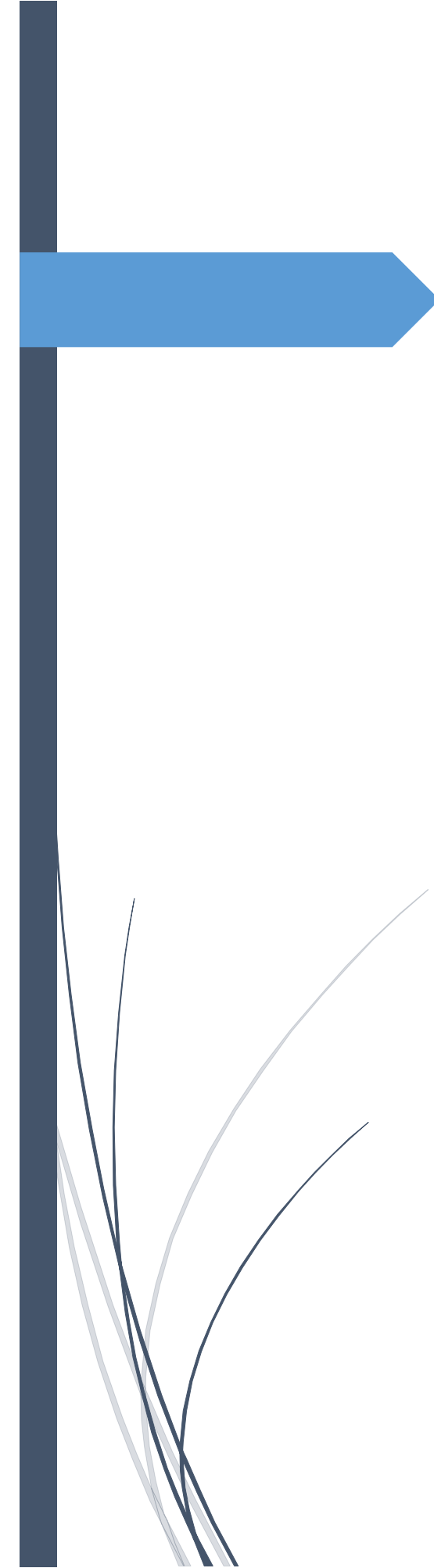


LIST OF ATTACHED DOCUMENTS FOR THE
AMENDMENT OF THE CERTIFICATE OF INCENTIVE.

1. NEW BUSINESS PLAN INCORPORATING ANOTHER
THREE ACTIVITIES
2. SURVEY PLAN FOR THE NEW PLOT ACQUIRED.



WASTE RECYCLING, MANUFACTURING OF METAL AND
METAL PRODUCTS, PROCESSING OF LIME AND OTHER
INDUSTRIAL MINERALS, MANUFACTURING OF
ELECTRONIC EQUIPMENT AND ACCESSORIES

BUSINESS PLAN

FOR THE MANUFACTURING INDUSTRY TO
BE LOCATED AT PLOT NO. 867 BLOCK E
DISUNYARA KIBAHA DISTRICT-PWANI
REGION

1.0 EXECUTIVE SUMMARY

QIANG BIAO COMPANY LIMITED is a private company incorporated on 16 April 2024 under the Companies Act 2002 of the United Republic of Tanzania, with certificate number 173910819 issued by BRELA. The company is 100 percent owned by Chinese shareholders. Currently, QIANG BIAO COMPANY LIMITED intends to establish a waste recycling and manufacturing factory based on tires, oils, plastic and Manufacturing of metal and metal products, Processing of lime and other industrial minerals, Manufacturing of electronic equipment and accessories at its premises located at Mlandizi Village, Coast Region.

The company will manufacture metal and metal products, utilizing the steel wires recovered from the pyrolysis process. These wires will be sold to steel recycling industries. The company will also process lime and other industrial minerals, which will be used as raw materials in various industrial applications, including construction and chemical manufacturing.

Moreover, this diversification will allow the company to maximize the utilization of its by-products and expand its market reach. The integration of these activities—manufacturing metal and metal products, processing lime and other industrial minerals, and manufacturing electronic equipment and accessories—will enhance the company's operational efficiency and contribute to a sustainable and circular economy.

QIANG BIAO COMPANY LIMITED is planning to raise about Usd.2,900,000/= for the first year, of which Sales revenue will be Usd.900,000/=, and Shareholders Fund Usd.2,000,000 for initiating the project.

The shareholders of QIANG BIAO COMPANY LIMITED, the shareholders of this newly formed company, are LIN CHENGJIN and LIU LIWEI. Both are Chinese with vast experience in the manufacturing industry.

Table of ownership for the QIANG BIAO COMPANY LIMITED

| NAME | % OF SHARES | NATIONALITY |
|---------------------|--------------------|--------------------|
| LIN CHENGJIN | 80% | Chinese |
| LIU LIWEI | 20% | Chinese |

2.0 DESCRIPTIONS OF THE COMPANY

2.1. Our Vision

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

2.2 Our Mission

Is to inspire a positive, lasting impact. We owe everything to the efforts of each team member, our families and our clients. We exist to create harmony between property and prosperity.

2.3. Our Core Values

- I. **Trusting our Gut:** We believe in the power of intuition and innovation. We trust our instincts to drive creativity and problem-solving, enabling us to deliver unparalleled solutions that resonate with both customers and partners.
- II. **Giving People Chances:** We embrace diversity and inclusivity. We believe in empowering individuals with opportunities that foster growth and progress, both within our company and in the communities, we serve.
- III. **Peace and Happiness:** We are committed to creating an atmosphere of tranquility and contentment for our customers and team members alike. Our aim is to simplify and enhance their experiences, promoting happiness through hassle-free solutions.
- IV. **Innovation and Personal Development:** We thrive on innovation, continuously challenging the status quo. We view personal development as an ongoing journey, equipping our team members with the tools they need to thrive in a rapidly evolving technological

3.0 COMPANY SUMMARY

3.1 The Company Location

QIANG BIAO COMPANY LIMITED is located in a strategic location and a strong background with small and large clients at Mlandizi and the all surrounding areas in Coast region as well as in Dar es Salaam.

3.2 Product / Services

The Company is specialized in waste recycling of tyres, lubricant oil, engine oils and plastic to get crude oil for different uses. Manufacturing of metal and metal products, Processing of lime and other industrial minerals, and Manufacturing of electronic equipment and accessories.

3.3 Company Management

The daily management operations of the Company are vested under the Managing Director/Founder and director. Who are assisted by professional teams.

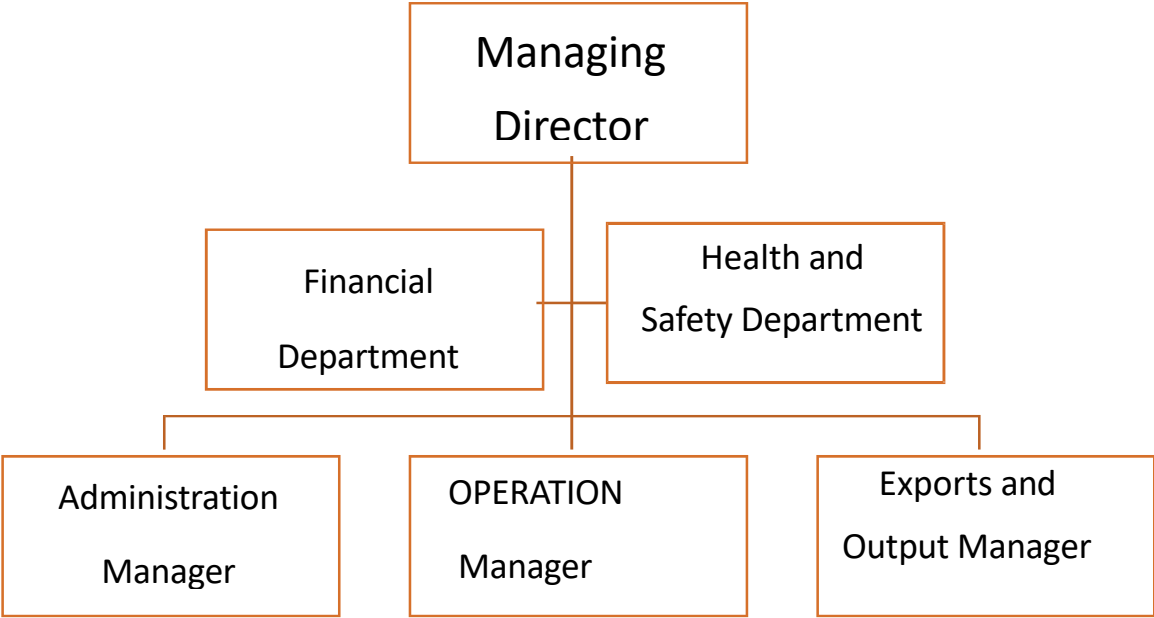


Chart 1: Organization Chart of GIANG BIAO

3.4. Past Performance

Our Company managed to be registered by Brela and Acquired tax identification number **173-910-819** from Tanzania Revenue Authority. Our initiative of Manufacturing crude oil by waste tyres and other oil recycling and Manufacturing of metal and metal products, Processing of lime and other industrial minerals, Manufacturing of electronic equipment and accessories with the aim to become the cornerstone of modern and Quality Providers of these products

3.5 Investment Cost and Financing Investment Cost

The Company management has planned to establish the Company with costs Analysis as shown below:

NOTE 1: COST OF GOODS SOLD

| | 2024/2025 | 2025/2026 | 2026/2027 | 2027/2028 | 2028/2029 |
|--|----------------|----------------|----------------|----------------|----------------|
| | USD | USD | USD | USD | USD |
| Opening Stock of Raw Materials | 0 | 200,000 | 180,000 | 150,000 | 170,000 |
| Add: Purchases of Raw materials | 400,000 | 420,000 | 450,000 | 470,000 | 500,000 |
| Cost of Raw Materials Available for sales | 400,000 | 620,000 | 630,000 | 620,000 | 670,000 |
| Less: Closing Stock of Raw Materials | 200,000 | 180,000 | 150,000 | 170,000 | 250,000 |
| Cost of Materials Sold | 200,000 | 440,000 | 480,000 | 450,000 | 420,000 |

NOTE 2: COSTS OF STRUCTURE

| Details | 2024/2025 | 2025/2026 | 2026/2027 | 2027/2028 | 2028/2029 |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|
| | USD | USD | USD | USD | USD |
| Land and Buildings | 600,000 | - | - | - | - |
| Machinery & Equipment | 350,000 | - | - | - | - |
| Company Motor Vehicles | 120,000 | - | - | - | - |
| Furniture & Fittings | 50,000 | 0 | 0 | 0 | 0 |

| | | | | | |
|------------------------|------------------|----------------|----------------|----------------|----------------|
| Pre Expenses | 50,000 | 0 | - | - | - |
| Others | 30,000 | 0 | 0 | 0 | 0 |
| Working Capital | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 |
| Total | 2,000,000 | 800,000 | 800,000 | 800,000 | 800,000 |

NOTE 3: OPERATING EXPENSES

| Details | 2024/2025 | 2025/2026 | 2026/2027 | 2027/2028 | 2028/2029 |
|--|----------------|----------------|----------------|----------------|----------------|
| | USD | USD | USD | USD | USD |
| Bill Payments(Water & Electricity) | 8,571 | 9,571 | 10,571 | 11,571 | 12,571 |
| Insurance cover | 80,000 | 80,000 | 80,000 | 80,000 | 80,000 |
| Consultation and Compliance Cost | 7,143 | 7,143 | 7,143 | 7,143 | 7,143 |
| Finance Costs | 1,429 | 1,529 | 1,629 | 1,729 | 1,829 |
| Local transport for Management team | 7,143 | 7,143 | 7,143 | 7,143 | 7,143 |
| Dues and subscription (eg. Municipal levies | 2,143 | 2,143 | 2,143 | 2,143 | 2,143 |
| Telephone | 1,071 | 1,071 | 1,071 | 1,071 | 1,071 |
| Miscellaneous | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| Total Operating Expenses | 117,500 | 118,600 | 119,700 | 120,800 | 121,900 |

= = = = = :

NOTE 4: ADMINISTRATION EXPENSES

| Details | 2024/2025 | 2025/2026 | 2026/2027 | 2027/2028 | 2028/2029 |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|
| | USD | USD | USD | USD | USD |
| Salaries & Wages Local and Experts | 325,714 | 325,714 | 325,714 | 325,714 | 325,714 |
| Payroll taxes (Paye,Sdl,Nssf,wcf) | 47,229 | 47,229 | 47,229 | 47,229 | 47,229 |
| Printing & Stationery | 357 | 357 | 357 | 357 | 357 |
| Office cleaning | 714 | 714 | 714 | 714 | 714 |
| Total Administration Expenses | 374,014 = | 374,014 = | 374,014 = | 374,014 = | 374,014 = |

4.0 INDUSTRY AND MARKET ANALYSIS

Industry Overview:

The global demand for metal products, processed minerals, and electronics has been steadily increasing. In the construction and manufacturing industries, metal and minerals play a vital role in infrastructure development, industrial production, and engineering projects. Additionally, the electronics sector is growing at an unprecedented rate, fueled by advancements in digital technology, automation, and smart devices.

Market Trends:

- **Growth in Construction and Infrastructure Development:** The demand for steel, aluminum, and industrial minerals is rising due to urban expansion and industrial growth.
- **Technological Advancements in Electronics:** The shift toward automation, artificial intelligence, and smart devices has increased the demand for high-quality electronic components.

- **Sustainability and Environmental Regulations:** The market is shifting towards eco-friendly manufacturing processes to reduce carbon footprints and ensure compliance with environmental policies.

TARGET MARKET SEGMENTS:

Our key customers include:

- Construction and Infrastructure Companies (for metal products and minerals)
- Manufacturing and Engineering Firms (for customised metal components)
- Electronics Distributors and Retailers (for electronic accessories)
- Government and Private Industrial Enterprises (for bulk supply contracts)

COMPETITIVE ADVANTAGE:

QIANG BIAO COMPANY LIMITED stands out in the market due to:

1. **State-of-the-art manufacturing technology** ensuring precision and efficiency.
2. **Customizable production** tailored to different industries' needs.
3. **High product durability and quality assurance.**
4. **Competitive pricing strategies** that offer cost savings to customers.

5.0 PRODUCTS AND SERVICES

i. Metal and Metal Products Manufacturing

QIANG BIAO COMPANY LIMITED specializes in the manufacturing and fabricating of high-quality metal products. We produce:

- **Steel components** used in construction and industrial applications.
- **Sheet metal products** for manufacturing and engineering.
- **Customized fabricated metal parts** for different industries.

ii. Processing of Lime and Industrial Minerals

We process lime and other industrial minerals that are widely used in:

- **Construction and Infrastructure Development** (cement production, road stabilization).
- **Agriculture** (soil conditioning and pH balancing).
- **Chemical Processing Industries** (industrial applications).

iii. **Electronic Equipment and Accessories**

Our electronics division focuses on:

- **Circuit boards and electrical components** for industrial automation.
- **Consumer electronic accessories**, including **chargers, power adapters, and connectors**.
- **Industrial automation and smart technology components**.

6.0 **BUSINESS MODEL AND REVENUE GENERATION**

REVENUE STREAMS:

1. **Direct Sales** – Selling products directly to industries, businesses, and retailers.
2. **Wholesale Distribution** – Partnering with wholesalers and resellers for bulk sales.
3. **Exporting** – Supplying products to international markets.
4. **Customized Orders** – Providing custom-designed products based on industry specifications.

KEY BUSINESS PARTNERSHIPS

We will establish partnerships with:

- **Construction companies** for bulk metal and mineral products.
- **Electronics retailers and distributors** to supply consumer and industrial electronics.
- **Manufacturers** requiring precision-engineered metal components.

7.0 **MARKETING AND SALES STRATEGY**

Marketing Strategies:

- I. **B2B Sales Approach** – Establishing contracts with large-scale industrial buyers.
- II. **Digital Marketing** – Leveraging **SEO, social media, and website advertising**.
- III. **Trade Shows & Exhibitions** – Showcasing products at **industry expos**.
- IV. **Referral and Networking** – Expanding reach through **strategic business connections**.

- V. **Advertising Campaigns** – Using **traditional media (TV, radio) and online platforms.**

8.0 OPERATIONAL PLAN

Facility and Production Setup:

- Manufacturing plant with sections for **metal fabrication, mineral processing, and electronics assembly.**
- Warehousing and logistics facility for **storage and distribution.**

PRODUCTION PROCESS:

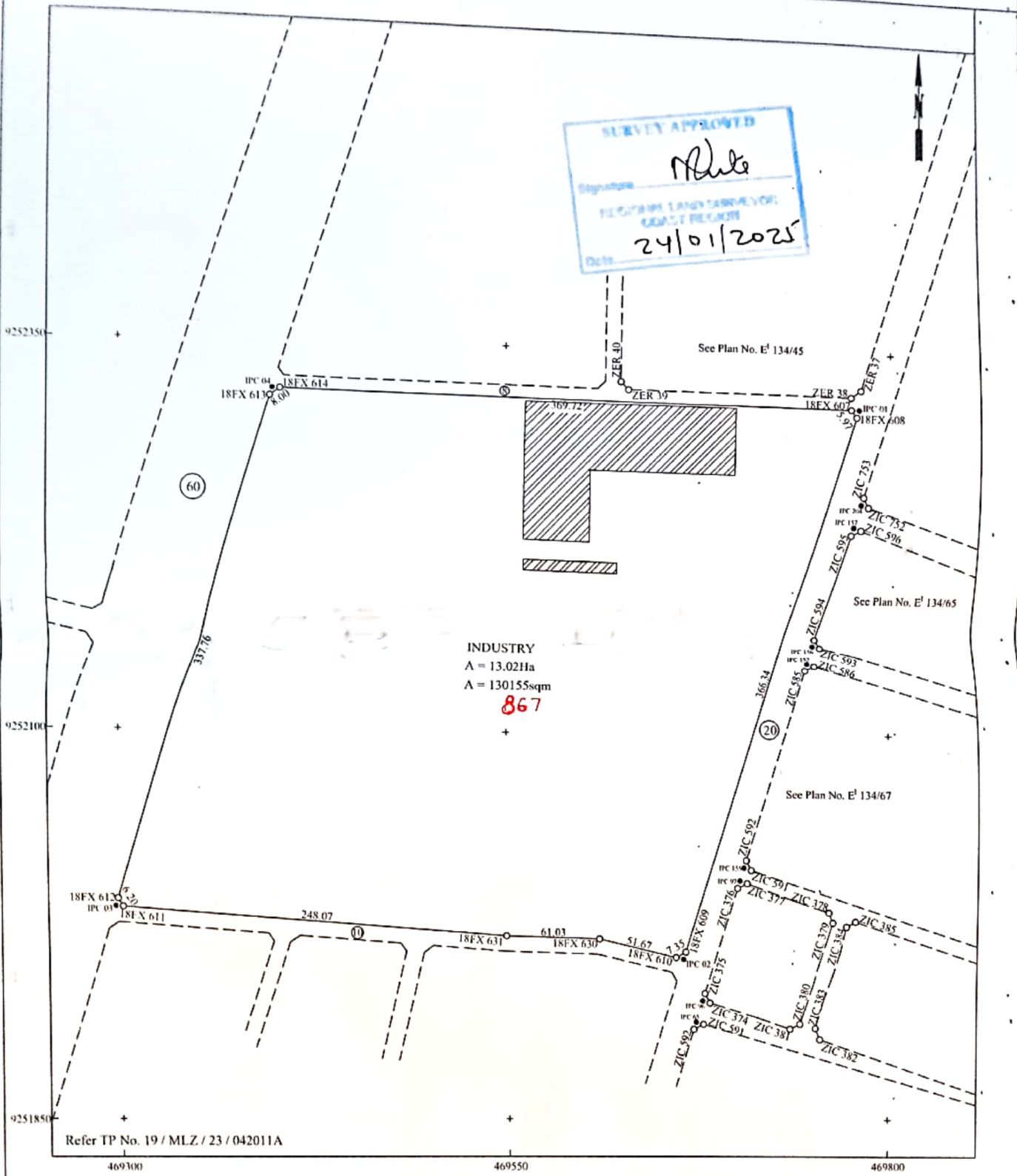
- I. **Metal Manufacturing** – Sourcing raw metals, processing, and fabrication.
- II. **Mineral Processing** – Crushing, refining, and packaging lime and minerals.
- III. **Electronics Assembly** – Component **manufacturing, testing, and packaging.**

9.0 FINANCIAL PLAN AND PROJECTIONS

| QIANG BIAO COMPANY LIMITED | | | | | |
|--|------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| PROJECTED STATEMENT OF FINANCIAL POSITION AS OF 31ST DECEMBER 2024/2029 | | | | | |
| | <u>2024/2025</u> <u>₤</u> | <u>2025/2026</u> <u>USD</u> | <u>2026/2027</u> <u>USD</u> | <u>2027/2028</u> <u>USD</u> | <u>2028/2029</u> <u>USD</u> |
| <u>ASSETS</u> | <u>USD</u> | | | | |
| <u>Non-current assets</u> | | | | | |
| Property, plant and equipment | 1,120,000 | 1,120,000 | 1,120,000 | 1,120,000 | 1,120,000 |
| Depreciation of PPE | (140,000) | (140,000) | (140,000) | (140,000) | (140,000) |
| Total Non-Current Assets | 980,000 | 980,000 | 980,000 | 980,000 | 980,000 |
| <u>Current assets</u> | | | | | |
| Cash and Cash Equivalents | 176,000 | 290,000 | 440,000 | 594,000 | 920,000 |

| | | | | | |
|--|------------------|------------------|------------------|------------------|------------------|
| Trade receivables and Other Receivables | 157,972 | 198,326 | 294,396 | 397,697 | 825,104 |
| Inventory | 200,000 | 180,000 | 150,000 | 170,000 | 250,000 |
| Working Capital | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 |
| Total Current Asset | 1,333,972 | 1,468,326 | 1,684,396 | 1,961,697 | 2,795,104 |
| Total assets | 2,313,972 | 2,448,326 | 2,664,396 | 2,941,697 | 3,775,104 |
| <u>EQUITY AND LIABILITIES</u> | | | | | |
| Equity Share capital | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 | 2,000,000 |

**SURVEY OF PLOT No. 867. BLOCK "E" AT DISUNYARA - KIBAHA DISTRICT
COAST REGION**



Refer TP No. 19 / MLZ / 23 / 042011A

COMPS E' 134 R
 MP 185/1111
 Std sheet 185/111
 Action by CD
 Plan No. E' 134/240

SCALE 1: 2500

Amendment made by -
 1. Mashaka: Hi (Plot no) 17-01-2025
 2. _____
 3. _____

Photostatal copies sent to
 1. _____
 2. _____
 3. _____

Plan drawn by Ngelangela, Calvin Cosmas
 I hereby certify that the survey represented
 by this plan was carried out in accordance
 with the survey regulations.
 Date: 30 Dec 2024 *DN*

 HAMIRU M. MGAYA
 LICENSED LAND SURVEYOR
 GEOSPATIAL PARTNERS
 REGISTERED PLAN No. 205634