

**BUSINESS PLAN ON POLYBAGS AND ROPES MANUFACTURING  
BUSINESS IN FAVOUR OF SUNGURA GENERAL SUPPLIES COMPANY  
LIMITED FOR TISEZA**



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P.O.Box 22  
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Jan 2026.*

## 1. INTRODUCTION

### 1.1. Profile of the Promoters

Sungura General Supplies Company Limited of P.O.BOX 22 Bomang'ombe Hai Kilimanjaro Plot no 2 and no 6,Block A-Kwasadala, Kilimanjaro is the Tanzanian owned company established and registered in 13 May 2015 under the Companies act cap 12 of 2002 of the united republic of Tanzania to carry out among other things the business of all kind of Agriculture and Processing, business of Exporter, Importers and distributors of all kinds of food products, the business of Warehouse for Agricultural Products and general stores, the business of importers and distributors of all kinds of agricultural machinery etc. Currently the company has executed inputs trading business. The Company's head office is in Hai-Kilimanjaro and has sub office in Manyara and Arusha.

Sungura is originally designed to bridge the gap between smallholders' farmers and global markets, by ensuring competitive prices and facilitating small holder farmers to access to inputs for farming and packages. With a commitment to facilitating trade and fostering economic opportunities, the major activities is to sell inputs, purchase crops from farmers across the country, and manufacture packages includes polybags and ropes.

### 1.2 Banking relationship

Sungura General Supplies Company Limited is an existing NMB and CRDB client benefited with several services includes facilities, insurance, deposits etc

The table bellows shows promoter's turnover for twelve months from Jan 2025 to Jan 2026.

**Table 1: Promoter's turnover for January to June 2025.**

Bank	Currency	Account no	Total Credit	Date
NMB	TZS	4030660030	10,008,748,546.83	01/01/2025 to 19/01/2025

## 2. Ownership Structure

Sungura General Supplies limited was founded by two shareholders with an authorized share capital of TZS 10,000,000 divided into 1,000 shares with the value of TZS 10,000 each. The share distribution are as follows,

**Table 2: Shareholders of Sungura General Supplies Company limited**

<b>Name of Shareholders</b>	<b>Gender</b>	<b>No of Shares</b>	<b>Ownership</b>	<b>Nationality</b>
Gasper Reuben Ulomi	Male	500	50%	Tanzanian
Aluringa Gasper Ulomi	Female	500	50%	Tanzanian
<b>Total</b>		<b>1,000</b>	<b>100%</b>	

Currently the business has assets of more than 3 billion, the assets include fixed assets and current assets. The owners have accumulated required experience in business.

### **3. Location of the Project**

The project is located at Plot no 2 and no 6 Block “A” Kwasadala in Hai- Kilimanjaro region. The promoter has decided to install the factory in Hai due to available markets, accessibility of raw materials from Dar es salaam port, accessibility of infrastructures to the market, promising market from sugar plants, cement plants, fertilizer manufactures, farmers, expansion of Kilimanjaro town which influence activities that will need polybags materials, availability of electricity that is connected with National Grid. The promoter have sub office in Arusha and Manyara.

### **4. Business sector**

Both promoter’s existing and proposed new businesses are in Agriculture sector.

## 5. Project Objective

Sungura General Supplies Limited Plan to manufacture Polybags manufacturing business, Baler Twine Ropes Manufacturing Business, all products will be situated at Hai in Kilimanjaro Region. The factory area is strategically located with easy access to transport, reliable electricity supply as well as access to water. Poly bags and baler twines ropes are made from a ubiquitous polymer substance known as polyethylene. This begins with ethylene commonly extracted from natural gas, then treated to become polymer, forming long chains of hydrogen atoms. A blown film extrusion process is used to manufacture plastic that make poly bags. new machinery will be accompanied by special technical complexities and need for know-how and special skills. The proposed polybags manufacturing machines will be supplied by Lohia Corp Limited of India the machines will have 20 looms in year 1, 30 looms in year 2, 40 looms in year 3 and 50 looms in year 5. Baler twine rope manufacturing plant will be supplied by Aawdkrupa Plasmach Pvt Ltd of India, the machines will have capacity of producing 6 tons of ropes per day, the rope will have different size.

Polybags are mostly and commonly used bags in packaging industry due to its wide range of use. They are affordable, flexible, and high strength. They are commonly used for packaging of fertilizer, grains, barley, flour, salt, sugar, feeds, seeds, and other fine materials. Baler twine ropes are mostly used to farmers, builders etc.

The motive to engage in this line is due to its important and impact to the society as the promoter sell more than 2,000,000 pieces of polybags per annum, more than 1,200 toes baler twine. The project will also provide employment, income to the government, easy access of products, foreign currency for export projects etc.

The polybag manufacturing factory will be second factory to Kilimanjaro, baler twine will be the third factory in Kilimanjaro.

## 6. Source of funding

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The promoter will use two source of funding,

- i. Owner's Equity, the promoter will add owners' equity of around 2.9 billion on the first year of the implementations, on the coming years the promoter will be adding funds base on profit that he will be generated.
- ii. Bank Loan, the promoter will access financial support from financial institution, CRDB Bank has approved the facility of TZS 5.750 billion for implementation of the project, the construction and sourcing of machine have started

**Table 3: Equity and Loan contribution**

Years	Currency	Local Equity	Local Loan	Total Investment
Year 1	TZS	2,914,580,000	5,750,000,000	8,664,580,000
Year 2	TZS	1,928,800,200	2,500,000,000	4,428,800,200
Year 3	TZS	1,895,000,000	2,000,000,000	3,895,000,000
Year 4	TZS	2,315,000,000	2,000,000,000	4,315,000,000
Year 5	TZS	2,853,080,000	1,500,000,000	4,353,080,000
<b>Total</b>	<b>TZS</b>	<b>11,906,460,200</b>	<b>13,750,000,000</b>	<b>25,656,460,200</b>

Note:

- i. The promoter's initial capital included land, building and other assets that are direct going to implement the project.
- ii. The promoter's additional equity will come from promoter's other source of income and retained earnings that will be generated by the projects
- iii. The promoter has been financed by CRDB bank for investment and working capital, the bank will be renewing the working capital loan every year.

## 7. Investment Break down

**Tables 4: Investment breakdown has been narrated for a period of 5 years**

Description/Amount of Investment in TZS	Year 1	Year 2	Year 3	Year 4	Year 5	Total
<b>Land and buildings</b>						-
lands	200,000,000					200,000,000
Buildings (warehouses, offices etc)	1,300,000,000					1,300,000,000
<b>Sub-total</b>	<b>1,500,000,000</b>	-	-	-	-	<b>1,500,000,000</b>
<b>Plants &amp; Machinery &amp; Equipment</b>						
Polybag Manufacturing Plant (Etrution, Winder, Looms, BCS, etc)	2,608,662,000	352,000,000	320,000,000	320,000,000	256,000,000	3,856,662,000
Baler Twine (rope) manufacturing Plant (Extrusion, winder, Twister etc)	1,258,320,000	125,832,000	65,000,000	-	-	1,449,152,000
Rope Manufacturing plant (Flament Extrusion, winder, rope machine etc)		740,968,200	75,000,000	-	-	815,968,200
Equipments (computers, photocopies etc)	100,000,000			-	-	100,000,000
Electricity connection (Transforma, Cables, Panels)	100,000,000			-	-	100,000,000
Power backup (Generators, Solar)	30,000,000					30,000,000
<b>Sub-total</b>	<b>4,096,982,000</b>	<b>1,218,800,200</b>	<b>460,000,000</b>	<b>320,000,000</b>	<b>256,000,000</b>	<b>6,351,782,200</b>
<b>Motovehicles</b>						
Trucks -(Raw material trucks, distribution trucks etc)	1,200,000,000	720,000,000		-	-	1,920,000,000
<b>Sub-total</b>	<b>1,200,000,000</b>	<b>720,000,000</b>	-	-	-	<b>1,920,000,000</b>
<b>Furnitures and fittings</b>						
Furnitures	250,000,000	-	-	-	-	250,000,000
Non-Tangible Assets (Operating systems, Accounting packages etc)	150,000,000	-	-	-	-	150,000,000
<b>Sub-total</b>	<b>400,000,000</b>	-	-	-	-	<b>400,000,000</b>
<b>Working Capital</b>						
Raw Materials	1,200,000,000	1,500,000,000	3,000,000,000	3,500,000,000	4,000,000,000	13,200,000,000
Labour cost	255,584,000	300,000,000	350,000,000	400,000,000	500,000,000	1,805,584,000
Overhead cost	79,094,000	80,000,000	85,000,000	95,000,000	100,000,000	439,094,000
Pre operating	40,000,000					40,000,000
<b>Sub-total</b>	<b>1,574,678,000</b>	<b>1,880,000,000</b>	<b>3,435,000,000</b>	<b>3,995,000,000</b>	<b>4,600,000,000</b>	<b>15,484,678,000</b>
<b>General-total</b>	<b>8,771,660,000</b>	<b>3,818,800,200</b>	<b>3,895,000,000</b>	<b>4,315,000,000</b>	<b>4,856,000,000</b>	<b>25,656,460,200</b>

## 8. Target Market

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The promoter's products (Polybags, Baler twine ropes and filament ropes be sold to local buyers in Tanzania and exported to our neighbour countries such as Kenya, Uganda, Rwanda, Burundi, DRC, Somalia and South Sudan.

### **Market Opportunity and Demand for Woven bags and ropes**

The polybags and ropes clients ranges from small to big clients, the promoter will supply bags to Northern, central, southern and western regions (Arusha, Kilimanjaro, Manyara, Dodoma, Singida, Morogor, Mbeya, Iringa, Njombe, Songwe, Rukwa, Katavi, Tabora, Kigoma, Mtwara, Lindi and Ruvuma). The regions are leading in the production of cereals where polybags are used for packaging, current these regions are supplied polybags from Dar es Salaam, Shinyanga, Mwanza, Iringa, Kilimanjaro, and Arusha. Furthermore, the promoter is doing inputs trading business, on his portfolio he sales more than 2,000,000 bags per annum for rebadging of cereals purchased from small holder farmers, therefore the promoter have assurance market of 2 million bags from himself, more market opportunity comes from other traders like Itracom, GSM, ETG, NFRA, WFP, SANKU to manufacture polybags for their use.

The Largest consumers of polybags are local farmers, particularly maize, beans and rice farmers, who use them to store their produce after harvest. The southern highland regions are food baskets and rich producer of other various crops in the country. It has huge market of more than 50Million bags, triggered by massive crop production and industrialization such as Mbeya cement, Agro-processors such like Raphael group, Mbasira, Kilomwa, Mbata traders etc. while there is only 1-factory namely JND Polybag based in Iringa. The factory has the capacity to produce only 15Million PPE bags per annum while leaving the gap of about 35Million bags. Either the presence of PPE bags factories in the central and southern highland regions will provides the solutions of value chain vertical integrations on ground while lowering prices of polybags to smallholder farmers. It's from this background Sungura General Supplies company Ltd intends to scale up and diversify company investment via establishment of the polybags factory with the capacity of 49.5Million PPE bags per annum in Dodoma region. The bellow table summarizes some selected crops in the southern highland zone region which create a readily and well determined market for PPE bags factories;

**Table 5: Demand of PPE Woven bags for selected crops in the southern highland as the major producer of cereal crops in Tanzania.**

<b>Region</b>	<b>Maize-tons</b>	<b>Beans-tons</b>	<b>Paddy-tons</b>	<b>Irish-tons</b>	<b>Year</b>	<b>Source</b>	<b>Demand</b>
Rukwa	803,414.40	154,040.50	134,146	19,076.98	2022/2023	RAS	11.1Million
Songwe	333,858	53,025	142,181	41,325.30-Sunflower	2022/2023	RAS	5.7Million
Katavi	357,876	39,270.3	316,631.1	42,308.4-Groundnuts	2018/19	Guide	7.6Million
Mbeya	701,078	112,273	405,305	939,356	2020	Guide	21.6Million
Iringa	577,442	94,280	53,710	169,922	2020	Guide	9Million

**Note;** The approximate demand for PPE woven bags against various crops produced in the southern highland regions is more than 50Million per annum.

**Table 7: List of some buyers plan to buy Polybags from the promoter**

<b>List of major buyers</b>	
<b>Name</b>	<b>Location</b>
Mbozi Coffee Curing Company	Songwe
Mbeya Cement Company Limited	Songwe
City Coffee	Mbeya
CMS Company Limited	Songwe
Majinjah Food Processing CO.Ltd	Songwe
Lima Company Limited	Songwe
GDM company Limited	Songwe
ILAS Super Sembe	Songwe
Mbasira food Processing	Rukwa
Shimondo AMCOS	Songwe
Ndolezi Amcos	Songwe
Hawiga AMCOS	Songwe
Sogea AMCOS	Songwe
Kibanza Company Limited	Mbeya
Kyela Cooperative Union	Mbeya
Songwe Cooperative Union	Songwe
Rungwe Cooperative Union	Mbeya
Ufipa cooperative union Ltd	Rukwa

No	NAME	CONTACTS DETAILS	LOCATION	Quantity / Annum
1	Super Seki Investment	0768292044/0757409887	Iringa	720,000
2	Usungiro	684191526	Iringa	180,000
3	Dc Super Sembe	754769423	Iringa	120,000
4	A.G	0684996644/0764187833	Iringa	216,000
5	Mwananchi	758128084	Iringa	122,724
6	R.K	755519621	Iringa	122,736
7	F.K	682338410	Iringa	228,000
8	D.M.K	766411993	Iringa	240,000
9	Another One	767331302	Iringa	132,000
10	Mwangaza	759323951	Iringa	240,000
11	Masoud	767140714	Iringa	162,000
12	Duma Super Sembe	714744276	Iringa	207,000
13	Saboso Dona	754469516	Iringa	183,432
14	Amani Vijo	759384237	Iringa	139,164
15	Kisigo Tea Company	763010745	Iringa-Mufindi	300,000
16	Mapanda Sembe	755694020	Iringa - Mafinga	175,800
17	Mapanda Rice	755694020	Iringa - Mafinga	96,000
18	Kasuku Lime	754570043	Iringa - Ifunda	156,000
19	Mamba Lime	755056689	Iringa - Ifunda	120,000
20	Tenende Super Sembe	754514579	Njombe	120,000
21	Mligo Super Sembe	753390451	Njombe	228,000
22	Mkulima Bora	784420884	Njombe-Igwachanya	228,000
23	Raha Leo Super Sembe	754640971	Njombe - Makambako	228,000
24	Mzalendo Sembe	755762840	Njombe - Makambako	228,000
25	Dangote Super Sembe	752911098	Mbeya	228,000
26	Penguin Lime	622274931	Songwe	210,000
27	Hamza Super Sembe	785859595	Songea	120,000
28	Upendo Super Sembe	752118057	Songea	188,376
29	Beckah Super Sembe	784528856	Songea	270,936
30	Mtazamo Investment	787320099	Songea	270,936
31	Dulla Super Sembe	767626234	Songea	270,936
32	Al-Mujibu	712408045	Songea	270,936
33	Lukman	716525425	Songea	270,936
34	M.M Sembe	715569128	Songea	143,820
35	Kimolo Super Rice	754451597	Dodoma	147,360
36	Kingare Super Sembe	784411951	Dodoma	201,600
37	Malatu Super Rice	782680494	Dodoma	310,764
38	Chavda	782039535	Dodoma	214,272
39	Dodoma Lime	784276484	Dodoma	164,220
40	I.C	786891919	Morogoro -Ifakara	143,844
41	C.G	784392788	Morogoro -Ifakara	180,000
42	Halima Agro	767999132	Rukwa - Sumbawanga	164,220
43	Mwayaya Sembe	766951926	Rukwa - Sumbawanga	164,220
44	London Super Sembe	754625942	Rukwa - Sumbawanga	164,220
			<b>TOTAL</b>	<b>8,992,452</b>

However, the promoter will keep on promoting her products to various market in and out of Tanzania, the promotion will consider small, medium and big entrepreneurs, the promoter plans to face food manufacturing in northern, southern and central zone as per list below,

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## 9. Commencement date

### Polybags plant

The project has started, current the promoter is on construction of plant building, the payment to polybag factory manufactural has been done, the machines has been started to be manufactured, the shipment of machineries will be end of February, we expect installation to start at April 2026 and production to start on June 2026.

### Baler Twine rope plant

The building for baler twine plant has been completed, all negotiation with plant manufactural has been done, it is expected the payment to be done on February 2026, the manufactural will takes three months hence the shipment will be done on end of May 2026, the installation will be done on July 2026 and the production will start on September 2026.

### Filament ropes

The building for filament ropes will be constructed on January 2027 followed by machine order, the order will be placed on January 2027, the manufactural takes 3 months to manufacture the plant, hence installation will be done on May 2027 and the production will start on July 2027.

### Project Period

The implementation of above projects has been planned to be done in five years

## 10. Implementation Period

The plan will be implemented from January 2026

**Table 8: Implementation plan**

Description	2026	2027	2028	2029
Polybag plant				
Baler Twine (ropes plant)				
Filament ropes				

### Note.

In 2026, the Polybag and Baler twine ropes manufacturing will be commenced

In 2027, the Filament ropes will be commenced

## 11. Project Capacity

The project has been planned to be implemented in five years, the capacity of production will be increasing as per schedule below,

**Table 9: Production capacity per day**

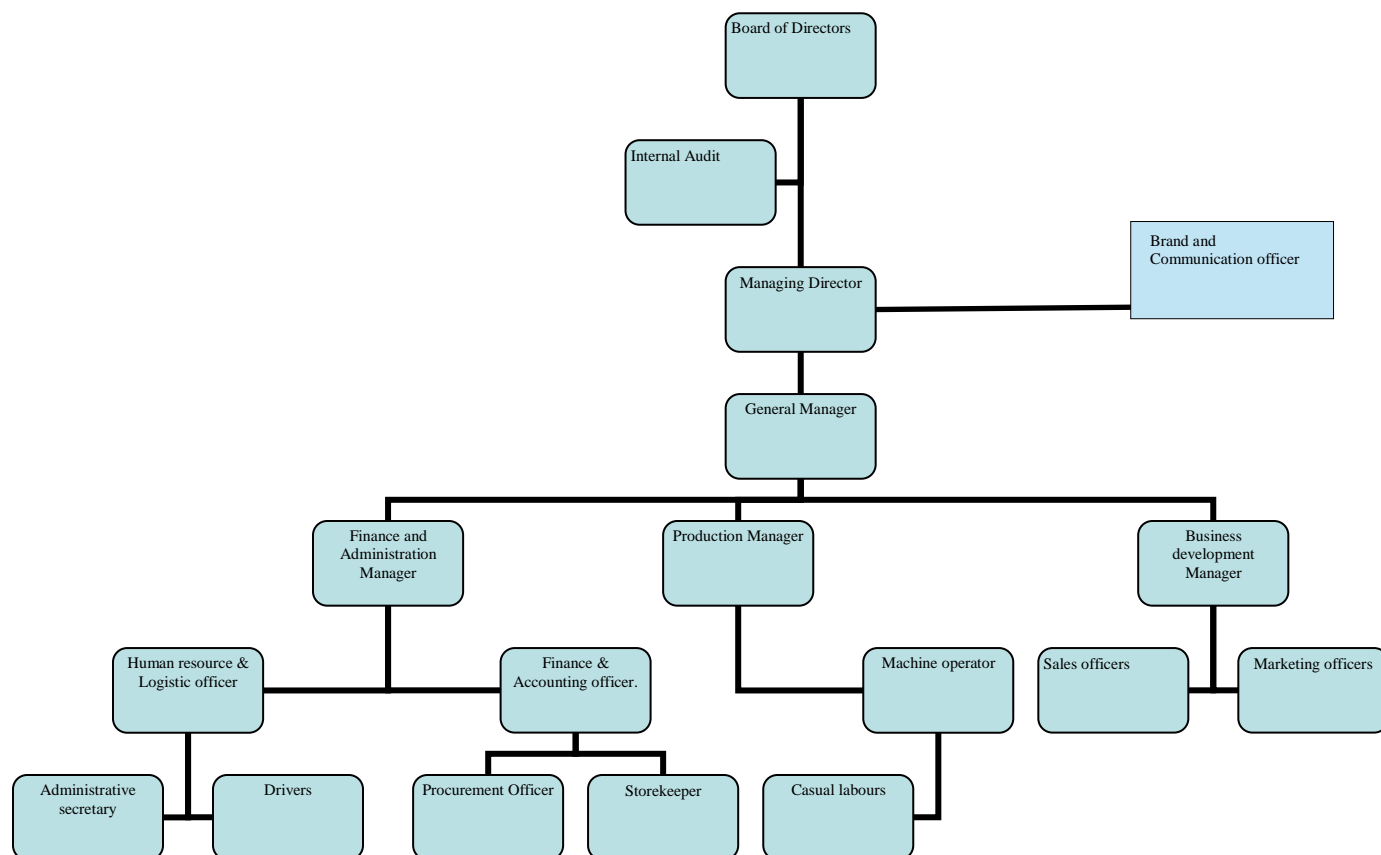
Description	2026	2027	2028	2029	2030
Polybag plant (tones/day)	3.2	7.5	14.4	21	24
Baler Twine (ropes plant) (tones/day)	6	6	6	6	6
Flament Ropes Plant (tones/day)	3	3	3	3	3

## 12. Employment created

### 12.1 Organization Structure

The management consist with professionals having adequate knowledge in Inputs trading business and polybags manufacturing. Despite Mr Gasper being a founder, a team behind the CEO include directors and other founders. The Board of Directors composes of executive and non-executives which anchor continuity of high-level key decision making even

The current organization structure of Sungura General Supplies Company Limited is operating its activities under two major departments namely administration and Sales departments, however the new line of business will influence the changes of company organization, the new company organization will comprise three departments includes business development department, sales department and Finance and administration department. The highest decision maker for the company is board of directors. The managing director oversee day to day operations of the company assisted by heads of units.



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## 12.2 Job created

### Direct labour

The new investment will get adequate labour for the current size of business both professional and casual labours at the area and out of the area. In Tanzania it is estimated that more than 75% of the population live in rural areas depends directly or indirectly on agriculture for food, employment, and economic growth. The promoter will employ casual labour from the project place while professionals will be employed from all over the country.

The promoter gives equal opportunity to all male and female during recruitment however the tough works will be granted to male while light activities will be granted to female. The working proportion for female and male will be 44% and 56% respectively

Below are the job titles and number of staff that will be hired for polybags manufacturing plant, baler twine ropes and filament ropes, and filament ropes. The number considers the machine working in two shifts to achieve full capacity.

**Table 10: Direct Jobs that will be created**

S/n	Title	no of staff	Male	Female	Local/foreigner
1	Managing Director	1	1		Local
2	General Manager	1	1		Local
3	Production Manager	4	3	1	Local
4	Human resource manager	1		1	Local
5	Finance Manager	1		1	Local
6	Procurement manager	1		1	Local
7	Marketing & Sales Manager	1	1		Local
8	Procurement officers	8	4	4	Local
9	Accountnts	4		4	Local
10	Store keeper	2		2	Local
11	Secretary	1		1	Local
12	Sales officers	10	6	4	Local
13	Liners operators	22	12	10	Local
14	Operators	8	8		Local
15	Supevisors	4	2	2	Local
16	Mechanics	4	4		Local
17	Electricians	4	4		Local
18	looms opeartors	20	10	10	Local
19	Printer operators	4	4		Local
20	Stich operatirs	8		8	Local
21	Cutting operators	4	4		Local
22	Balling	6	6		Local
23	Cleaners	8		8	Local
24	cookers	4		4	Local
25	Security guard	8	8		Local
	<b>Total</b>	<b>139</b>	<b>78</b>	<b>61</b>	

### Indirect Labour

The project will also employ more than 100 people as casual labour to overtake variable activities such as loading and offloading, promotions etc, the number will be varying depends on available activities

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## 5. FINANCIAL PROJECTIONS

### Financial Assumption

During preparation of financial projections, the promoter assumed various variables as follows,

- i. The machine will be imported from India
- ii. The exchange rate for USD against TZS will be TZS 2,500
- iii. The machine to be purchased will have capacity of producing 20 looms at year 1
- iv. The products will be sold in weight of roller
- v. The machine will operate at fully capacity in two shifts
- vi. The analysis has considered for polybags manufacturing plant only
- vii. The machine utilization will be 40% year 1, the high capacity will be 80% in year 5
- viii. Sales is estimated per kg, hence the revenue was estimated in roller price
- ix. Production cost has considered all cost includes raw materials, electricity, direct labour etc

### Projected Income statement

#### Annex 6: Projected manpower Cost

Description	Year 1	Year 2	Year 3	Year 4	Year 5
No of Looms	20	30	40	50	50
Production/loom/day (kg)	2,000	2,000	2,000	2,000	2,000
Production days/year (days)	200	250	300	300	300
Utilization plan (%)	40%	50%	60%	70%	80%
<b>Total Production (kg)</b>	<b>3,200,000</b>	<b>7,500,000</b>	<b>14,400,000</b>	<b>21,000,000</b>	<b>24,000,000</b>
<b>Revenue</b>					
Selling Price/kg	4,800	4,848	4,896	4,945	4,995
<b>Total revenue</b>	<b>15,360,000,000</b>	<b>36,360,000,000</b>	<b>70,509,312,000</b>	<b>103,854,340,800</b>	<b>119,877,581,952</b>
Production cost/kg	3,600	3,672	3,745	3,820	3,897
<b>Total Production Cost</b>	<b>11,520,000,000</b>	<b>27,540,000,000</b>	<b>53,934,336,000</b>	<b>80,227,324,800</b>	<b>93,522,138,624</b>
<b>Gross Profit</b>	<b>3,840,000,000</b>	<b>8,820,000,000</b>	<b>16,574,976,000</b>	<b>23,627,016,000</b>	<b>26,355,443,328</b>
<b>Operational Expenses</b>					
Manpower Cost	766,584,000	781,915,680	797,553,994	813,505,073	829,775,175
Overhead Cost	229,128,000	233,710,560	238,384,771	243,152,467	248,015,516
<b>Total operation cost</b>	<b>995,712,000</b>	<b>1,015,626,240</b>	<b>1,035,938,765</b>	<b>1,056,657,540</b>	<b>1,077,790,691</b>
<b>EBITD</b>	<b>2,844,288,000</b>	<b>7,804,373,760</b>	<b>15,539,037,235</b>	<b>22,570,358,460</b>	<b>25,277,652,637</b>
Depreciation	941,769,931	878,679,940	806,863,541	736,767,009	1,813,525,572
<b>EBIT</b>	<b>1,902,518,069</b>	<b>6,925,693,820</b>	<b>14,732,173,694</b>	<b>21,833,591,451</b>	<b>23,464,127,066</b>
Interest & LC Commission	960,000,000	820,406,994	658,479,106	470,642,757	252,752,592
<b>EBT</b>	<b>942,518,069</b>	<b>6,105,286,827</b>	<b>14,073,694,588</b>	<b>21,362,948,694</b>	<b>23,211,374,474</b>
Tax	282,755,421	1,831,586,048	4,222,108,376	6,408,884,608	6,963,412,342
<b>Net Profit</b>	<b>659,762,648</b>	<b>4,273,700,779</b>	<b>9,851,586,211</b>	<b>14,954,064,086</b>	<b>16,247,962,132</b>
Gross Margin	25%	24%	24%	23%	22%
Net Margin	4%	12%	14%	14%	14%
Interest Coverage	3	10	24	48	100

**It is recommended** that TISEZA to register this project with 5 years' implementation plan.

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