

# **BUSSINESS PLAN**

**FOR**

# **MANUFACTURING OF ELECTRONICS PRODUCTS**

Prepared by:  
CTLED COMPANY LIMITED  
P.O.BOX 209  
DAR ES SALAAM, TANZANIA

## Executive Summary

### Company & Project concept

CTLED COMPANY LIMITED is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 12 November, 2024 and bears Certificate of Incorporation 179601249. Company implements project in Electronics Products.

CTLED COMPANY LIMITED LIMITED will be located in Dar es Salaam region, Kinondoni, Mbezi beach Makonde, PLOT 525, Block G.

BUSSINESS plan capacity will be about 500000 Number of units. Our goals and objectives are straightforward and seek to ensure we run a professional, profitable and ethical company, building relationships with customers, suppliers and investors.

### Company Goals and Objectives:

In Summary CTLED COMPANY LIMITED aims to;

## Strategic Goals

1. **Market Leadership:**
  - Become one of the top three suppliers of LED lighting products in Tanzania within five years.
  - Capture a minimum 30% market share in commercial and residential LED lighting by 2028.
2. **Product Expansion:**
  - Introduce smart LED systems (motion sensors, remote controls, smart bulbs) within the next two years.
  - Develop and launch solar-powered and rechargeable emergency lighting products for rural markets.
3. **Export Growth:**
  - Establish distribution partnerships in at least three countries.
4. **Sustainability & Energy Efficiency:**
  - Focus on green energy and low-consumption lighting technology.
  - Reduce carbon footprint by partnering with suppliers that meet environmental compliance.
5. **Customer Experience:**
  - Establish a nationwide after-sales support network and service centers by 2026.
  - Launch an online platform for product information, warranty support, and customer service.

## Short-Term Objectives (0–2 Years)

- Set up retail and distribution outlets in Dar es Salaam, Dodoma, Arusha, and Mwanza.
- Finalize product certifications with Tanzania Bureau of Standards (TBS) and Tanzania Energy Commission.
- Build brand awareness through digital marketing, trade shows, and partnerships with hardware retailers.
- Recruit and train a technical support and installation team.

## Medium-Term Objectives (3–5 Years)

- Launch a flagship showroom in Dar es Salaam.
- Expand product range to include smart home lighting solutions.
- Develop a local assembly plant for LED products to reduce import costs.
- Integrate solar technology into at least 50% of product lines.

## Purpose of Business Plan

This business plan has been prepared to serve multiple purposes in guiding the establishment and growth of **CTLED COMPANY LIMITED**, a company registered in Tanzania on 12th November 2024 with TIN 179601249. CTLED specializes in the sale and distribution of LED electronics products such as LED bulbs, ceiling lights, floodlights, solar lights, wall lamps, strip lights, tube lights, panel lamps, emergency lights, and chandeliers.

The business plan aims to:

### 1. Define the Business Concept

- To clearly outline the vision, mission, and core activities of CTLED COMPANY LIMITED, including its product offerings, target customers, and market strategy within the electronics lighting industry.

### 2. Guide Internal Planning and Management

- To serve as a strategic roadmap for decision-making, resource allocation, team structure, and operational efficiency.

### 3. Attract Investors and Financial Support

- To demonstrate the commercial viability and profitability of the LED lighting business to potential investors, financial institutions, and government agencies.

### 4. Support Regulatory and Compliance Processes

- To assist in acquiring business licenses, tax registrations, energy and safety certifications, and any approvals required from the Tanzania Bureau of Standards (TBS), TRA, and other bodies.

### 5. Establish Measurable Business Goals

- To outline both short-term and long-term objectives including sales targets, market expansion, product innovation, and sustainability commitments.

### 6. Evaluate Market Opportunities and Risks

- To analyze market demand, consumer preferences, competition, and potential risks in the electronics and energy sectors.

### 7. Apply for Incentives and Government Support

- To present the plan to the Tanzania Investment Centre (TIC) and other relevant authorities to access tax incentives, exemptions, or other benefits for industrial and energy-efficient businesses.

The project promoter, the project will be managed and operated by CTLED COMPANY LIMITED which is owned by Chinese nationals from China with the following share distribution.

| <b>NAME<br/>SHAREHOLDERS</b> | <b>OF</b> | <b>NATIONALITY</b> | <b>SHARES%</b> |
|------------------------------|-----------|--------------------|----------------|
| LIU MIN                      |           | CHINESE            | 50             |
| ALI GOZAN                    |           | CHINESE            | 50             |

Company Legality, the legal certificates and documents such as Memorandum and Articles of Association, Certificate of Incorporation, Tax Identification Number. Justify that CTLED COMPANY LIMITED is operating within the ambit of the law of the Land.

Investment Structure, the project is estimated to cost \$500,000, the money covers building structures but also allocated fund include investment in, building structure, Machineries and Equipment, lighting systems and fittings, pre-expenses and working Capital. The equity contributed by the shareholders is \$500,000 equivalent to 100%. However, a financial policy of the Company state that the profits generated will be re-invested

Forecasted financial Information, Financial information of COMPANY LIMITED is projected within five years. The company projected profit and loss account show a respectable turnover (for refence you shall see on the last page).

## Purpose of Project

### Purpose of the Project

The purpose of this project is to establish **CTLED COMPANY LIMITED** as a reliable, innovative, and customer-focused provider of LED electronic products in Tanzania and the East African region.

his project aims to:

#### 1. Promote Energy Efficiency and Modern Lighting Solutions

- Introduce and distribute high-quality LED lighting products that consume less power, reduce electricity bills, and support Tanzania's energy conservation efforts.

#### 2. Create Employment and Skills Development

- Employ over 50 Tanzanians in areas such as sales, logistics, electrical installation, warehouse management, and customer service.
- Provide training on LED technology, safety, and energy-saving practices.

#### 3. Strengthen the Supply Chain for Electronics

- Establish warehouses, showrooms, and a distribution network to ensure reliable access to LED lights and parts across the country.

#### 4. Support Government and Private Sector Infrastructure

- Supply LED lighting for homes, businesses, schools, hospitals, roads, and public buildings, contributing to national development goals.

#### 5. Encourage Use of Renewable Energy

- Promote solar-powered LED products for areas with limited access to the national grid, especially in rural and off-grid communities.

#### 6. Reduce Environmental Impact

- Replace inefficient and high-consumption bulbs with durable, mercury-free, and recyclable LED alternatives, contributing to reduced carbon emissions.

#### 7. Enhance Import Substitution and Local Assembly

- Gradually reduce reliance on imported lighting systems by establishing a local assembly plant to support industrial growth and technology transfer



## Summary of the Expected Results

At the end, the project is expected to achieve the following: -

- Import modern machine in warehouses to accommodate manufacturing process and introduce new technology in Tanzania
- Increase 50 direct employment opportunities.
- Increase tax contributed to the government
- Generate foreign currency.

## BUSINESS DESCRIPTION

CTLED COMPANY LIMITED is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 12 November, 2024 and bears Certificate of Incorporate 179601249. Company implements project which is under Manufacturing sector.

**CTLED COMPANY LIMITED** is a limited liability company registered in Tanzania under the Companies Act, 2002. The company was incorporated on **12th November 2024** and operates under **Tax Identification Number (TIN): 179601249**.

CTLED is dedicated to the **sale, distribution, and future assembly of LED electronic lighting products**. The company's goal is to become a leader in the supply of energy-efficient, affordable, and environmentally friendly lighting solutions for homes, commercial buildings, streets, and rural electrification across Tanzania and East Africa.

### Core Business Activities

CTLED COMPANY LIMITED will be engaged in the following areas:

- **Importation and wholesale distribution** of high-quality LED lighting products.
- **Retail sales** through physical outlets and digital platforms.
- **Installation and technical support services** for residential, commercial, and public infrastructure.
- **Future plans** include **local assembly** of LED lighting components to enhance cost-efficiency and industrial development.

### Products and Services Offered

The company specializes in a wide range of LED products including:

- LED Bulbs (various wattages and colors)
- LED Ceiling Lights
- LED Floodlights
- LED Solar Lights
- LED Strip Lights
- LED Wall Lamps
- LED Tube Lights
- LED Panel Lamps
- LED Emergency Lights
- Chandeliers (decorative lighting for homes and hotels)
- And other product of LED lighting

## **Legal Status and Compliance**

CTLED COMPANY LIMITED possesses all required legal documentation to operate, including:

- Certificate of Incorporation
- Business License
- Tax Identification Number (TIN)
- Registration with relevant regulatory bodies (TBS, EWURA, etc.)

The company is committed to complying with Tanzanian regulations and standards for electrical and electronic products.

## Operations

### Operations

The operations of **CTLED COMPANY LIMITED** will be structured to ensure efficient procurement, distribution, marketing, and servicing of LED electronic products throughout Tanzania and neighboring markets.

#### 1. Business Premises and Infrastructure

The company will operate from its **head office and central warehouse in Dar es Salaam**, with plans to open additional distribution outlets and showrooms in major regions .

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#### 2. Importation and Procurement

CTLED will manufacture LED products and components from internationally certified manufacturers, primarily from China and other reliable markets. All products will be tested and approved to meet Tanzanian quality and safety standards.

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#### 3. Sales and Distribution

- **Wholesale and retail distribution channels** will be established through partnerships with hardware shops, electrical supply stores, supermarkets, and direct-to-customer sales via mobile vans and online platforms.
- A **centralized order processing and inventory management system** will be implemented to ensure product availability and fast delivery.

#### 4. Installation and Technical Support

The company will have trained field technicians responsible for:

- Installation of lighting systems for homes, businesses, and public institutions.
- Maintenance and repair services for warranty-covered products.
- Customer education on energy-saving practices and LED technology.

## 5. After-Sales Service and Warranty

CTLED will provide product warranties (ranging from 6 to 24 months depending on the item) and responsive after-sales support through its call center, service technicians, and mobile customer care units.

## 6. Future Plans – Local Assembly

In the medium term (within 3–5 years), CTLED plans to establish a **local LED product assembly plant** to reduce import dependency, lower costs, and support industrialization in Tanzania.

## 7. Compliance and Certification

All operational activities will comply with regulations set by:

- **Tanzania Bureau of Standards (TBS)**
- **Tanzania Revenue Authority (TRA)**
- **EWURA**, where applicable
- **Tanzania Energy Commission** for solar-powered lights

### **3.1.1. Project Location**

The project shall be implemented at constructed warehouses, administration block which will be spacious to accommodate project of this nature. The project shall be located in DAR ES SALAAM-TANZANIA

### **3.1.2. Postal Address**

CTLED COMPANY LIMITED  
P. O. BOX 25630  
DAR ES SALAAM, TANZANIA

## Core Activities of the company

CTLED COMPANY LIMITED will be dealing with establishing and operating the following facilities;

### Key Core Activities Include:

#### 1. Manufacturing of LED Products

- Designing, assembling, and manufacturing a wide range of LED lighting products using modern machinery and quality components.
- Ensuring all products comply with Tanzania Bureau of Standards (TBS) and relevant energy efficiency regulations.

#### 2. Product Line Categories

- **LED Bulbs** – energy-efficient lighting in various wattages and colors.
- **LED Ceiling Lights** – recessed and surface-mount luminaires.
- **LED Floodlights** – high-output lighting for outdoor, industrial, and security use.
- **LED Solar Lights** – solar-powered lighting for rural, street, and outdoor use.
- **LED Strip Lights** – flexible lighting for decoration and utility.
- **LED Wall Lamps** – modern lighting for interior and exterior applications.
- **LED Tube Lights** – efficient lighting for offices, schools, and warehouses.
- **LED Panel Lamps** – slim and elegant panels for ceilings.
- **LED Emergency Lights** – rechargeable lights for power outages.
- **Chandeliers** – decorative lighting for homes, hotels, and events.
- **And other many products we will be produced**

#### 3. Quality Control and Testing

- Conducting in-house product testing to ensure durability, safety, and compliance.
- Continuous improvement of production processes through quality assurance systems.

#### 4. Warehouse and Distribution

- Efficient warehousing and logistics to distribute finished goods across Tanzania.
- Supplying regional distributors, wholesalers, retailers, and major projects.

#### 5. Research and Development

- Innovating new LED products tailored to market demands.
- Integrating smart lighting and energy-saving technologies into future designs.

#### 6. Customer Support and Installation Services

- Providing technical support, installation, and maintenance for both residential and institutional clients.
- Offering warranties and after-sales service on all products.

#### 7. Job Creation and Skills Development

- Employing local technicians, engineers, sales staff, and support personnel.
- Providing ongoing training in electronics, safety, and manufacturing standards.

## 5. ELECTRONIS PRODUCTS

### Electronics Products in Tanzania

The electronics market in Tanzania is growing rapidly, driven by rising urbanization, infrastructure development, and increasing demand for modern technology in homes, offices, and public services. Among the fastest-growing segments is **LED lighting**, as both government and private sectors are shifting from traditional lighting to energy-saving and environmentally friendly solutions.

#### Key Factors Driving Growth in Electronics (LED) Products:

1. **Energy Efficiency Policies**
  - The Tanzanian government, through the **Tanzania Energy Commission** and **REA (Rural Energy Agency)**, is actively promoting the use of energy-efficient lighting systems like LED to reduce the national power load and improve access in off-grid areas.
2. **Urban Development and Construction Boom**
  - Rapid growth in housing, commercial buildings, schools, and hospitals increases the demand for reliable, cost-effective, and long-lasting lighting.
3. **Growing Middle Class and Lifestyle Change**
  - Consumers are more aware of the benefits of modern electronics such as LED bulbs, panel lights, solar lamps, and emergency lighting systems.
4. **Government Support for Local Manufacturing**
  - The government supports local electronics manufacturing to reduce import dependency and boost job creation through tax incentives and investment promotion via TIC and EPZA.
5. **Untapped Rural Market**
  - There is a huge opportunity for solar-powered and rechargeable lighting products in rural and peri-urban areas where grid access is limited or unreliable.
6. **Technology Trends**
  - The shift towards smart lighting, remote-controlled LED products, and solar integration opens a strong future market for innovative companies like **CTLED COMPANY LIMITED**.

## IMPORTANCE OF THE LED ELECTRONICS INDUSTRY IN TANZANIA

The **LED electronics industry** plays a vital and growing role in Tanzania's social, economic, and environmental development. As the country seeks sustainable and cost-effective solutions to its energy challenges, the shift toward **LED lighting technology** is becoming essential across all sectors.

### □ 1. Energy Efficiency and Cost Reduction

LED lighting uses up to 80% less electricity than traditional incandescent or fluorescent bulbs. With rising energy costs and grid challenges, LED products provide a long-term solution for reducing electricity bills in homes, businesses, schools, and public institutions.

### □ 2. Support for Rural Electrification

Many regions in Tanzania still lack access to reliable grid electricity. **Solar-powered LED lights** and rechargeable LED products offer a clean and practical lighting solution for rural homes, schools, and health centers—helping improve education, safety, and healthcare delivery.

### □ 3. Contribution to National Economic Growth

The LED industry creates jobs in manufacturing, sales, installation, and technical services. With government support for local production and value addition, the sector has the potential to become a significant contributor to GDP and national industrialization goals.

### □ 4. Environmental Sustainability

LED lights are mercury-free, generate less heat, and last longer than traditional bulbs. This reduces landfill waste, greenhouse gas emissions, and the overall environmental footprint of the lighting industry.

### □ 5. Public Infrastructure Development

Government infrastructure projects—including roads, schools, hospitals, and public housing—depend on efficient and long-lasting lighting systems. LED products support these efforts through reduced maintenance and energy savings.

### □ 6. Innovation and Technology Advancement

The LED sector is at the forefront of smart home and energy technology. With innovations like motion-sensor lighting, dimmable LEDs, and solar integration, the industry encourages tech adoption and local engineering capacity development.

## □ **7. Import Substitution and Industrialization**

By manufacturing LED electronics locally, Tanzania can reduce reliance on imported lighting products, increase foreign exchange savings, and build a competitive domestic electronics industry.

## PROJECT JUSTIFICATION

### Project Justification

The implementation of the **CTLED COMPANY LIMITED** LED electronics manufacturing project is fully aligned with Tanzania's national development goals and addresses key challenges in energy efficiency, industrialization, job creation, and sustainable development.

This project is justified by the following strategic, economic, and social factors:

#### □ 1. High Demand for LED Lighting Products

There is a growing demand for energy-saving, affordable, and long-lasting LED lighting solutions across Tanzania in homes, offices, schools, hospitals, and public infrastructure projects. The market is currently dominated by imports, which creates an opportunity for local manufacturing.

#### □ 2. Support for Tanzania's Industrialization Agenda

The Government of Tanzania is strongly promoting local manufacturing to reduce imports and create jobs. The CTLED project aligns with key national policies including:

- Tanzania Industrialization Strategy (2025)
- National Energy Policy
- Sustainable Development Goals (SDGs)

#### □ 3. Energy Efficiency and Environmental Impact

LED products use significantly less power than traditional lighting and reduce environmental impact through:

- Lower carbon emissions
- Longer product life spans
- Mercury-free materials

This directly supports Tanzania's efforts to promote clean energy and reduce energy waste.

#### □ 4. Rural Electrification and Off-Grid Solutions

Many rural areas still lack access to electricity. CTLED's solar-powered and rechargeable LED products offer an effective solution to expand lighting access in underserved communities.

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## □ 5. Employment Creation and Skills Transfer

The project will create **more than 50 direct jobs** in manufacturing, quality control, logistics, technical support, and sales. It will also provide training and skills development for local workers in electronics assembly and energy-efficient technologies.

## □ 6. Economic Impact and Government Revenue

By manufacturing locally, CTLED will:

- Contribute to national revenue through taxes and levies
- Support small retailers and service providers
- Reduce the trade deficit by substituting imported goods with Tanzanian-made products

## □ 7. Regional Trade Potential

With Tanzania's strategic location and membership in the **EAC and AfCFTA**, CTLED will have access to regional markets, allowing future expansion and export of Tanzanian-made LED electronics.

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## **SOCIAL AND ECONOMIC IMPACT OF THE PROJECT**

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### **Social and Economic Impact of the Project**

The implementation of the **CTLED COMPANY LIMITED** LED electronics manufacturing project is expected to bring wide-ranging benefits to Tanzanian society and the national economy. The project will support sustainable development, job creation, industrial growth, and energy access across the country.

## □ 1. Job Creation and Skill Development

- The project will create **over 50 direct jobs** in manufacturing, logistics, technical services, and sales.
- Additional **indirect employment** will be generated through partnerships with distributors, retailers, transporters, electricians, and maintenance workers.
- Workers will receive hands-on training in **electronics production, product quality assurance, and energy-efficient technologies**.

## □ 2. Increased Access to Modern and Affordable Lighting

- By producing LED lighting locally, CTLED will reduce the cost of products and improve accessibility for low-income households.
- The project will **support public institutions** such as schools, hospitals, and local governments by providing efficient lighting solutions.

## □ 3. Support for Rural Electrification

- CTLED's **solar-powered and rechargeable LED lights** will help light up rural and off-grid communities, enhancing education, safety, and quality of life.
- The project complements the goals of the **Rural Energy Agency (REA)** and other national energy access programs.

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## □ 4. Contribution to Government Revenue

- The project will contribute to the national treasury through **corporate taxes, VAT, import duties on components**, and statutory contributions for employees (e.g., PAYE, NSSF).

## □ 5. Environmental Benefits

- By replacing traditional incandescent and fluorescent lighting, the project will help **reduce electricity consumption and carbon emissions**.
- All CTLED products are **mercury-free**, recyclable, and designed with a long lifespan—contributing to a cleaner and safer environment.

## □ 6. Industrial Development and Innovation

- The CTLED project contributes to **local industrialization** and **technology transfer** in Tanzania.
- It fosters innovation in **LED design, assembly techniques, and integration with solar and smart technologies.**

## □ 7. Contribution to Tanzania's Development Vision

- The project supports national development frameworks such as:
  - **Tanzania Vision 2025**
  - **The Sustainable Industrial Development Policy (SIDP)**
  - **Sustainable Development Goals (SDGs)** — particularly SDG 7 (Affordable and Clean Energy), SDG 8 (Decent Work and Economic Growth), and SDG 9 (Industry, Innovation, and Infrastructure)

## OPPORTUNITY DRIVERS

### Opportunity Drivers

The LED electronics industry in Tanzania presents a strong opportunity for growth, investment, and innovation. The following drivers explain why **CTLED COMPANY LIMITED** is strategically positioned to succeed in this industry:

#### □ 1. Rapid Urbanization and Infrastructure Growth

- Tanzania's urban population is growing rapidly, creating high demand for modern lighting solutions in **homes, offices, roads, shopping centers, schools, and hospitals.**
- The ongoing infrastructure projects across the country offer strong demand for large-scale LED lighting installations.

# CTLED COMPANY LIMITED

## □ 2. Government Support for Local Manufacturing

- Tanzania's government encourages **local production and industrialization** through:
  - Tax incentives on capital goods
  - Support from the Tanzania Investment Centre (TIC)
  - Investment zones and infrastructure in industrial parks

CTLED's investment aligns with these policies and can benefit from incentives designed to attract local manufacturers.

## □ 3. Shift Toward Energy Efficiency

- There is a national push toward **energy-saving technologies** to reduce reliance on fossil fuels and improve electricity access.
- LED lights consume less electricity and are therefore promoted in **energy policy**, public tenders, and utility-supported programs.

## □ 4. Rising Demand for Solar and Off-Grid Lighting

- Many rural and peri-urban areas lack reliable electricity. The demand for **solar-powered and rechargeable LED lighting** is rising.
- CTLED can capitalize on this demand by offering **affordable solar LED products** that serve households, schools, dispensaries, and markets.

## □ 5. Untapped Domestic Market

- The Tanzanian market is currently **dominated by imported LED products**, often of varying quality.
- CTLED, as a local manufacturer, can provide **better quality control, competitive prices, and stronger after-sales service**, giving it a major competitive edge.

## □ 6. Regional Export Potential

- Tanzania's membership in the **East African Community (EAC)** and the **African Continental Free Trade Area (AfCFTA)** provides access to a **regional market of over 300 million people**.
- CTLED can position itself as a regional LED lighting supplier to **Kenya, Uganda, Rwanda, Burundi, Zambia**, and beyond.

## □ 7. Growing Awareness of Smart and Decorative Lighting

- Middle-class consumers are seeking **stylish, smart, and decorative lighting solutions** for homes, hotels, and businesses.
- CTLED's ability to produce **chandeliers, panel lamps, smart bulbs, and motion-sensor lights** positions it to tap into this trend.

## Marketing Information

### Marketing Strategy

#### Overview

The success of CTLED COMPANY LIMITED will be achieved by providing high tech products, providing friendly service and employing an aggressive marketing plan to build customer traffic. Today's market requires more than just products and services to make a CTLED COMPANY LIMITED successful. CTLED COMPANY LIMITED will constantly strive to enthusiastically win more customers by being proactive rather than reactive in our marketing efforts.

Management will endeavor to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions.

## Management & Administration

### Management

The management team of CTLED COMPANY LIMITED planned to be constituted by the following management team: -

#### Board of Directors

CTLED COMPANY LIMITED be managed by the board of Directors which is the apex body for strategic decision making of the project. Directors of the Company are the ones who having shares in CTLED COMPANY LIMITED, The Company which shall manage this project.

#### General Manager

# CTLED COMPANY LIMITED

Immediate after Board of Director they shall be a General Manager who will be responsible to take care of mater pertaining operation and managing daily activities of the project as well as other staffs' welfares and report them to the board of directors.

## *Production Manager*

Production Manager will be employed who expected to have an extensive background in the Poultry processing industry. As the production Manager will be directly responsible for all processing functions including processing of poultry and related products.

Under production manager there shall be reasonable number of technical staffs who will be involved in daily processing within this project.

## *Accountant/cash*

An accountant will be employed who expected to have good experience in accounting system as well as he will be responsible in managing cash of CTLED COMPANY LIMITED but also keeping books of accounts properly.

## *Management Agreements*

Management Agreements will be executed between CTLED COMPANY LIMITED and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

## *Confidentiality Agreements*

CTLED COMPANY LIMITED will enforce that all employees sign a confidentiality agreement. Confidentiality agreements with our employees and partners will protect our products, operating systems, policies and procedures. Having confidentiality agreement in place is essential to protect the company's trade secrets, and show our employees that we take our business seriously.

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## **Conclusion**

- Revenue will be contributed to the Government through various taxes.
  - The project will offer continuous direct employment to almost 50 people and create other indirect employment to other people.
  - The company looks technically feasible and financially viable. It is therefore recommended that the project be supported.
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CTLED COMPANY LIMITED COMPANY

**INVESTMENT COST PLAN**

| PARTICULARS              | US \$          |
|--------------------------|----------------|
| BUILDING                 | 100,000        |
| MACHINERY AND EQUIPMENTS | 100,000        |
| MOTOR VEHICLES           | 70,000         |
| FURNITURE AND FICTURES   | 20,000         |
| PRE EXPENSES             | 20,000         |
| OTHERS                   | 60,000         |
| WORKING CAPITAL          | 130000         |
| <b>TOTAL</b>             | <b>500,000</b> |
|                          |                |

**CTLED COMPANY LIMITED**  
**FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2029**  
**PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5 YEARS FROM 2025 - 2029**

| <b>DETAILS</b>                      | <b>2025</b>    | <b>2026</b>    | <b>2027</b>    | <b>2028</b>    | <b>2029</b>    |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|
| <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                                 | 84,000         | 85,000         | 86,000         | 89,000         | 90,000         |
| <b>TOTAL NON-CURRENT ASSET</b>      | <b>84,000</b>  | <b>85,000</b>  | <b>86,000</b>  | <b>89,000</b>  | <b>90,000</b>  |
|                                     |                |                |                |                |                |
| <b>CURRENT ASSET</b>                |                |                |                |                |                |
| Inventory                           | 330,460        | 350,989        | 356,000        | 299,690        | 370,000        |
| Trade Receivables                   | 50,000         | 54,000         | 54,000         | 106,800        | 57,500         |
| Working Capital                     | 130,000        | 130,000        | 130,000        | 130,000        | 130,000        |
| Cash and Cash Equivalent            | 20,000         | 25,600         | 25,800         | 26,900         | 27,000         |
| <b>TOTAL CURRENT ASSET</b>          | <b>530,460</b> | <b>560,589</b> | <b>565,800</b> | <b>563,390</b> | <b>584,500</b> |
|                                     |                |                |                |                |                |
| <b>TOTAL ASSETS</b>                 | <b>614,460</b> | <b>645,589</b> | <b>651,800</b> | <b>652,390</b> | <b>674,500</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                      | 130,551        | 145,589        | 148,260        | 146,900        | 133,900        |
| Other Payables                      | 113,000        | 128,545        | 131,440        | 132,490        | 133,800        |
| <b>TOTAL LIABILITIES</b>            | <b>243,551</b> | <b>274,134</b> | <b>279,700</b> | <b>279,390</b> | <b>267,700</b> |
|                                     |                |                |                |                |                |
| <b>TOTAL EQUITY AND LIABILITIES</b> | <b>614,460</b> | <b>645,589</b> | <b>651,800</b> | <b>652,390</b> | <b>674,500</b> |

**CTLED COMPANY LIMITED**

**FROM 2025 TO 2029**

**PROJECTED STATEMENT OF PROFIT/(LOSS) AND OTHER COMPREHENSIVE INCOME FOR 5 YEARS**

| <b>DETAILS</b>                  | <b>2025</b>    | <b>2026</b>    | <b>2027</b>    | <b>2028</b>    | <b>2029</b>    |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>CURRENCY</b>                 | <b>USD</b>     | <b>USD</b>     | <b>USD</b>     | <b>USD</b>     | <b>USD</b>     |
| SALES                           | 640,000        | 880,000        | 898,000        | <b>986,000</b> | <b>900,000</b> |
|                                 |                |                |                |                |                |
| <b>TOTAL INFLOW</b>             | <b>640,000</b> | <b>880,000</b> | <b>898,000</b> | <b>986,700</b> | <b>900,000</b> |
|                                 |                |                |                |                |                |
| <b>COST OF SALES</b>            |                |                |                |                |                |
| Opening Inventory               | 0              | 330,260        | 350,689        | 356,000        | 299,990        |
| Add: Production Cost            | 498,000        | 498,000        | 499,000        | 496,000        | 495,000        |
|                                 |                |                |                |                |                |
| Less: Closing Inventory         | -330,260       | -350,689       | -356,000       | -299,990       | -370,000       |
|                                 | <b>167,740</b> | <b>477,571</b> | <b>493,689</b> | <b>552,010</b> | <b>424,990</b> |
|                                 |                |                |                |                |                |
| <b>GROSS PROFIT</b>             | <b>472,260</b> | <b>402,429</b> | <b>404,311</b> | <b>434,690</b> | <b>475,010</b> |
|                                 |                |                |                |                |                |
| <b>OPERATING EXPENSES</b>       |                |                |                |                |                |
| Administration Expenses         | 150,200        | 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>358,400</b> | <b>283,000</b> | <b>279,100</b> | <b>279,400</b> | <b>300,900</b> |
| -                               |                |                |                |                |                |
| <b>PROFIT FOR THE YEAR</b>      | <b>113,860</b> | <b>119,429</b> | <b>125,211</b> | <b>155,290</b> | <b>174,110</b> |