–2027)

Objective: To expand the company's market footprint and product range.

Key Activities:

- ❖ Increase assembly capacity by 50% to meet market demand.
- ❖ Introduce solar street lights, water pumps, and home systems.
- ❖ Establish regional distribution offices in Mwanza, Mbeya, and Tanga.
- ❖ Begin after-sales maintenance network across major towns.
- ❖ Implement strong branding and awareness campaigns.
- ❖ Expected Outcomes:
 - ❖ Wider customer base and stronger brand presence.
 - ❖ Enhanced product variety and sales growth.
 - ❖ Increased contribution to local industrialization.

5.1.3 Phase III: Research, Innovation, and Technology Integration (Year 3: 2027–2028)

Objective: To strengthen innovation and improve product efficiency.

Key Activities:

- ❖ Establish a Research and Development (R&D) Unit to enhance product quality.
- ❖ Partner with universities and research institutions for solar innovation.
- ❖ Develop smart inverters and energy storage systems adapted for rural areas.
- ❖ Introduce digital monitoring systems for solar installations.
- ❖ Begin small-scale export to neighboring markets (Rwanda, Uganda).
- ❖ Expected Outcomes:
 - ❖ Locally innovative solar products.
 - ❖ Improved product efficiency and reliability.
 - ❖ Regional market entry.

5.1.4 Phase IV: Expansion and Export Development (Year 4: 2028–2029)

Objective: To strengthen production, increase exports, and expand regional influence.

Key Activities:

- ❖ Expand plant production capacity by another 40%.
- ❖ Establish joint ventures with regional solar equipment suppliers.
- ❖ Secure ISO and international certifications to meet export standards.
- ❖ Open export channels to Kenya, Zambia, and the Democratic Republic of Congo.
- ❖ Establish JUA TRADE Training Centre for solar technicians.
- ❖ Expected Outcomes:
 - ❖ Regional export operations established.
 - ❖ Enhanced technical and management capacity.
 - ❖ Strengthened workforce skills and employment creation.

5.1.5 Phase V: Consolidation and Sustainability (Year 5: 2029–2030)

Objective: To consolidate market leadership and achieve sustainability.

Key Activities:

- ❖ Begin local manufacturing of solar cells and inverters to reduce import reliance.
- ❖ Implement recycling programs for used solar batteries and panels.
- ❖ Integrate AI-driven energy management systems.
- ❖ Launch CSR solar electrification projects in rural schools and health centers.
- ❖ Position JUA TRADE as a leading solar assembly brand in East Africa.

Expected Outcomes:

- ❖ Fully sustainable solar technology enterprise.
- ❖ Reduced import dependency.

- ❖ Contribution to Tanzania's industrial transformation agenda.

6.0 INTRODUCTION AND STRATEGIC OBJECTIVES

The Board of Directors and Senior Management staff of the company to establish goals and a strategy to achieve those goals for the coming five years. The purpose of this Strategic Plan is to outline the strategy by which we plan to meet our goals. The Strategic Plan is to be used:

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Vision: to be a leading provider of solar energy solutions in Tanzania and beyond, recognized for our excellence in product quality, customer satisfaction, and commitment to sustainability. We envision a future where clean, renewable energy is accessible to all, and where our company plays a vital role in shaping a more environmentally conscious and energy-independent world. We strive to continuously innovate, improve, and expand our offerings to meet the evolving needs of our customers and stay at the forefront of the solar energy industry.

6.1. Strategic Objectives

6.1.1. Medium-Term (3–5 years):

- ❖ Increase annual assembly of products quality and quantity by 20%

- ❖ Improve operation efficiency by reducing production costs
- ❖ Establish a reputation for reliability
- ❖ Increase annual turnover by 40%

6.1.2. Long-Term (5+ years):

- ❖ Reach more than 50% annual turnover;
- ❖ Regional expansion;
- ❖ Establish a robust R&D center.

6.2 Product Strategy

6.2.1. Innovation: The Company will invest in research and development (R&D) to design and assemble modern, smart, and energy-efficient solar energy equipment and accessories. This includes monocrystalline solar panels, polycrystalline solar panels, bifacial solar panels, flexible solar panels, lithium-Ion batteries, Gel and AGM batteries, solar hybrid energy storage systems, solar inverters, charge controllers (MPPT and PWM), mounting structures, solar cables and connectors, LED Lighting fixtures, solar water pumps, solar refrigeration units and solar heaters and cookers.

6.2.2. Diversification: The product line will further diversify through the integration of modern solar technologies aimed at expanding the company's operations beyond industrial supply. This diversification will include the introduction of advanced solar energy systems such as hybrid solar power units, portable solar generators, and smart energy storage batteries suitable for remote construction sites.

6.2.3. Customization: Our equipment and solar product range will be modular, adaptable, and customizable to meet the diverse operational needs of clients across multiple sectors. The Company recognizes that mining, construction, and agricultural environments vary significantly in geological and infrastructural conditions; therefore, our products will be designed with flexibility to suit each client's specific requirements.

Clients will have the option to select and configure machinery and solar systems based on capacity, design, and operational scale from small scale to industrial grade installations. For instance, solar power systems may be customized with various inverter capacities (ranging from 1Kw to 100Kw), battery storage options, and smart monitoring systems. Similarly, mining equipment such as crushers, conveyors, and screening machines will be designed to accommodate different mineral types and extraction techniques.

In addition, the company will offer custom engineering support, ensuring that each product supplied can be seamlessly integrated into existing operational systems. By maintaining a high degree of flexibility and client-specific adaptation, the company aims to position itself as a reliable partner capable of delivering bespoke technological and industrial solutions that directly respond to the client's operational challenges and productivity goals.

6.2.4. Sustainability: The Company will prioritize eco-friendly materials, energy-efficient designs, and recyclable packaging. Equipment will be developed to minimize environmental impact through reduced emissions and efficient fuel consumption.

6.3. Operations and Supply Chain Strategy

6.3.1. Manufacturing Efficiency: The Company will implement lean manufacturing and assembly processes to maximize efficiency, reduce operational costs, and improve product quality.

6.3.2. Supply Chain Optimization: We will establish strategic partnerships with global and local suppliers of solar energy and equipment components, and electronic systems to ensure reliable supply of raw materials while stabilizing costs.

6.3.3. Sustainability in Operations: Operations will transition towards renewable energy sources where possible. Waste management systems and refurbishment of old machinery parts will be emphasized to reduce industrial waste.

6.3.4. Quality Assurance: Strict international standards, including ISO certifications, will be adhered to. Every piece of equipment will undergo rigorous testing to ensure durability, safety, and compliance with energy sector requirements.

6.4. Technology and Innovation Strategy

6.4.1. Smart Technology: Advanced technology such as IoT, AI, and remote monitoring will be integrated into solar energy equipment. This will allow predictive maintenance, safety monitoring, and operational efficiency tracking.

6.4.2. R&D Investment: 5–7% of annual revenue will be allocated to R&D. The focus will be on developing cost-efficient machinery, automation solutions, and innovative solar energy technologies that can serve both small-scale and large-scale solar energy consumers.

6.4.3. Collaborations: The Company will collaborate with solar energy research institutes, universities, and international technology firms to stay ahead of technological advancements.

6.5. Financial Strategy

6.5.1. Revenue Growth: Revenue will be driven by focusing on high-margin products and entering emerging solar energy, equipment and accessories markets in Tanzania and beyond. Export opportunities will also be explored to maximize profitability.

6.5.2. Cost Management: Production costs will be optimized through efficient sourcing, bulk purchasing of raw materials, and minimizing wastage in the assembly process.

6.5.3. Investment in Growth: Funds will be allocated to expand assembly plants, invest in modern machinery, and pursue joint ventures with established global solar energy equipment manufacturers.

6.5.4. Risk Management: The Company will hedge against fluctuations in commodity prices and foreign exchange volatility. Supplier diversification and insurance mechanisms will be put in place to mitigate risks.

6.6. Sustainability and Corporate Social Responsibility (CSR)

6.6.1. Environmental Initiatives: The Company will work to reduce its carbon footprint by using renewable energy in operations, recycling metals, and promoting energy-efficient solar energy, equipment and accessories.

6.6.2. Community Engagement: We will actively support renewable energy communities through training programs, employment creation, and offering affordable solar energy equipment tailored to local needs.

6.6.3. Ethical Practices: The Company will uphold ethical labor practices, ensure safe working conditions, and promote transparency in the sourcing of raw materials.

7.0. BUSINESS OUTLOOK, STRENGTH, AND GROWTH POTENTIAL

7.1. BUSINESS OUTLOOK

The Company is strategically positioned to become a leading player in Tanzania's renewable energy and infrastructure equipment market. With the global and national shift toward clean, sustainable energy, the demand for solar power systems, energy-efficient accessories, and industrial equipment continues to rise.

Tanzania's national policies particularly the **Energy Policy (2015)** and **Vision 2025-2050** emphasized increased use of renewable energy and industrialization, creating a highly favorable environment for the Company's operations.

Over the next five years, the Company anticipates robust growth driven by continued urbanization, industrial expansion, electrification of rural communities, and climate-conscious investment incentives.

Furthermore, Tanzania's membership in the East African Community (EAC) and the African Continental Free Trade Area (AfCFTA) provides access to regional markets, positioning the Company as a potential exporter of solar products, accessories, and assembled equipment.

The Company's business outlook is therefore strongly positive, supported by:

- ❖ A rapidly expanding market for renewable energy solutions.
- ❖ Government incentives and tax benefits under TISEZA facilitation.
- ❖ Growing investor and donor interest in green energy projects.
- ❖ Technological advancements reducing solar system costs.

7.2. STRENGTHS

The Company's competitive advantage lies in a combination of technological expertise, localized assembly, and customer-oriented service delivery. The following key strengths distinguish the Company within the energy and infrastructure market:

7.2.1. Integrated Operations: The Company handles both assembly and distribution of solar energy systems and accessories, ensuring cost efficiency and quality control.

7.2.2. Skilled Workforce: A total of 105 employees, including both local and international experts, enables knowledge transfer, innovation, and adherence to global standards.

7.2.3. Strategic Partnerships: The Company collaborates with reputable suppliers and manufacturers of solar components, guaranteeing consistent access to high-quality materials.

7.2.4. Modern Technology: Utilization of advanced solar inverters, MPPT charge controllers, and smart-grid integration systems enhances efficiency and reliability.

7.2.5. Strong Management Structure: Experienced leadership with expertise in engineering, procurement, and legal compliance ensures strategic decision-making and operational sustainability.

7.2.6. Customer Centric Model: The Company emphasizes after-sales support, warranty assurance, and system monitoring to maintain client satisfaction and loyalty.

7.3. OPPORTUNITIES

The renewable energy and equipment assembly sector presents several growth opportunities that the Company intends to harness:

- 7.3.1. Expanding Energy Demand:** Rising power needs across households, industries, and public institutions create room for massive adoption of solar solutions.
- 7.3.2. Rural Electrification Initiatives:** Government-led programs to electrify remote areas through renewable energy directly support the Company's market expansion.
- 7.3.3. Export Potential:** Regional energy shortages and development projects in neighboring countries open export markets for assembled solar and industrial equipment.
- 7.3.4. Policy Support:** Government incentives, import duty exemptions, and VAT relief under TISEZA programs promote local manufacturing and assembly operations.
- 7.3.5. Climate Financing and Green Investment:** Access to international green funds and carbon-credit programs can finance large-scale renewable energy projects.
- 7.3.6. Technological Innovation:** Advancements in battery storage, solar tracking, and hybrid energy systems allow continuous improvement of the product line.

7.4. MARKET SEGMENTS

The Company's market segmentation strategy is guided by socio-economic and industrial dynamics, targeting the following major groups:

- 7.4.1. Residential and Small Business Consumers:** Seeking affordable and independent energy solutions.
- 7.4.2. Institutional Clients:** Including schools, health centers, and government agencies requiring reliable energy supply.

7.4.3. Industrial and Manufacturing Clients: Needing high-capacity systems for continuous production.

7.4.4. Mining and Construction Companies: Demanding portable, durable, and energy efficient solar-powered equipment.

7.4.5. Agricultural Sector: Farmers and cooperatives using solar pumps and irrigation systems.

7.4.6. Export Markets: Supplying renewable energy products to the East African region and beyond.

7.5. CUSTOMERS

The Company's target customers are individuals, corporate organizations, and institutions seeking sustainable, reliable, and cost-effective energy solutions. Specific categories include:

7.5.1. Private homeowners investing in solar systems for domestic use

7.5.2. SMEs and Commercial buildings seeking to reduce operational costs

7.5.3. Government agencies implementing electrification or green initiatives.

7.5.4. NGOs and development partners financing off-grid solar projects.

7.5.5. Large industrial clients requiring continuous power backup solutions.

7.5.6. Export buyers within EAC member states.

8.0. OFFICES OF THE COMPANY, INDUSTRY LOCATION AND INDUSTRIAL BUILDING PLAN

8.1. The Company's offices are located at Dar es Salaam, District Kinondoni, Ward Mikocheni, Postal Code 14112, Street Mikocheni, Road Ngorongoro, Plot Number 20, Block Number 20, House Number A1.

8.2. The industry shall be located at **Plot No. 02 – Industrial Area, Block 48, Apartment No. 002 Urafiki Estate, at Ubungo Kisiwani Street, Ubungo Ward in Ubungo Municipality Dar es Salaam Region.**

8.3. INDUSTRIAL BUILDING PLAN

At full capacity, the project will provide an area of 140,000 square meters in terms of developed structures (building and industrial shades).

Site Building Plan (October 2025 - October 2026)

Month	Phase	Activities	Milestones/Deliverables
June, 2025	Planning Design	-Conduct site survey and soil testing.	- Site survey report and soil analysis completed.
		-Finalize architectural and engineering designs.	- Approved building designs and layouts.
		-Obtain necessary permits and approvals from local authorities.	-All permits and approvals secured.
		-Develop a detailed project timeline and budget.	- Project timeline and budget finalized.
July, 2025	Site Preparation	- Clear and level the site.	-Site cleared and ready for construction.
		Install temporary utilities (Water, electricity, and sanitation).	- Temporary utilities operational.
		- Set up construction offices and storage facilities.	-Construction offices and storage facilities ready.

August, 2025	Foundation Work	- Excavate and prepare foundations for the main building.	-Foundation excavation completed.
		-Pour concrete for foundations and basement (if applicable).	-Foundations and basement completed.
		-Install drainage and utility lines (water, electricity, sewage).	- Drainage and utility lines installed.

September, 2025	Structural Work	-Erect steel structures for the main manufacturing building.	- Steel structure framework completed.
		- Construct walls, roofs, and floors.	-Building envelope (walls, roofs, floors) completed.
		-Install fire safety systems and insulation.	-Fire safety systems and insulation installed.
October, 2025	Utilities & Services	-Install electrical wiring, plumbing, and HVAC systems.	- Electrical, plumbing, and HVAC systems installed.
		- Set up compressed air, gas, and water supply systems for manufacturing.	-Utility systems for manufacturing operational.
		- Install lighting and ventilation systems.	- Lighting and ventilation systems operational.
November 2025	Interior Work	- Construct office spaces, Meeting rooms, and employee facilities.	-Office spaces and employee facilities will be completed.

		-Install flooring, ceilings, and partitions.	- Interior finishing completed.
		- Set up IT infrastructure and network systems.	- IT infrastructure and network systems operational.
December, 2025	Manufacturing Setup	- Install production lines and Machinery for electronics Products.	- Production lines and machinery will be installed.
		- Setup quality control labs and testing facilities.	- Quality control and testing facilities operational.
		- Install conveyor systems and material handling equipment.	- Conveyor systems and material handling equipment will be installed.
January 2026	Warehouse & Storage	- Construct warehouse areas for raw materials and finished goods.	- Warehouse areas will be completed.
		- Install shelving, racks, and inventory management systems.	- Storage systems and inventory management operational.
		-Set up loading docks and logistics areas.	- Loading docks and logistics areas will be ready.
February, 2026	Safety & Compliance	- Install safety equipment (fire extinguishers, alarms, emergency exits).	- Safety equipment will be installed and operational.
		-Conduct safety inspections and compliance checks.	- Safety and compliance certifications will be obtained.
		- Train staff on safety protocols and emergency procedures.	- Staff training will be completed.

March, 2026	Testing & Commissioning	-Test all machinery, equipment, and systems.	- Machinery, equipment, and systems tested and operational.
		-Conduct trial runs of production lines.	- Trial runs will be completed successfully.
		- Address any issues or defects identified during testing.	- All issues will be resolved.
April, 2026	Final Touches	- Landscaping and external works (parking, pathways, signage).	- Landscaping and external works will be completed.
May, 2026	Final Touches	- Landscaping and external works (parking, pathways, signage).	- Landscaping and external works completed.
		-Clean and sanitize the entire facility.	- Facility cleaned and ready for operations.

		- Conduct final inspections and approvals.	- Final inspections and approvals completed.
July, 2026	Handover & Launch	- Handover the facility to the operations team.	- Facility will be handed over to operations team.
		-Officially launch the facility and begin full- scale production.	- Facility operational and production will start.
		- Organize an inauguration event (optional).	- Inauguration event will be completed.
September, 2026	Operational Readiness	- Monitor initial production and address any operational issues.	- Facility fully operational and running smoothly.

9.0. MARKET ANALYSIS

9.1. Overview of the Energy Sector in Tanzania (Renewable Energy Focus)

Tanzania's energy sector is undergoing a transformative phase, with a significant focus on renewable energy to ensure sustainable and reliable electricity supply. The country is endowed with abundant solar resources, making solar energy one of the most promising alternatives to conventional energy sources.

According to the Tanzania Development Vision 2050, renewable energy is central to national development, aiming to enhance industrial growth, reduce energy costs, and improve socio-economic well-being. The current installed electricity capacity stands at approximately 1,872 MW, with peak demand reaching 1,888.72 MW in November 2024, leaving a notable energy supply gap of around 345 MW. This underscores the urgent need for investment in renewable energy projects, particularly solar energy, to complement grid power and extend electricity access to rural communities.

9.2. Economic Policy 2050: Priorities in Tanzania

The Tanzania Development Vision 2050 emphasizes the followings: -

- ❖ **Sustainable Energy Development:** Adoption of clean, renewable energy sources to drive economic growth.
- ❖ **Industrialization:** Energy as a key enabler for manufacturing, mining, and commercial sectors.
- ❖ **Infrastructure Development:** Expansion of energy infrastructure to ensure reliable and cost-effective power.

- ❖ **Job Creation and Capacity Building:** Generating employment opportunities in renewable energy sectors and enhancing local technical skills.

These priorities present a strategic alignment for businesses investing in solar energy, positioning them as key contributors to national development goals.

9.3. Demand for Solar Energy

Demand for solar energy is growing rapidly in Tanzania, fueled by:

- ❖ **Rural Electrification Programs:** Initiatives such as the National Rural Electrification Program aim to bring electricity to off-grid areas, creating high demand for decentralized solar solutions.
- ❖ **Urban Residential Demand:** Rising household electricity costs and energy shortages are driving adoption of rooftop solar systems.
- ❖ **Commercial and Industrial Needs:** Businesses are increasingly adopting solar systems to lower operational costs, improve energy reliability, and demonstrate environmental responsibility.
- ❖ **Environmental Awareness:** Rising awareness of climate change and sustainability has accelerated the shift towards renewable energy.

9.4. Supply and Competition

The solar energy market in Tanzania comprises a mix of local and international players, including manufacturers, distributors, and service providers. While imports still dominate the supply of solar panels, inverters, and batteries, there is a growing trend towards local assembly and manufacturing. Government incentives, such as removal of VAT and import duties on solar components, have significantly reduced market entry barriers and improved profitability for local operators.

9.5. Customer Segmentation

The Tanzanian solar market can be segmented as follows:

- ❖ **Residential Sector:** Homeowners seeking cost-effective, reliable, and sustainable energy solutions.
- ❖ **Commercial Sector:** SMEs, shopping centers, and offices adopting solar to cut energy costs.
- ❖ **Industrial Sector:** Factories and processing plants requiring uninterrupted power supply.
- ❖ **Government and NGOs:** Organizations implementing off-grid solar projects in remote regions.

9.6. Market Drivers

- ❖ Government policies supporting renewable energy investments.
- ❖ Declining costs of solar technology.
- ❖ National programs for energy access expansion.

- ❖ Increased corporate and individual environmental consciousness.

9.7. Market Challenges

- ❖ High upfront installation costs.
- ❖ Limited financing options for solar projects.
- ❖ Technical skill gaps in installation and maintenance.
- ❖ Supply chain vulnerabilities due to import dependency.

9.8. Market Opportunities

- ❖ **Local Manufacturing and Assembly:** Producing solar panels, inverters, and batteries locally can reduce import reliance, create jobs, and enhance competitiveness.
- ❖ **Off-Grid Solar Systems:** High demand in rural areas offers opportunities for scalable decentralized solutions.
- ❖ **Public-Private Partnerships:** Collaborations with government and NGOs can drive large-scale solar deployment.
- ❖ **Training Programs:** Developing local expertise in solar technology installation, maintenance, and operations.

9.9. Market Size and Growth Potential

The African solar market was valued at USD 13.73 billion in 2024 and is projected to reach USD 20.09 billion by 2033, growing at a CAGR of 4.32%. Tanzania, benefiting from favorable government policies, increasing electricity demand,

and abundant solar resources, represents a highly attractive and growing market. Investment in solar energy equipment and accessories in Tanzania promises significant returns, aligned with national development objectives.

9.10. Conclusion

Tanzania's solar energy sector presents a compelling investment opportunity. Supported by government incentives, strong alignment with the Development Vision 2050, rising energy demand, and a growing market for decentralized renewable energy solutions, establishing a business in solar energy equipment and accessories will contribute to sustainable development, energy security, and socio-economic growth, while ensuring profitable returns for investors.

10.0. ASSEMBLING AND MANUFACTURING PLAN

10.1. Overview

This business plan is dedicated exclusively to the assembly and manufacturing of solar energy equipment and accessories in Tanzania, under the ownership of a Chinese company incorporated under the Laws of Tanzania with expectation of having global expertise in heavy industrial machinery. The objective is to establish a state-of-the-art assembly plant in Tanzania that will integrate Chinese technological know-how with Tanzanian industrial opportunities.

JUA TRADE INFRASTRUCTURE COMPANY LIMITED's Assembling and Manufacturing Plan is designed to establish a modern solar energy equipment and accessories assembly plant within Tanzania. The project

focuses on the assembly, testing, and packaging of solar panels, inverters, charge controllers, batteries, and other related components.

The facility aims to reduce Tanzania's dependence on imported finished products by developing localized manufacturing capability, promoting technology transfer, and creating sustainable employment. The assembly operations will adhere to international industrial standards while promoting local value addition, thereby aligning with the Tanzania Industrialization Policy (2016–2025) and Energy Policy (2015).

10.2. Objectives of the Assembly and Manufacturing Plan

The primary objectives are as follows:

- ❖ To assemble high-quality solar panels, inverters, and accessories locally to meet Tanzania's growing renewable energy demand.
- ❖ To promote import substitution by reducing the volume of imported finished solar products.
- ❖ To transfer technology and technical know-how to Tanzanian technicians and engineers.
- ❖ To support national industrialization goals by increasing local value addition.
- ❖ To create direct and indirect employment opportunities for Tanzanian citizens.
- ❖ To ensure consistent product quality that meets Tanzania Bureau of Standards (TBS) and International Electrotechnical Commission (IEC) requirements.

- ❖ To position JUA TRADE INFRASTRUCTURE COMPANY LIMITED as a regional hub for solar equipment supply across the East African Community (EAC).

10.3. Facility and Plant Design

The assembly facility will be located within an industrial zone in Dar es Salaam or Coast Region, ensuring proximity to key ports, suppliers, and transport routes. The plant will feature modern equipment and modular assembly lines, allowing flexibility for future capacity expansion.

Plant Layout:

- ❖ **Reception and Quality Check Area:** Inspection of imported components.
- ❖ **Component Storage and Inventory Section:** Safe and organized storage of solar modules, frames, and accessories.
- ❖ **Assembly Lines:** Dedicated areas for module framing, inverter assembly, and wiring.
- ❖ **Testing and Calibration Section:** Quality verification under international standards.
- ❖ **Packaging and Labeling Section:** For local and export packaging standards.
- ❖ **Administrative Offices:** Housing engineering, management, and logistics departments.
- ❖ **Research and Training Unit:** For continuous product improvement and skills development.

10.4. Assembly and Manufacturing Process

The process involves:

- ❖ **Importation of key components** such as photovoltaic cells, inverters, and charge controllers.
- ❖ **Local assembly of panels**, frames, junction boxes, and cabling.
- ❖ **System integration** including battery installation and inverter configuration.
- ❖ **Testing and quality control** to ensure each unit meets set performance standards.
- ❖ **Branding, packaging, and distribution** under the JUA TRADE brand name.

This hybrid model ensures cost efficiency while maintaining high-quality standards. Over time, the company plans to establish semi-automated production lines for solar panels, cables, and mounting structures.

10.5. Technology and Innovation

JUA TRADE INFRASTRUCTURE COMPANY LIMITED will adopt advanced assembly technology, including:

- ❖ Automatic tabbing and stringing machines for solar cell assembly.
- ❖ Pulse-width modulation (PWM) and maximum power point tracking (MPPT) control systems.
- ❖ Battery management systems with AI-based efficiency monitoring.

- ❖ Smart-grid integration technology allowing remote performance monitoring.

The Company will also establish a Research and Development (R&D) Department to innovate new solar accessories suitable for African climatic conditions.

10.6. Workforce and Technology Transfer

Chinese Experts: A team of 10 foreign experts (5 male and 5 female) from China will oversee the installation, calibration, and initial operation of the assembly plant. They will also train Tanzanian engineers and technicians in production techniques, equipment maintenance, and quality assurance.

Tanzanian Workforce: A total of 95 Tanzanians (50 male and 45 female) will be employed across various departments, including assembly, logistics, sales, and administration. This promotes gender inclusion and local empowerment in line with national employment policies.

Technology Transfer Program: The Company's operational plan includes a structured training and technology transfer program covering: -

- ❖ Machinery operation and maintenance.
- ❖ Industrial safety and environmental compliance.
- ❖ Renewable energy system design and engineering.
- ❖ Lean manufacturing and quality control principles.

10.7. Supply Chain and Inputs

10.7.1. From China: Key components such as solar cells, charge controllers, and inverter chips will be imported from certified Chinese

manufacturers under long-term supply contracts. These suppliers adhere to ISO 9001 and IEC quality standards.

10.7.2. From Tanzania: Locally sourced materials will include aluminum frames, glass covers, junction boxes, cables, labels, and packaging materials. Preference will be given to local suppliers meeting TBS standards.

10.7.3. Logistics: The Company will utilize Dar es Salaam Port for imports, supported by bonded warehouse facilities for customs clearance. Local logistics will be handled through contracted transport firms ensuring timely delivery of raw materials and finished goods.

10.7.4. Inventory Control: A digital inventory management system will track material movement, monitor stock levels, and optimize procurement. The system will ensure production continuity while minimizing waste and holding costs.

10.8. Quality Assurance and Standards

All production stages will follow a Quality Management System (QMS) in compliance with: -

- ❖ Tanzania Bureau of Standards (TBS) guidelines.
- ❖ International Electrotechnical Commission (IEC 61215 and 61730) standards for photovoltaic modules.
- ❖ ISO 9001:2015 for quality management.
- ❖ Routine audits and inspection will be conducted to ensure that each batch of products meets the highest performance, safety, and durability standards.

10.9. Environmental and Safety Measures

The Company will adhere to strict environmental, health, and safety (EHS) protocols: -

- ❖ Installation of waste management systems for safe disposal of non-recyclable materials.
- ❖ Use of non-toxic soldering and cleaning agents.
- ❖ Provision of personal protective equipment (PPE) to all workers.
- ❖ Regular safety training and compliance audits.
- ❖ Implementation of solar recycling programs for defective or end-of-life components.

These measures align with the National Environmental Management Council (NEMC) standards and Tanzania's environmental protection framework.

10.10. Production Capacity and Expansion

Year	Output Capacity	Description
Year 1	10,000 solar panels and 5,000 accessories unit Annually	Pilot phase and market entry
Year 3	30,000 solar panels and 15,000 accessories unit Annually	Full-scale production after local demand expansion
Year 5	60,000 solar panels and 25,000 accessories units Annually	Regional exports and technology diversification

The long-term goal is to evolve from assembly to full-scale manufacturing, incorporating local production of photovoltaic cells and integrated solar systems. The Company also aims to establish a regional export center serving EAC and SADC countries by the fifth year.

11.0 MARKETING STRATEGIES

11.1. Market Research: Identify client needs through surveys and sector studies.

11.2. Brand Positioning: Reliable supplier with strong local support.

11.3. SWOC Analysis:

- ❖ Strengths: Wide product range, local assembly.
- ❖ Weaknesses: Initial dependence on imports.
- ❖ Opportunities: Increasing demand, government local content policy.
- ❖ Challenges: Competition, currency fluctuation, logistics.

11.4. Mitigation Strategies: Bulk importation to reduce costs, partnerships with transport firms, price competitiveness.

11.5. SUMMARY OF PROJECT DESCRIPTION

Project Summary: **JUA TRADE INFRASTRUCTURE COMPANY LIMITED**

(Assembling of Solar Energy Equipment and Accessories)

Project Name:-

Jua Trade: Assembling of Solar Energy Equipment and Accessories

Annual Investment Plan

The company plans to **assemble solar energy equipment and accessories** with a focus on producing **high-quality and efficient products**.

The goal is to **scale production annually** to meet growing market demand and expand the product portfolio.

11.6 EMPLOYMENT CREATION

The project aims to create **over 105 jobs**, with the following distribution:

11.6.1. Skilled Labor: 45 employees (e.g., technicians, engineers, quality control specialists).

11.6.2. Unskilled Labor: 60 employees (e.g., assembly line workers, general laborers).

11.6.3. Local Employees: 95 (50 Males & 45 Female) employees (to promote local employment and economic growth).

11.6.4. Foreign Employees: 10 employees (5 Males & 5 Females) (to bring in specialized skills and expertise).

The number of employees will **increase as the project expands** to meet production and market demands.

12.0. FINANCIAL ANALYSIS

This section covers project financing and financial projections. Project financing includes sources of funding and financing items in the project. Financial projections, on the other hand, cover assembly projections, income projections, projected retained earnings, and projected cash flow.

12.1 PROJECT FINANCING

12.1.1 Sources of Funding

Project Financing

The project will be financed through a combination of foreign equity (50%), a local loan (25%), and a foreign loan (25%). The total capital investment is **USD 1,030,000**.

Table: Project Financing

Details	Amount (USD)	Percentage
Foreign Equity	515,000	50%
Local Loan	257,500	25%
Foreign Loan	257,500	25%
Total Capital	1,030,000	100%

Summary of Financing:

- Foreign Equity: **USD 515,000** (50% of total capital)
- Local Loan: **USD 257,500** (25% of total capital)
- Foreign Loan: **USD 257,500** (25% of total capital)
- **Total Loan:** USD 515,000 (50% of total capital)
- **Total Equity:** USD 515,000 (50% of total capital)

12.2 FINANCING OF PROJECT ITEMS

The invested capital of **USD 1,030,000** will cover various items in the project including land, building, vehicles, and other setup costs as shown below.

Table: Financing Items

Category	Estimated Cost (USD)
Land & Building	770,000
Vehicles	90,000
Furniture and Fittings	45,000
Pre-Expenses	33,000
Others	17,000
Working Capital	75,000
TOTAL	1,030,000

FIXED CAPITAL: USD 955,000

WORKING CAPITAL: USD 75,000

Breakdown of Financing:

12.2.1 Land & Buildings: USD 770,000 (For acquiring land and constructing facilities for manufacturing and assembling operations).

12.2.2 Vehicles: USD 90,000 (For transportation and logistics purposes).

12.2.3 Furniture & Fittings: USD 45,000 (For office and operational setup).

12.2.4 Pre-Expenses: USD 33,000 (For initial setup costs, permits, and licenses).

12.2.5 Others: USD 17,000 (For miscellaneous and incidental expenses).

12.2.6 Working Capital: USD 75,000 (For day-to-day operational expenses, raw materials, and labour costs).

Summary:

- **Fixed Capital:** USD 955,000 (covering land, buildings, vehicles, furniture, and pre-expenses).
- **Working Capital:** USD 75,000 (for operational expenses).
- **Total Capital:** USD 1,030,000.

12.3 FINANCIAL PROJECTIONS (5-YEAR FORECAST)

SALES PROJECTIONS

The company projects steady sales growth over the first five years of operations. From Year 1 to Year 5, the company expects to achieve sales amounting to **USD 3,590,000, USD 4,233,600, USD 4,986,600, USD 5,553,600, and USD 6,250,000**, respectively.

The cost of sales is projected to be **USD 171,600, USD 210,900, USD 383,000, USD 534,500, and USD 685,000** for the same period.

The table below provides a detailed breakdown of the sales, cost of sales, and gross profit projections for the first five years:

Table: Gross Profit Projection

Years	Y1	Y2	Y3	Y4	Y5
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Sales	3,590,000	4,233,600	4,986,600	5,553,600	6,250,000
Cost of Sales	171,600	210,900	383,000	534,500	685,000
Gross Profit	3,418,400	4,022,700	4,603,600	5,019,100	5,565,000

The project is expected to yield a consistent gross profit throughout the first five years of operation. In Year 1, profit is anticipated to be lower due to promotional expenses. As assembly activity picks up, gross profit increases steadily in subsequent years.

12.6 INCOME PROJECTION

The project is expected to generate profits throughout the first five years. The projected profits, operating expenses, EBIT, loan interest, and taxes are shown below.

Table: Income Projection

Years	Y1	Y2	Y3	Y4	Y5
Total Sales	3,590,000	4,233,600	4,986,600	5,553,600	6,250,000
Less: Cost of Sales	171,600	210,900	383,000	534,500	685,000
Gross Profit	3,418,400	4,022,700	4,603,600	5,019,100	5,565,000
Less: Operating Expenses	190,000	172,000	198,000	210,000	235,000
EBIT	3,228,400	3,850,700	4,405,600	4,809,100	5,330,000
Less: Loan Interest	3,140,000	3,765,000	4,310,000	4,720,000	5,240,000
Less: Taxes (30%)	969,000	1,155,000	1,293,000	1,416,000	1,572,000

Key Highlights:

- **Year 1:** Gross profit of USD 3,418,400 with operating expenses of USD 190,000, resulting in EBIT of USD 3,228,400. After accounting for loan interest and taxes, the net profit will be calculated accordingly.

- **Year 5:** Gross profit expected to reach USD 5,565,000 with EBIT of USD 5,330,000.

Table: Projected Cash Flow

Projected Cash Flow					
Years	Y1	Y2	Y3	Y4	Y5
Profit Before Tax	3,140,000	3,765,000	4,310,000	4,720,000	5,240,000
Adjustment for Non-Cash Items	–	–	–	–	–
Change in Working Capital:					
Receivables (–ve)	–480,000	–470,000	–480,000	–400,000	–420,000
Trade Payables & Accruals	5,500	3,700	3,800	6,000	2,800
Capital Additions	610,000	450,000	260,000	–	–
Total	136,000	–12,000	–213,000	–374,000	–392,000
Tax Payments	969,000	1,155,000	1,293,000	1,416,000	1,572,000
Total Cash Flow from Operations	1,105,000	1,143,000	1,080,000	950,000	1,180,000
Cash Flow from Investing Activities	–	–	–	–	–
Net Cash Flow from Investing	380,000	380,000	380,000	380,000	380,000
Cash Flow from Financing Activities					
Dividends	430,000	495,000	585,000	630,000	705,000
Change in Cash & Cash Equivalents	255,000	185,000	80,000	–30,000	40,000
Opening Cash Balance	12,000	8,000	10,500	6,500	7,500
Closing Cash Balance	8,000	10,500	6,500	7,500	6,800

Key Highlights:

- The Company expects a positive cash flow from operating activities, ranging from **USD 1,105,000 in Year 1** to **USD 1,180,000 in Year 5**.
- Cash flow from investing activities remains consistent at **USD 380,000 annually**.

- Dividends paid to shareholders increase steadily, reflecting growing profitability.
- The closing cash balance remains stable, showing effective liquidity management.

NPV ANALYSIS

The project has a positive Net Present Value (NPV), indicating its potential for success. The analysis is based on projected cash flows and a discount rate of **2.1%**.

Table: NPV Analysis

Years	Y1	Y2	Y3	Y4	Y5
Change in Cash & Cash Equivalents	255,000	185,000	80,000	– 30,000	40,000
Discount Rate (2.1%)	0.021	0.021	0.021	0.021	0.021
Overall NPV	249,000	–	–	–	≈ 520,000

Key Highlights:

- The positive NPV confirms the project’s viability and potential to generate value.
- The overall NPV of **USD 520,000 by Year 5** reflects strong financial performance and profitability.

12.7 PROJECT IMPLEMENTATION SCHEDULE (2025-2027)

S/N	Task Name	Assigned To	Start Date	End Date	Status
01.	Registrations	Directors	08.09.2024	29.11.2024	Completed
02.	Market Analysis	Directors &	January,	July,	Completed

		Managers	2025	2025	
03.	Land Acquisition	Directors & Team	September 2025	TBD	Completed
04.	Site Development Phase 1	Directors & Contractors	October 2025	January 2026	Not started
05.	Site Development Phase 2	Directors & Contractors	January 2026	July 2026	Not started

FUTURE EVENTS AND MILESTONES (2025-2027)

12.8. Marketing Analysis Completion

12.8.1 **Date:** July, 2025

12.8.1.2 **Dependency:** Required for finalizing product offerings, target markets, and budget allocation.

12.8.2 Registrations Completion

12.8.2.2.1. **Date:** November, 2024

12.8.2.2.2. **Dependency:** Necessary for legal compliance, stakeholder engagement, and resource allocation.

12.8.8.3. Land Acquisition Completion

12.8.8.3.1. **Date:** TBD (Dependent on legal processes)

12.8.8.3.2. **Dependency:** Critical for starting Site Development Phase 1.

12.8.8.4. Site Development Phase 1 Completion

12.8.8.4.1. **Date:** January, 2026

12.8.8.4.2. **Dependency:** Must be completed before Phase 2 begins. Includes factory setup, infrastructure, and utilities.

12.8.8.5 Site Development Phase 2 Completion

12.8.8.5.1. **Date:** July, 2026

12.8.8.5.2. **Dependency:** Marks the completion of the manufacturing facility, including installation of machinery and equipment.

12.8.8.6. Production Launch

12.8.8.6.1. **Date:** August, 2026

12.8.8.6.2. **Dependency:** Facility must be fully operational, and staff trained for assembling of solar energy equipment and accessories.

12.8.8.7. Market Entry and Distribution.

12.8.8.7.1. **Date:** October, 2026

12.8.8.7.2.. **Dependency:** Production must meet quality standards, and distribution channels must be established.

12.8.8.8 First-Year Review and Expansion Planning

12.8.8.8.1 **Date:** December, 2027

12.8.8.8.2 **Dependency:** Evaluate production efficiency, market performance, and plan for scaling operations.

13.0. PROJECT RATIONALE.

This project rationale can be viewed from **monetary, fiscal, and social perspectives**. Based on the financial analysis conducted, this project holds significant promise for success within the Tanzanian economy.

13.1. Monetary Benefits:

13.1.1. The project will generate income for **supplier SMEs** (Small and Medium Enterprises) by creating demand for raw materials, components, and services required for manufacturing and assembling of Solar Energy equipment and accessories.

13.1.2 It will also stimulate economic activity by creating employment opportunities across various stages of the value chain, from production/assembly to distribution.

13.2 Fiscal Benefits:

13.2.1. The project will contribute to government revenue through the payment of taxes, including **Income Tax** and **Value Added Tax (VAT)** on sales.

13.2.2 It will also support the government's industrialization agenda by promoting local assembling and reducing reliance on imported Solar Energy equipment and accessories.

13.3. Social Benefits:

13.3.1. The project will contribute to **social development** by providing affordable, high- quality Solar Energy equipment and accessories to Tanzanian Solar Energy equipment and accessories’ consumers.

13.3.2. It will also foster **skills development** by creating training and employment opportunities for local workers, particularly in technical and assembling roles.

13.3.3. By promoting local production, the project will reduce the country’s trade deficit and enhance self-sufficiency in the renewable energy sector.

14.0. CONCLUSION

JUA TRADE INFRASTRUCTURE COMPANY LIMITED is strategically positioned to serve Tanzania’s renewable energy sector with durable, cost-efficient, and innovative solutions. With strong partnerships, phased expansion, and a customer-centered approach, the company will drive renewable energy productivity while contributing to Tanzania’s industrial growth.

With a dedicated team, robust financial projections, and a commitment to quality and innovation, we are confident in our ability to achieve our business objectives. This project will not only establish a strong presence in the Tanzanian market but also contribute to the country’s economic growth, and social development.

We look forward to the opportunities that lie ahead and are excited to embark on this journey towards sustainable growth, profitability, and positive societal impact in the manufacturing sector.