

**IGUNGA TRADERS COMPANY LIMITED**

**Business Plan**

**for**

**Private Boarding School for Gifted Students**

# IGUNGA TRADERS COMPANY LIMITED

## Contents

1.0	Executive Summary .....	2
1.2	Business Objectives .....	2
1.3	Project Planned Activities .....	2
1.4	Company Back Ground Brief .....	3
1.5	Location & Infrastructure Plan .....	3
1.6	Mission .....	4
1.7	Vision .....	4
2.0	Industry Overview.....	4
3.0	Target Market.....	6
3.1	Primary Market .....	6
3.2	Secondary Market .....	7
4.0	Marketing Strategy .....	7
5.0	Operational Plan .....	8
5.1	Curriculum and Academics .....	8
5.2	Sports & Physical Education .....	8
5.3	Faculty.....	8
5.4	Technology Integration .....	8
5.5	Management.....	9
6.0	Legal & Compliance .....	9
7.0	Sustainability & Community Value.....	9
8.0	Risk Assessment .....	10
9.0	Enrolment capacity.....	10
9.1	Operating Costs (Estimates) .....	10
	Production cost has been estimated to be 55% of total revenue .....	10
9.2	Estimates Revenue .....	10
10.0	Project Investment Cost .....	11
11.0	Financial Analysis and Projections.....	12
11.1	Considerations and Assumptions .....	12
11.2	Projected Profit and Loss Statement .....	12
11.3	Projected Cash Flows .....	12
11.4	Projected Balance Sheet.....	12
11.5	Projected Risks.....	13
11.6	Implementation Schedule .....	13
12.1	Conclusion.....	13
12.2	Recommendation.....	14

## IGUNGA TRADERS COMPANY LIMITED

### 1.0 Executive Summary

IGUNGA TRADERS COMPANY LIMITED is a private business company incorporated in the United Republic of Tanzania with Certificate of incorporation No.186098617 issued on 20<sup>th</sup> June, 2025, the main line of business includes logistics, transportation, education etc.

The proposed business plan is therefore a result of knowledge and experience that director has been accumulated over 15 years, the Private Boarding School for Gifted Students proposed will be located at **Plot No 796/1, Block A, Kititimo, Singida Municipal Council, Singida Region**. The project estimated creating new employment of **35** local people and **10** foreigners.

The company aims families seeking a high-quality boarding education for gifted children.

### 1.2 Business Objectives

- Establish a Scholars Academy aims to nurture the next generation of high-performing thinkers and innovators by combining rigorous academics, modern boarding life, and elite sports training. The goal is to create a world-class institution that prepares students for top-tier global universities and leadership careers.
- Create over **45** direct jobs and support thousands of indirect jobs.

### 1.3 Project Planned Activities

- Making shopping visit to similar schools in Tanzania, Kenya, Rwanda, Zimbabwe, South Africa and other countries to identify the suitable and appropriate school to be established.

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- Operating the Private Boarding School for Gifted in Tanzania

### 1.4 Company Back Ground Brief

IGUNGA TRADERS COMPANY LIMITED is promoted by four shareholders who are very experienced in transport and logistic business,

Name of shareholders	% Ownership	Nationality
AMBINGA WILIFRED SILAA P.O. Box 64-IGUNGA	33.33	Tanzania
AIKANDE AMANI SWAI P.O. Box 64-IGUNGA	33.33	Tanzania
IBRAHIM AMBINGA SILAA P.O. Box 64-IGUNGA	16.67	Tanzania
FURAHINI AMBINGA P.O. Box 64-IGUNGA	16.67	Tanzania

All the directors of the company are therefore well versed people in the business operations, having been engaged in the business for a period ranging between 10 to 20 years, Equiped with the wide experience in the business as explained above, the directors of the company are optimistic of successful implementation of the proposed project.

### 1.5 Location & Infrastructure Plan

- The new project is located at Plot No 796/1, Block A, Kititimo, Singida Municipal Council, Singida Region  
Campus Area: 40,352Sqm

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- Main Academic Block – Classrooms, labs, innovation hubs, digital library.
- STEM Center – Robotics, AI lab, and coding studios.
- Creative Arts Wing – Music, art, and design sections.
- Sports Complex – Olympic-size pool, football & tennis courts, gymnasium.
- Boarding Residences – Modern dorms with 150–200 total capacity.
- Dining Hall & Cafeteria – Nutritious meal plans.
- Green Spaces – Eco-learning gardens, walking trails.

### 1.6 Mission

To provide an intellectually stimulating, emotionally supportive, and physically balanced environment for gifted students.

### 1.7 Vision

To become the leading global institution that balances intellect, creativity, and athletic excellence for future innovators and leaders.

## 2.0 Industry Overview

Tanzania's education industry is currently undergoing a massive transformation, shifting from a focus on access to a focus on quality and digital integration. While the government has successfully achieved nearly universal primary enrolment, the sector is now navigating the challenges of overcrowding and a significant skills gap.

### 2.1 Industry Structure

The sector follows a 1-7-4-2-3+ structure, managed primarily by the Ministry of Education, Science and Technology (MoEST)

- Pre-Primary (1 year): For children aged 5–6 to prepare for primary school.
- Primary (7 years): Compulsory and fee-free in public schools; taught in Kiswahili.
- Secondary (4+2 years): Divided into Ordinary Level (O-Level) and Advanced Level (A-Level). Instruction switches to English at this stage.
- Higher Education: Includes 31 universities and 17 other institutions, such as the University of Dar es Salaam.
- TVET: Technical and Vocational Education and Training is a priority for bridging the industrial skills gap.

## 2.2 Key Market Trends

- Digital Transformation: The National Digital Education Strategy (2024–2030) aims to connect schools to the national grid and integrate ICT into STEM teaching.
- Policy Reforms: A major overhaul is underway to align the curriculum with global standards, emphasizing 21st-century skills like critical thinking and creativity.

- Inclusive Policies: Recent changes now allow pregnant girls and young mothers to re-enter formal schooling, supported by World Bank BOOST programs.

### 2.3 Growth Opportunities & Challenges

- Private Sector Role: While the government provides most basic education, private "English Medium" schools are in high demand for their better resources and smaller class sizes.
- Infrastructure Gap: The introduction of fee-free education in 2016 led to a surge in enrolment, resulting in large class sizes (often 100+ students) and teacher shortages.
- Secondary Transition: Only about 30% of students advance to secondary education, often due to the sudden switch to English instruction and economic barriers.

### 2.4 Major Stakeholders

- Government Agencies: Tanzania Education Authority (TEA) and National Examinations Council (NECTA).
- International Partners: UNICEF Tanzania and the Global Partnership for Education (GPE) provide significant funding and technical support.

### 3.0 Target Market

#### 3.1 Primary Market

- Students with high IQ or identified as "gifted."
- Families seeking a high-quality boarding education for gifted children.
- Domestic and international students aiming for Ivy League or equivalent universities.

### 3.2 Secondary Market

- Academic exchange programs.
- Short-term summer enrichment camps for younger students.

## 4.0 Marketing Strategy

### 4.1 Brand Positioning:

A luxury yet academically elite institution focusing on holistic excellence.

### 4.2 Marketing Channels:

- Social media presence and digital ads (LinkedIn, Instagram, Facebook).
- Strategic partnerships with educational psychologists and talent organizations.
- Participation in international education expos.
- Scholarship & talent identification contests for brand visibility.
- Build brand awareness and initiate early enrolment drive.
- Expand to foreign student markets (East Africa, Southern Africa, Central Africa etc).

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- Launch online mentorship program & summer camps.

### 5.0 Operational Plan

#### 5.1 Curriculum and Academics

- Advanced STEM + Humanities program
- IQ-based personalized learning paths
- Partnerships with top educational research bodies
- Focus on innovation, entrepreneurial thinking, and emotional intelligence

#### 5.2 Sports & Physical Education

- Daily structured sports program
- Professional coaching in swimming, football, tennis, and athletics
- Health monitoring and nutrition plans

#### 5.3 Faculty

- Highly qualified educators trained in gifted education
- Staff-to-student ratio: 1:8
- Continuous faculty development program

#### 5.4 Technology Integration

- AI-Powered learning assessments
- Digital dashboard for parents
- Smart classrooms and labs

## 5.5 Management

The school project is managed under the Board of Directors. Day to day management of its conducted under the school's General Manager who will be assisted by Managers, Seniors officers etc.

This project is his brain child. He is therefore well prepared to embark on implementation of the proposed project and in the successful operation of its business thereafter estimated employment 45 **workers** at full capacity.

## 6.0 Legal & Compliance

- Obtain Private Education License under national education act.
- Compliance with child welfare, labor, and international student standards.
- Accreditation: IB, Cambridge International, or National Curriculum.

## 7.0 Sustainability & Community Value

- Solar energy systems for 50% of power needs.
- Waste recycling and green campus initiatives.
- Annual scholarships for underprivileged gifted students.

8.0 Risk Assessment

<b>Risk</b>	<b>Probability</b>	<b>Mitigation</b>
Under-enrolment in first year	Medium	Targeted early marketing & partnerships
Delays in construction	Low	Reliable contractors & phased development
High operational cost	Medium	Efficient staffing & automation
Market competition	Medium	Emphasize IQ-based personalized learning niche

9.0 Enrolment capacity

The project plans to start with 60 students which will be increasing by 50% annually for five years

9.1 Operating Costs (Estimates)

Operating cost has been estimated to be 55% of total revenue

9.2 Estimates Revenue

- In the first year the project planning to start with 60 students
- The student enrolments are planning to be increasing by 50% annually

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- The tuition fee is budgeted to be US\$ 10,000 per year for one student

10.0 Project Investment Cost

The project is estimated cost **\$3,335,000**; breakdown of the total investment is as proved here below.

**IGUNGA TRADERS COMPANY LIMITED COSTSTRUCTURE US\$**

Land and Buildings	1,500,000
Machinery & Equipment	400,000
Motor Vehicles	100,000
Furniture & Fixtures	350,000
Pre exp	50,000
Others	35,000
Working Capital	900,000
<b>TOTAL</b>	<b>3,335,000</b>

10.1 Investment Pattern

The investment financing pattern is provided below.

<b>Source</b>	<b>Value (\$)</b>
Equity	1,335,000
Loan	2,000,000
Total	3,335,000

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### 11.0 Financial Analysis and Projections

#### 11.1 Considerations and Assumptions

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied, it is assumed to be 5-10% annual depreciation.

#### 11.2 Projected Profit and Loss Statement

The Income and Expenditure Statement show the projected income for the 8 years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. **US \$ 63,700 in** first year to **US \$ 6,382,600** in the 8th years, refer appendix (I)

#### 11.3 Projected Cash Flows

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from **US \$ 302,700** in the first year to **US\$ 7,494,600** at the end of 8th years of the project's operations, refer appendix (II)

#### 11.4 Projected Balance Sheet

The company owners' equity increases from US \$**1,335,000** at the end of first year to **US\$ 7,717,600** at the end of 8<sup>th</sup> year which is significance increase as you can see, refer appendix (III)

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11.5 Projected Risks

No major risks have been identified for this kind of project so far.

Unless a change in the country's political and economic stability.

11.6 Implementation Schedule

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction of will be completed within two years: -

Project Implementation

<b>S/N</b>	<b>ACTIVITY</b>	<b>PERIOD</b>
1	Processing TISEZA Certificate of Incentive	February 2026
2	Processing Exemptions	May-July 2026
3	Mobilizing Fund	August -October 2026
3	Construction	December -August 2028
4	Ordering school equipment, furniture and fittings and other equipment	September -December 2028
5	Testing business and in-house training	December –March 2029
6	Commercial operations	April 2029

12.0 Conclusion & Recommendation

12.1 Conclusion

- The project is profitable and contributes to government revenue by way of taxes.

- The project provides employment to **45** people.
- The project is an encouraging sign to prove that we have investors who have confidence with Tanzania and are ready to invest such large sums of investment.

## 12.2 Recommendation

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implemented and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the TISEZA. The project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.

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## APPENDIX I

### IGUNGA TRADERS COMPANY LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT " US \$

	1	2	3	4	5	6	7	8
Revenue	600,000	1,200,000	1,800,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Operating Cost	270,000	540,000	810,000	1,350,000	1,350,000	1,350,000	1,350,000	1,350,000
Profit before Depreciation & Interest	330,000	660,000	990,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
Interest	160,000	128,000	96,000	64,000	32,000	-	-	-
Depreciation	79,000	79,000	79,000	79,000	79,000	79,000	79,000	79,000
Gross Profit	91,000	453,000	815,000	1,507,000	1,539,000	1,571,000	1,571,000	1,571,000
Tax (30%)	27,300	135,900	244,500	452,100	461,700	471,300	471,300	471,300
Profit After Tax	63,700	317,100	570,500	1,054,900	1,077,300	1,099,700	1,099,700	1,099,700
Accumulated Profit	63,700	380,800	951,300	2,006,200	3,083,500	4,183,200	5,282,900	6,382,600

# IGUNGA TRADERS COMPANY LIMITED

APPENDIX II

## IGUNGA TRADERS COMPANY LIMITED PROJECTED CASH FLOW US\$

SOURCES:		1	2	3	4	5	6	7	8
Profit before interest and depreciation	-	330,000	660,000	990,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
Equity	1,335,000								
Loan	2,000,000								
Total Sources	3,335,000	330,000	660,000	990,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
Applications:									
Capital expenditure	2,350,000	-	-	-	-	-			
working Capital &Others	985,000								
Cash	-	302,700	524,100	745,500	1,197,900	1,188,300	1,178,700	1,178,700	1,178,700
Tax	-	27,300	135,900	244,500	452,100	461,700	471,300	471,300	471,300
Sub total	3,335,000	330,000	660,000	990,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
Total applications	3,335,000	330,000	660,000	990,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
Accumulated cash		302,700	826,800	1,572,300	2,770,200	3,958,500	5,137,200	6,315,900	7,494,600

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## APPENDIX III

### IGUNGA TRADERS COMPANY LIMITED PROJECTED BALANCE SHEET US \$

Fixed Assets		1	2	3	4	5	6	7	8
Opening balance	-	2,350,000	2,271,000	2,192,000	2,113,000	2,034,000	1,955,000	1,876,000	1,797,000
Total Long-term Assets	-	2,350,000	2,271,000	2,192,000	2,113,000	2,034,000	1,955,000	1,876,000	1,797,000
Less depreciation	-	79,000	79,000	79,000	79,000	79,000	79,000	79,000	79,000
Closing balance	-	2,271,000	2,192,000	2,113,000	2,034,000	1,955,000	1,876,000	1,797,000	1,718,000
Working capital	985,000	985,000	985,000	985,000	985,000	985,000	985,000	985,000	985,000
Accumulated cash	-	302,700	826,800	1,572,300	2,770,200	3,958,500	5,137,200	6,315,900	7,494,600
Total assets	985,000	3,558,700	4,003,800	4,670,300	5,789,200	6,898,500			
Financed by									
Equity	1,335,000	1,335,000	1,335,000	1,335,000	1,335,000	1,335,000	1,335,000	1,335,000	1,335,000
Accumulated profit	-	63,700	380,800	951,300	2,006,200	3,083,500	4,183,200	5,282,900	6,382,600
Total equity	1,335,000	1,398,700	1,715,800	2,286,300	3,341,200	4,418,500	5,518,200	6,617,900	7,717,600
Long term loan	2,000,000	1,600,000	1,200,000	800,000	400,000	-	-	-	-
Total debts	2,000,000	1,600,000	1,200,000	800,000	400,000	-			
Total equity and debts	3,335,000	2,998,700	2,915,800	3,086,300	3,741,200	4,418,500	5,518,200	6,617,900	7,717,600

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## APPENDIX IV

### IGUNGA TRADERS COMPANY LIMITED PROJECTED LONG-TERM LOAN REPAYMENT US\$

Year	Principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	400,000	160,000.00	560,000.00	2,000,000.00
2	400,000	128,000.00	528,000.00	1,600,000.00
3	400,000	96,000.00	496,000.00	1,200,000.00
4	400,000	64,000.00	464,000.00	800,000.00
5	400,000	32,000.00	432,000.00	400,000.00

# IGUNGA TRADERS COMPANY LIMITED

## APPENDIX V

### IGUNGA TRADERS COMPANY LIMITED COST STRUCTURE US\$

Land and Buildings	1,500,000
Machinery & Equipment	400,000
Motor Vehicles	100,000
Furniture & Fixtures	350,000
Pre exp	50,000
Others	35,000
Working Capital	900,000
<b>TOTAL</b>	<b>3,335,000</b>