

**MALC INVESTMENTS CO LTD
P.O. BOX 19
LUDEWA**

**BUSINESS PLAN
IN RESPECT NAILS, IRON SHEETS AND PIPES MANUFACTURING
PLANT LOCATED AT LUDEWA**

Prepared By:

JOVANA CONSULTANTS COMPANY

DODOMA

September 2025

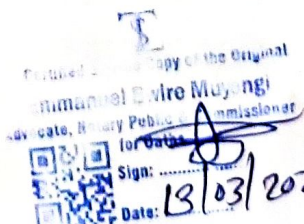

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Emmanuel Mwira Mnyangi
Advocate, Ministry of Public Administration and General Services, Commissioner for Data Protection
Sign: _____
Date: 13/03/2026

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MALC INVESTMENTS CO LTD
P.O. BOX 19
LUDEWA

1.0. INTRODUCTION:

1.1. THE NAME AND OWNERSHIP OF THE BORROWING ENTITY

MALC INVESTMENTS CO LTD is a limited Company registered under Business Registration and Licensing Agency (BRELA). The authorized share capital of the company is TZS 500,000,000 divided into 5,000-shares of TZS 100,000 each. The authorized share capital will be increased overtime to match with the level of investment of the company. The following table shows total number of shares owned by each shareholder of the Company.

S/N	NAME OF SHAREHOLDER	PERCENTAGE OF SHARES OWNED
1.	Michael Lameck Ng'ahala	60%
2.	Anna Nikolao Mligo	15%
3.	Maria Maiko Lameck	5%
	Total	80%

The Company is registered for purposes of establishing of plastic recycling, PE pipes manufacturing plant, nail manufacturing plant and iron roofs sheets manufacturing plant in Ludewa, Tanzania. The Company will have three Factories: PE pipeline manufacturing factory, Nails manufacturing factory and Iron roofs manufacturing plant.

The PE Pipes manufacturing Plant will have a capacity to produce one roll of the PE pipes in 5 minutes making a total of 12 rolls per hour and a total of 216 rolls in a day. The factory will work 18 hours all days of the month. The project will produce various pipes ranging from 20mm to 110mm, and from 125mm to 450mm. The project will need 5 sets of machines, but they will start with one set that is estimated to cost TZS 250,000,000 for purchasing plants, machines and equipments for the pipes manufacturing factory.

With Nail manufacturing Factory, the Plant will need 10 machines, but now the Company will start with One machine with a capacity to produce 300kgs of Nails per hour making a total of 3,600 kgs in a day. The factory will work 18 hours all days of the month. The project will produce various kinds of nails including heavy-duty framing nails for wood structures, small finish nails for molding, sturdy roofing nails with large heads for

shingles, durable masonry nails for concrete, and duplex nails with double heads for temporary structures like forms and scaffolding. Other types include corrosion-resistant deck nails, siding nails, drywall nails, flooring nails, and joist hanger nails, each with specialized designs for their specific applications. The project is estimated to cost TZS 73,000,000 for purchasing one plant, machines and equipments for the pipes manufacturing factory.

The iron roof sheet manufacturing Plant will have a capacity to produce 1 unit of iron roof in 5 minutes making a total of 12 sheets per hour and a total of 216 sheets in a day. The factory will work 18 hours all days of the month. The factory will produce various kinds of steels including corrugated sheets with a wavy pattern, standing seam roofs with vertical panels and concealed fasteners, and stamped metal shingles that mimic other roofing materials like tile or slat. The project will need 6 machines but will start with 1 machine that is estimated to cost TZS.130,000,000 for purchasing plants, machines and equipments for the factory.

The Company has already started to implement the project, they have already invested for land preparations preliminary works, civil and concrete works, and obtaining invoices for purchasing factory machines and transportation. Also the company will need 15 Semi trailer trucks, 3 pick-up vehicles, 2 pieces of imported warehouse and 2 pieces of fork lifts 5 tonnes capacity each.

The table below shows total number of machines and equipments that are required by the factory to be in fully operation:

S/N	PARTICULARS	UNITS
1	PE PIPES PLANT	5
2	NAIL PLANT	10
3	IRON SHEET PLANT	6
4	SEMI SCANIA TRUCKS	15
5	PICK UP VEHICLES	3
6	IMPORTED WAREHOUSE	2
7	FORKLIFT 5 tonnes	2

2.0. PRODUCT LINES

2.1 Overview

- MALC INVESTMENTS CO LTD will produce PE plastic pipes for the agricultural activities. PE pipes are designed to handle different levels of pressure, and this is indicated by their Pressure Nominal (PN) grades.

PE pipes are widely used in agriculture for irrigation, drainage, and livestock watering because of their durability, flexibility, and chemical resistance, offering benefits like corrosion resistance, leak-free joints, and long service life compared to traditional metal and PVC pipes. Key applications include transporting water to fields, moving water for drainage, and supplying water to livestock. The flexibility of PE pipes also makes them suitable for installation in challenging terrains, while their smooth interior surfaces improve water flow efficiency.

- The Company will produce construction nails using automated machinery that shapes steel wire into pointed fasteners with distinct heads, often applying coatings like zinc for durability. The produced nails will be used to join materials like wood, drywall, and masonry through friction and shear strength. Different types of nails serve specialized functions, such as framing nails for structural lumber, roofing nails for shingles, finish nails for trim, concrete nails for hard surfaces, and duplex nails for temporary structures like concrete forms.
- With Iron sheets factory, the Company will provide iron or corrugated roofing sheets, which are made from galvanized coated steel for durability and corrosion resistance. Corrugated metal roofing is a metal sheet that is roll formed into a metal panels. These panels are then attached to the roof with screws. Corrugated metal is an exposed fastener panel, meaning that each fastener is visible on the panel's surface. The traditional shape of corrugated sheet metal is round and wavy

3.0. MARKET ANALYSIS

3.1. Introduction

The project will target to produce PE pipes for use for Water distribution, and agricultural irrigation. Nails produced will be used for construction activities while iron roof sheets will be for housing constructions and agricultural activities.

3.2. Target Market

The targeted customer of the Company's PE products is expected to be farmers and all agricultural sectors in Njombe, Songea Iringa and neighboring Regions. Njombe Region is agricultural activities center on crops like tea, coffee, Irish potatoes, beans, wheat, and maize, in addition to a strong focus on dairy farming and tree farming, particularly in Kitulo, which is becoming a dairy hub. Key strategies involve enhancing agricultural extension services, adopting climate-smart agriculture, which involves the use of drip irrigation that requires pipes produced by the Company.

Also the Director Mr. Michael, is an experienced business man dealing with hardware and construction materials for a long period of time. He supplies PE pipe to various farms and agricultural projects that are used for drip irrigation and water distribution. Currently he sells about 1000 rolls of PE pipes per month. Hence this project will have ready market.

With nails production and iron sheets products projects, The Company will serve the Directors available clients, including Government construction projects located along Njombe, Iringa Songea and Mbeya.

3.3. Competitive Analysis

Among expected local competitors in PE pipe production includes Simba Pipe Industries Limited, SPEK Industries Limited and Kiboko Industries Limited all of them located in Dar es salaam. Competitors in nail industry include Cotex Industries Ltd, which produces wire nails alongside other metal and plastic products, and MMI Steel Tanzania, which manufactures various common nails. Other companies such as Ziwa Steel also manufacture nails, and KITS NAILS LTD is an associated brand that deals in nails. Major iron roof sheet manufacturers in Tanzania include MMI Steel, part of the Motisun Group, which produces its 'Kiboko' and 'MMI' branded sheets. ALAF Limited, a well-known provider of building solutions; and Epic Roofing Sheet Manufacturing Co. Ltd. Also will be facing competition from imported PE pipes,

particularly from China, which can sometimes be priced more competitively due to economies of scale.

Weaknesses about the PE pipe production competition in Tanzania:

- i. Local Companies that produce PE pipes, often catering to smaller projects and regional markets, with varying levels of production capacity and quality control. Most of them are located in Dar es Salaam, they have to incur additional cost of transportation to make them reach the market in Southern highland zone as a result they have to increase selling price in order to compensate for the additional cost.
- ii. Imported Pipes supplies a significant portion of the HDPE pipe in Tanzania mainly from China, which can sometimes offer cheaper prices due to large-scale production.
- iii. There is inconsistent in quality and adherence to standards especially with imported products.

Competitive Advantage

- Location of the Industry

The project will be located at Ludewa District in Njombe Region. It will be near the targeted market which is Sothern Highlands zone and southern parts of the country. This will reduce transportation cost and hence the Company will be able to set lower prices than competitors.

- Distribution Network:

The Company has established well distribution networks across Tanzania there will be agent offices in some region that will assist to distribute products to consumers, also there will be an online platform where clients will be able to access the office and place orders for the products sold by the Company.

- Raw Material Access:

Availability and cost of raw materials especially plastic bottles for recycling can impact the competitiveness of the manufacturers. The applicant will obtain plastic bottles from local collectors and others imported from China and Dubai.

- Technological Advancement:

The Company will import modern factory machines, the Company has access to advanced manufacturing technology hence can produce higher quality PE pipes, nails and iron roof sheets with greater efficiency.

3.4. Market demand

Advancement in Agriculture, construction and development of infrastructure such as water supply networks, wastewater treatment systems, and transportation infrastructure drive the demand for PE pipes, Nails and Iron roof sheets. The Market may be segmented End-User Industry which include the Packaging, Transportation, Electrical and Electronics, Building and Construction, Agriculture, Industry and Machinery, and Other End-user Industries. The global HDPE pipes market is projected to have a compound annual growth rate of 6.24%, growing from USD10.8 billion in 2019 to USD 15.5 billion in 2026.

3.5. Pricing plan

The company will initially use penetration strategy in pricing its products in which lower prices will be offered to entice customers. The lower prices will be offered to wholesale buyers.

3.6. Distribution plan

The company main strategy will be that of ensuring reliable and timely delivery services and product quality that meet the specified product parameter. The first expected client of MALC INVESTMENTS CO LTD is expected to be Director Michael, also Company expects to sell its products to other Construction Companies and agricultural projects Njombe, Songea, Iringa and Tanzania at large. The Company will have few samples at agency offices in some regions but they will not hold huge stock of produced products in store since they need to produce according to customers specifications and quantity. There will be a proper plan to deliver the produced products to the clients depending on location of the project.

4.0. PE PIPES MANUFACTURING PROCESS

4.1. Step-by step Production

Introduction

PE pipe is manufactured from plastics waste products to be recycled. They will also use resin, which is made from natural gas feedstock. Resin will be imported and transported from Dar-es-salaam to the factory in Ludewa and is stored in tanks onsite until the manufacturing process begins.

The Process

(i) Plastic waste recycling

Recycling of the generated plastic material waste will help to manage plastic waste and reduce these impacts to the environment and living organisms. The recycling area will consist of the following components:

(a) Receiving and weighing area

Raw material receiving area will be designated in order to accommodate the raw materials which are mainly plastic wastes which will be weighed by a weighbridge which will be placed at the project area before been taken to the sorting area.

(b) Sorting area

After weighing the plastic materials, sorting will be done according to the type and nature of material and also sorting will be done in order to determine the required materials to be recycled and the rejects that cannot be recycled.

(c) Cleaning and slicing area

After sorting process, the qualified plastic materials will be taken to the cleaning area followed by chopping to produce slices of plastic materials that will be used to produce pellets. Wastewater that will be generated from the process will be taken to the sedimentation tank and recycled back to the system for cleaning process again.

(ii) PE Resin Raw Materials

- a. The first step in the manufacturing process is receiving the raw material, PE resin. Resin is shipped by rail in the form of small, colorless pellets and is inspected upon receipt.
- b. Resin is typically stored onsite in silos for easy distribution to the production lines. Before the manufacturing process can begin, the resin must be carbon black tested. Carbon black testing is an ash test that measures the carbon content of the HDPE resin. Carbon black is a UV stabilizer that prevents HDPE pipes from degrading when exposed to sunlight and each type of pipe requires a specific carbon black content.

(iii) Batching, Heating, Blending & Extrusion

- o The first step of manufacturing is batching. This involves drawing the resin through pneumatic tubes to the production line. At this point, color additives and/or striping are introduced.

- Next, the resin is added to a heating element and blended with a tapered screw. After the resin heats and mixes, it is pulled out through a die head. The desired pipe dimensions are input to the system and the resin mix is added to the extruder.
- The amount of material allowed into the extruder is closely monitored; the system automatically controls the material allowed to flow into the extruder, based on how much material should be in each foot of pipe.

(iv) Sizing & Cooling

- After the material leaves the die head, it enters a vacuum tank where it is held at the correct diameter. It is sprayed with water, causing the material to cool and harden, setting the dimensions.
- The cooling process involves several rounds of exposure to water tanks and open areas to ensure that the pipe dimensions set correctly.

(v) Quality Control

- Pipe is inspected for quality at all steps in the manufacturing process. Throughout extrusion, the operator centers the pipe to ensure the wall thickness is uniform and confirms that every dimensional aspect is accurate.
- Samples of extruded pipe are taken before and during each production run to confirm specifications such as tensile strength, burst rating and dimensions.

(vi) Printing

- As the finished pipe exits the extrusion machine, additional striping can be added to the pipe for further identification.
- A print line is hot-indent stamped into the surface at the end of the manufacturing process. Information like date, location, material code, footage and manufacturer name is also stamped onto the PE pipe at this stage.

- (vii) Cutting, Packaging & Shipping
- Once a length of pipe is complete, it is cut with a rotary automated cutter. The rotatory cutters radiate at high speed and slowly cut into the wall of the pipe, so the cut is smooth and uniform.
 - The extruded, inspected and cut pipe is then prepared for distribution on either coils, reels or straight-line sticks.

5.0. NAILS MANUFACTURING PROCESS

The modern nail manufacturing process uses a nail making machine to automate the production of nails from steel wire. This process begins with wire drawing to achieve the desired diameter, followed by feeding the wire into the machine for automatic cutting to length, forming the nail head, and sharpening the tip. Optional finishing steps like polishing or galvanizing may be performed for brightness and corrosion resistance, and specialized thread rollers are used for screws or ring shank nails.

Here are the steps in the automated nail manufacturing process:

1. Wire Drawing:

The process starts with a coil of steel wire, which is passed through a series of dies to reduce its diameter to the specific size needed for the nail.

2. Wire Feeding and Cutting:

The wire is fed into a high-speed nail making machine, which automatically cuts it into short rods of the required length for each nail.

3. Head Formation:

One end of the cut wire rod is subjected to high pressure or hammering to form a distinct nail head.

4. Tip Sharpening:

The opposite end of the rod is then sharpened, often by being cut or punched with a blade to create a sharp, effective point.

5. Finishing (Optional):

- Polishing: Nails can be polished with sawdust in a nail cleaning machine to remove oil, dirt, or rust and give them a bright finish.
- Galvanizing: For corrosion resistance, nails can be coated with a layer of zinc.

6. Specialized Nail Types:

- Screw and Ring Shank Nails: Thread rollers are used in conjunction with the nail making machine to add threads to the nail shank.
- Coil and Strip Nails: Collator machines are used to solder nails onto wire coils or plastic/paper strips for use in nail guns.

7. IRON ROOF SHEETS MANUFACTURING PROCESS

Iron roof sheets are manufactured by feeding metal coils into a roll forming machine, which uses a series of rollers to gradually shape and bend the metal into the desired panel profile. After shaping, a flying cutoff system automatically cuts the panel to the precise programmed length. The process also involves coating the metal with protective layers and, often, adding a film guard to protect the surface during handling and transport. Here are the typical steps in the iron roof sheet manufacturing process:

1. Raw Material Preparation:

Large coils of steel are used as the raw material. These coils may be coated in various materials for protection against rust and other environmental damage.

2. Coil Loading:

The metal coil is loaded onto a coil cart and then onto the decoiler arm of the roll forming machine.

3. Feeding the Machine:

The coil is fed into the machine's infeed, where guides adjust the material as it enters the system.

4. Roll Forming:

As the metal moves through the successive sets of rollers, it is gradually bent and shaped into the final profile of the roof sheet. Different roller dies can create various shapes, including traditional corrugated or trapezoidal profiles.

5. Automatic Cutting:

A flying cutoff system cuts the formed sheet to the exact length programmed into the machine's control system.

6. Protection:

A film guard is often applied to the surface of the roof sheet to protect it from scratches and for branding purposes.

7. Quality Control and Packing:

The finished roof sheets are inspected for quality, appearance, and accuracy, then packed for delivery.

8. PLANTS CAPACITY

The PE Pipes manufacturing Plant will have a capacity to produce one roll of the PE pipes in 5 minutes making a total of 12 rolls per hour and a total of 216 rolls in a day. The factory will work 18 hours all days of the month. The project will produce various pipes ranging from 20mm to 110mm as per demand.

With Nail manufacturing Factory, the Plant will have a capacity to produce 300kgs of Nails per hour making a total of 5,400 kgs in a day. The factory will work 18 hours all days of the month. The project will produce various kinds of nails including heavy-duty framing nails for wood structures, small finish nails for molding, sturdy roofing nails with large heads for shingles, durable masonry nails for concrete, and duplex nails with double heads for temporary structures like forms and scaffolding. Other types include corrosion-resistant deck nails, siding nails, drywall nails, flooring nails, and joist hanger nails, each with specialized designs for their specific applications. The project is estimated to cost TZS 73,000,000 for purchasing plants, machines and equipments for the pipes manufacturing factory.

The iron roof sheet manufacturing Plant will have a capacity to produce one unit of roof sheet in 5 minutes making a total of 12 units per hour and a total of 216 units in a day. The factory will work 18 hours all days of the month. The factory will produce various kinds of steels including corrugated sheets with a wavy pattern, standing seam roofs with vertical panels and concealed fasteners, and stamped metal shingles that mimic other roofing materials like tile or slat. The project is estimated to cost TZS 130,000,000 for purchasing plants, machines and equipments.

9. TECHNOLOGY AND EQUIPMENTS

General Information

- The project will import different types of plants to manufacture three different products, 5 PE pipe manufacturing plants, 10 nail manufacturing plants, 6 iron sheets manufacturing plants, 15 semi Scania Trucks, 3 pick up vehicles, 2 imported warehouses, 2 forklifts with 5tonnes capacity each.

Support Facilities

(a) Office Furniture and equipment

- The project will procure office furniture and equipment. This will entail procurement of office chairs, office tables, office cabinets, carpets and other office furniture.
- The procurement of office equipment entails purchase of computers and computer accessories, computer software and other office equipment.

(b) Motor Vehicles

The project will procure motor vehicles which include trucks for use in the operation of the project. The project will procure office motor vehicles and vehicles for transporting products to the market.

Suppliers

There will be two types of raw materials suppliers:

- Plastic material waste materials collected from local household collectors in Town and
- Imported materials from various suppliers in China and Dubai

10. FINANCIAL PLAN

Investment Plan

The Company's total investment will cost more than Tshs. 5 billion, but currently the Company is expected to invest a total of Tshs.2,674,760,000/= that will be utilized as per the table below:

(All figures in Tanzania Shillings)

S/N	PARTICULARS	FINANCING PLAN			TOTAL INVESTMENT COSTS
		UNITS	BANK Loan	EQUITY	
1	LAND		200,000,000		200,000,000
2	PE PIPES FACTORY		250,000,000		250,000,000
3	NAIL FACTORY		73,000,000		73,000,000
4	IRON SHEET FACTORY		130,000,000	-	130,000,000
5	WORKING CAPITAL		1,521,760,000	500,000,000	2,021,760,000
	TOTAL		2,174,760,000	500,000,000	2,674,760,000

Financial Assumptions

(i) General Financial Assumptions

- The currency of accounting is Tanzania Shilling (TZS)
- Financial projections for the first 5-years of operation have been worked out.
- Project Commissioning is within 12-month of project implementation.
- The project entails investment in PE pipes manufacturing plant, Nail manufacturing plant and Iron roof sheets.

(ii) Revenue Assumptions

PE PIPES REVENUE				
1. Production capacity will be 1 roll after every 5 minutes, making 216 rolls a day				
2. The machine will work 18 hours a day				
3. The machine will operate 30 days every month				
4. In the first year the machine will operate at 50% capacity				
5. The selling price per roll will be Tshs. 42,000 per ach roll				
6. Output per annum is expected to be 216 rolls per day*42,000 Tshs*30 days*12months*50% production capacity				
8. Revenue will be increasing by 10% each year				
NAILS REVENUE				
1. Production capacity will be 300kg per hour, making 5,400kg a day				
2. The machine will work 18 hours a day				
3. The machine will operate 30 days every month				
4. In the first year the machine will operate at 50% capacity				
5. The selling price per kg will be Tshs. 2,000/=				
6. Output per annum is expected to be 5.400kg per day*2,000 Tshs*30 days*12month*50% production capacity				
8. Revenue will be increasing by 10% each year				
IRON ROOF SHEETS REVENUE				
1. Production capacity will be 1 sheet after every 5 minutes, making 144 rolls a day				
2. The machine will work 12 hours a day				
3. The machine will operate 30 days every month				
4. In the first year the machine will operate at 50% capacity				
5. The selling price per roll will be Tshs. 20,000 per each sheet				
6. Output per annum is expected to be 216 sheets per day*20,000 Tshs*30days a month*12months*50% production capacity				
8. Revenue will be increasing by 10% each year				

The summary of the project revenues are as follows:

SUMMARY OF PROJECTED REVENUE (TSHS)					
PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Revenue from PE Pipe Factory	1,632,960,000	1,796,256,000	1,975,881,600	2,173,469,760	2,390,816,736
Revenue from Nails Factory	1,944,000,000	2,138,400,000	2,352,240,000	2,587,464,000	2,846,210,400
Revenue from Iron Roof Factory	777,600,000	855,360,000	940,896,000	1,034,985,600	1,138,484,160
TOTAL	4,354,560,000	4,790,016,000	5,269,017,600	5,795,919,360	6,375,511,296

(iii) Production Materials Costs Assumptions

PIPES PRODUCTION					
1. The price of Raw materials will be Tshs. 15,000 per each pipe roll					
2. Purchases cost will be increasing by 8% each year					
3. Annual cost of materials will be 216 units per day*15,000Tshs*30 days a month*12months*50% production capacity					
NAILS PRODUCTION					
1. The price of Raw materials will be Tshs. 1,500 per each pipe roll					
2. Purchases cost will be increasing by 8% each year					
3. Annual cost of materials will be 5400kgs*Tshs. 1500 *30 days a month *12 months*50% production capacity					
IRON SHEETS PRODUCTION					
1. The price of Raw materials will be Tshs. 12,000 per each iron sheet					
2. Purchases cost will be increasing by 8% each year					
3. Annual cost of materials will be 216 units per day*12,000Tshs*30 days a month*12months*50% production capacity					

Summary of Projected purchases of materials

PARTICULARS	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Pipes Production of materials	583,200,000	641,520,000	705,672,000	776,239,200	853,863,120
Nails Production materials	1,458,000,000	1,458,000,000	1,574,640,000	1,700,611,200	1,836,660,096
Iron sheets Production materials	466,560,000	311,040,000	311,040,000	311,040,000	311,040,000
TOTAL	2,507,760,000	2,410,560,000	2,591,352,000	2,787,890,400	3,001,563,216

(iv) Operating Costs Assumptions

SUMMARY OF PROJECTED EXPENSES					
SN	DESCRIPTION	UNIT	QUANTITY	RATE	AMOUNT
1	SALARIES				
a	Administrative & Technical	Monthly (Tshs. 400	30	4,000,000	120,000,000
	Total			4,000,000	120,000,000
2	Tax, Fees and Levies				
a	Business license	Annually	1	1,500,000	1,500,000
b	Service Levy	Annually	1	1,200,000	1,200,000
c	Fire, NEMC and others	Annually	1	1,000,000	1,000,000
					3,700,000
3	Common Running Cost				
a	Advertisement	Monthly	12	1,200,000	14,400,000
b	Stationeries and Communicati	Monthly	12	950,000	11,400,000
c	Electricity and water	Monthly	12	20,000,000	240,000,000
					265,800,000
	Total				389,500,000

CONCLUSION AND RECOMMENDATION

- The project entails Recycling of plastic waste materials to manufacture PE pipes, nails and Iron roof sheets. The project is geared to contribute the development of the agriculture and construction industry in Tanzania. The construction sector is in an interesting phase of its evolution, not yet quite global in nature, but with some players active in more than one national market and the largest players becoming involved in multiple projects in Africa, Europe, North America, and Asia. Agricultural sector is the backbone of African countries economy whereby almost 70% of its residents are employed to this sector
- The project analysis suggests that the project will be profitable. The project will be in a position to meet its financial obligations from the project sales revenues. The preliminary assessment of the viability of the proposed project demonstrates the project is a medium-term investment and a profitable venture.
- It is recommended that implementation of the project should observe the timeframe to capture the window of opportunity.

**MALC INVESTMENTS CO LTD
P.O. BOX 19
LUDEWA**

PROJECTIONS

PROJECTED PROFIT AND LOSS ACCOUNT (TSHS)						
PARTICULARS	YEAR 0	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Revenue		4,354,560,000	4,790,016,000	5,269,017,600	5,795,919,360	6,375,511,296
Less: Purchases of materials		2,507,760,000	2,410,560,000	2,591,352,000	2,787,890,400	3,001,563,216
Operating Expenses		389,500,000	420,660,000	454,312,800	490,657,824	529,910,450
Operating Profit		1,457,300,000	1,958,796,000	2,223,352,800	2,517,371,136	2,844,037,630
Interest on loan		240,858,597	240,858,597	240,858,597	240,858,597	240,858,597
Profit before taxes		1,216,441,403	1,717,937,403	1,982,494,203	2,276,512,539	2,603,179,033
Income tax (30 %)		364,932,421	515,381,221	594,748,261	682,953,762	780,953,710
Net Profit after tax		851,508,982	1,202,556,182	1,387,745,942	1,593,558,777	1,822,225,323

Received a true and correct copy of the Original
 Chairman of the Board of Directors
 Advocate, Ministry of Energy and Power
 for Date: _____
 Signature: _____
 Date: 13/08/2026

PROJECTED CASH FLOWS (TSHS)						
PARTICULARS	YEAR 0	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
A: CASH INFLOWS						
Revenue		4,354,560,000	4,790,016,000	5,269,017,600	5,795,919,360	6,375,511,296
Total inflows	0	4,354,560,000	4,790,016,000	5,269,017,600	5,795,919,360	6,375,511,296
B: CASH OUTFLOWS:						
Purchases		2,507,760,000	2,410,560,000	2,591,352,000	2,787,890,400	3,001,563,216
Operating costs		389,500,000	420,660,000	454,312,800	490,657,824	529,910,450
Income Tax		364,932,421	515,381,221	594,748,261	682,953,762	780,953,710
Capital Investment Costs	500,000,000	-	-	-	-	-
Total outflows	500,000,000	3,262,192,421	3,346,601,221	3,640,413,061	3,961,501,986	4,312,427,376
Net cash flows	-500,000,000	1,092,367,579	1,443,414,779	1,628,604,539	1,834,417,374	2,063,083,920
C: FINANCING						
Owner's equity (Table 1)	500,000,000					
Bank loan (Table 1)	2,174,760,000					
Loan repayment (Annex 1):						
(i) Loan Credit Repayment instal	0	700,858,597	700,858,597	700,858,597	700,858,597	700,858,597
Sub total	2,674,760,000	700,858,597	700,858,597	700,858,597	700,858,597	700,858,597
Cash balance ending	2,174,760,000	391,508,982	742,556,182	927,745,942	1,133,558,777	1,362,225,323
Cumulative cash balance	2,174,760,000	391,508,982	1,134,065,164	2,061,811,106	3,195,369,884	4,557,595,207



 Certified true copy of the Original
 Estimate of Wire Money
 Advocate, Botswana Public Commission
 for the Office of the
 Sign: _____ Date: 13/05/2026

ANNEX 1: NPV CALCULATIONS (TSHS)

YEAR	NET CASH FLOW	DISCOUNT FACTOR (P/F, 10%, n)	10.0% PV OF CASH FLOWS	CUMULATIVE PV OF CASH FLOWS
0	500,000,000		500,000,000	500,000,000
1	391,508,982	1.00	355,917,256	855,917,256
2	742,556,182	0.83	613,682,795	1,469,600,052
3	927,745,942	0.75	697,029,258	2,166,629,309
4	1,133,558,777	0.68	774,235,897	2,940,865,207
5	1,362,225,323	0.62	845,834,750	3,786,699,957
NET PRESENT VALUE (N.P.V)	5,057,595,207		3,786,699,957	11,719,711,781

NPV IS 10% p.a.

ANNEX 2: INTERNAL RATE OF RETURN (IRR) CALCULATIONS (US\$)

YEAR	NET CASH FLOW	DISCOUNT FACTOR	10.0% PV	DISCOUNT % FACTOR	PV
0	500,000,000	1.00	500,000,000	1.00	500,000,000
1	391,508,982	0.91	355,917,256	0.00	0
2	742,556,182	0.83	613,682,795	0.00	0
3	927,745,942	0.75	697,029,258	0.00	0
4	1,133,558,777	0.68	774,235,897	0.00	0
5	1,362,225,323	0.62	845,834,750	0.00	0
NPV	5,057,595,207		3,786,699,957		500,000,000

NB: IRR is the discount rate that makes the net present value (NPV) equal to zero.

IRR = Lower discount rate + (Higher discount rate - Lower discount rate) x (NPV at lower Discount rate) / divide by Absolute difference of the two NPVs

IRR = 19%



 Credit: True Copy of the original

 Emmanuel Dwire Mijwengi

 Advocate, Ministry Public

 for Oath

 Sign: 

 Date: 13/08/2026