

# ARKMEGA INDUSTRIALS LIMITED

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## ARKMEGA REVISED

### Business Plan

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#### 1. Executive Summary

ARKMEGA INDUSTRIALS LIMITED is a Tanzanian company originally approved to undertake **manufacturing of recycling products** under a Certificate of Incentives. Following a strategic review and market assessment, the Company intends to **amend its project activity to the development and leasing of industrial sheds for manufacturers** in order to better respond to market demand and optimize asset utilization.

The Company is located at **Plot No. 2-9, Block E, Vikindu Area, Mkuranga**, and currently operates **8 completed industrial sheds**. The total planned investment for the project is **USD 1,500,000**, covering completed construction works and planned expansion.

The project supports Tanzania's industrialization agenda by providing ready-to-use industrial infrastructure to local and foreign manufacturers, promoting employment creation, and contributing to economic growth.

#### 2. Company Overview

**Company Name:** ARKMEGA INDUSTRIALS LIMITED

**Business Activity (Previous):** Manufacturing of recycling products

**Proposed Business Activity:** Development and leasing of industrial sheds

**Location:** Plot No. 2-9, Block E, Vikindu Area, Mkuranga

**Current Status:** 8 industrial sheds constructed and operational

**Mission:**

To provide modern, secure, and strategically located industrial facilities that enable manufacturers to operate efficiently.

**Vision:**

To become a leading industrial infrastructure provider in Mkuranga and surrounding region

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## 3. Market Analysis

### Target Market

- Small, medium, and large-scale manufacturers
- Local and foreign investors seeking industrial space
- Export-oriented manufacturing businesses

### Market Opportunity

- Growing industrialization in Tanzania
- Increasing demand for ready-built industrial facilities
- Strategic proximity to Dar es Salaam and port access

### Competitive Advantage

- Strategic location in Vikindu Area
- Ready-to-use sheds with supporting infrastructure
- Phased expansion model aligned with demand

## 4. Products and Services

- Leasing of completed industrial sheds
- Provision of serviced industrial space (electricity, water, security)
- Flexible lease arrangements
- Ongoing infrastructure improvements

### Expansion Plan

Additional sheds will be constructed in phases to meet increasing market demand.

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## 5. Operational Plan

- Management of existing 8 operational sheds
- Tenant relationship management
- Maintenance and security oversight
- Phased construction of additional sheds
- Infrastructure development including roads, drainage, and utilities

## 6. Management Structure

- Managing Director – Overall strategy and oversight
- Operations Manager – Daily operations and tenant management
- Finance Manager – Financial planning and reporting
- Project Manager – Construction and expansion supervision

## 7. Financial Plan

### Total Project Investment

The total planned investment for the project is **USD 1,500,000**.

This includes completed construction, infrastructure development, and planned expansion.

### Investment Breakdown (USD)

Item	Amount (USD)
Land Development & Site Preparation	120,000
Construction of 8 Existing Sheds	1,000,000
Utilities & Infrastructure (Electricity, Water, Roads)	150,000
Security Systems & Perimeter Fencing	70,000
Professional Fees & Regulatory Approvals	60,000
Working Capital & Contingency	100,000
<b>Total Investment</b>	<b>1,500,000</b>

Future additional sheds will be financed through reinvested rental income and potential external financing.

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## Revenue Model

- Rental income from industrial tenants
- Long-term lease agreements
- Gradual rent adjustments aligned with market rates

## Five-Year Financial Projection (USD)

### Assumptions:

- Average monthly rent per shed: USD 2,500
- 5% annual rent increment
- Operating expenses: 20% of rental revenue
- Additional sheds constructed progressively

Year	No. of Sheds	Annual Revenue	Operating Expenses	Net Income
1	8	240,000	48,000	192,000
2	10	315,000	63,000	252,000
3	13	409,000	81,800	327,200
4	15	495,000	99,000	396,000
5	15	520,000	104,000	416,000

Net income figures are before tax.

## 8. Risk Analysis

- **Market Risk:** Managed through phased expansion
- **Construction Risk:** Controlled through professional project supervision
- **Regulatory Risk:** Compliance with TISEZA and relevant authorities
- **Tenant Risk:** Diversified tenant base

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## 9. Conclusion

ARKMEGA INDUSTRIALS LIMITED is strategically transitioning from manufacturing of recycling products to the **development and leasing of industrial sheds**. With an investment of **USD 1,500,000**, operational infrastructure already in place, and strong market demand, the Company is well-positioned to support Tanzania's industrial growth while generating