

TANZANIA HAID COMPANY LIMITED

BUSINESS PLAN

FOR ESTABLISHING

POULTRY FEED PLANT

1.0. EXECUTIVE SUMMARY.

1.1. THE PROJECT PROMOTERS

The Shareholders of this project are all entrepreneurs with a diverse professional and business backgrounds. The Company is owned by 2 shareholders namely: -

Name of Shareholder	% Share	Nationality
KINGHILL PTE.LTD	99	CHINA
HAIDEAHOLDINGS PTE. LTD.	1	CHINA

1.2. LOCATION

The project location will be at plot no 1117 & 1118 , Block D, Kisabi street, Mlandizi, Kibaha, Pwani

1.3. TARGETED MARKETS

The targeted markets of the project are domestic and neighbouring market etc

Limited poultry feed manufacturing facilities available in Tanzania is said to be the major causes of low supplied of high-quality poultry feed products within Tanzania. It is in view of this that, our company has resolved to invest in the poultry feed manufacturing sector to provide a solution that would lead to reducing importation of poultry feed products at the same time to protect environment by using locally available materials as in put.

The project is expected to offer a challenge to the business community to improve poultry feed products produced and imported from abroad, the project will provide a room for export the surplus and enhance economic intraregional between Tanzania and rest of East African Countries.

The Company marketing strategy has been developed to enable the company competes and acquires more market share. The Company will use the below new strategy: -

- Domestic Market

- Mid and Lower income Market in East Africa, SADC

2.0. PROJECT DETAILS

2.1. INTRODUCTION

Tanzania is geographically strategically located in relation to her neighbours. Because of the above mentioned factor, the country's manufacturing sector has a great potential in contributing in economic growth of Tanzania Economy.

Sector plays a critical role in the social and economic development of a country. There is a wide market for poultry feed products in Tanzania and in other neighbouring countries, hence the project is not expecting to face operational problem.

Tanzania market is supplied by imported products from Asia based on the quality of products which will be produced by Tanzania Haid Company Limited. Its products are expected to have a good market in Tanzania and other countries.

It is quite gratifying to note that the Government of Tanzania realizes the role of manufacturing sector for its economic and social development, and as a result has developed fiscal and non-fiscal incentives which are very instrumental in improving the business and investment environment in the manufacturing sector.

It is alleged that limited availability of quality poultry feed products produced within Tanzania is the major causes of importation of low-quality poultry feed products in Tanzania. It is in view of this that, Tanzania Haid Company Limited has resolved to assist by providing a solution to stimulate manufacturing sector by increasing productivity.

Objectives as follows: -

- To promote manufacturing in Tanzania and East African Community at Large
- To bring new technology and technical know how in the country in the course of its business transactions.
- To provide extra employment to more people in the sector.
- To bring foreign currency in the country
- To manufacture poultry feed products of high quality

- To protect environment by using natural materials to produce Poultry feed.

3.0. THE PROJECT

TANZANIA HAID COMPANY LIMITED

3.1. PROJECT SPONSORS

3.2. Project Costs

The project is expected to cost just over USD\$ 33,059,286 all to be financed by owner's equity.

NAME OF THE COMPANY

PARTICULAR	AMOUNT IN USD
Land and Building	9,636,069
Machinery and Equipment	5,907,836
Motor Vehicle	156,499
Furnitures and Fixtures	42,682
Pre exp	0
Others	284,544
Working capital	17,031,657
Total	33,059,286

For the project to be a reality a total investment amounting to US\$ 33,059,286 is needed

4.0. Financing Pattern

The project will be financed by equity US\$ 33,059,286

5.0. PROJECT SUSTAINABILITY

The project sponsors having studied market conditions and the infrastructure in Tanzania are convinced that the project will be able to operate undisturbed.

6.0. FINANCIAL ANALYSIS

6.1. 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 that the major raw material will be procured from local market and other will be imported. Revenues have been conservatively estimated based on experience of the promoters and trends in the industry.

7.0. FINANCIAL STATEMENTS:

7.1. PROJECTED LODGE REVENUE

For projection purposes, it is assumed that the economic life of the project is eight years, and that revenue from the project commence from the first year of operation.

SCHEDULE 7.1: SUMMARY OF REVENUE "US\$"

year	1	2	3	4	5	6	7	8
Revenue \$	7,100,000	11,840,000	14,920,000	17,840,000	15,940,000	15,940,000	14,950,000	14,950,000

7.2. PROJECTED PROFIT AND LOSS STATEMENT

The Income and expenditure Statement shows the projected income for the 8th year period. The position depicted is that the project earns profit through its life. Accumulated earnings before taxes from US\$ 2,396,000 in the first year to US\$ 6,050,000 in the 8th year.

7.3. PROJECTED CASH FLOWS

This is shown in the financial statements. The project is expected to generate a negative(loss) end of year free cash flow of US\$ 2,758,000 in the 1st year of operation to a positive free cash flow of US\$ 7,762,000 in the 5th year of operation and US\$ 6,877,000 in the 8th year of operation.

8.0. ECONOMIC ASPECTS

Implementation of this project will have the following social and economic values

- The project will create employment for 185 people on permanent contract basis as well as more others on temporary basis.
- It will create more business opportunities to local suppliers which will also have a trickledown effect in the environmental issues.
- It will generate substantial revenue to the government in the form of Corporate tax, Value added tax and pay as you earn
- The project will generate foreign earnings

9.0. IMPLEMENTATION

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction of the factory will be completed within one year:

IMPLEMENTATION

S/N	ACTIVITY	PERIOD
1	Processing TIC Certificate of Incentive	January 2026
2	Placing Order of machines	February 2026
3	Installing machines	March-April 2026
4	Recruitment	May 2026
5	In house training	June-July 2026
6	Testing production	August-September 2026
7	Commercial Operation	October 2026

10.0. CONCLUSION & RECOMMENDATIONS

The project is technically feasible, financially viable, and economically sound, provided the sponsors will manage it efficiently. It is recommended that the project be approved and granted the Certificate of Incentives.

Units: 10,000 tons, 000 USD

Income Statement

years	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Sales volume (including dc	-	7	12	16	19	19	19	19	19	19	19
Powdered chicken feed	-	3.0	4.8	6.6	7.8	7.8	7.8	7.8	7.8	7.8	7.8
Pink chicken ingredients	-	2.0	3.2	4.4	5.2	5.2	5.2	5.2	5.2	5.2	5.2
Ordinary extruded fish fee	-	2.0	3.5	5.0	6.0	6.0	6.0	6.0	6.0	6.0	6.0
Export distribution differe	-	7,100	11,840	14,980	17,840	15,940	15,940	14,950	14,950	14,950	14,950
Profits from domestic OEN	-	-	-	-	-	-	-	-	-	-	-
Variable manufacturing co	-	-1,101	-1,771	-2,442	-2,889	-2,889	-2,889	-2,889	-2,889	-2,889	-2,889
Sales expenses	-	-312	-377	-434	-455	-455	-455	-455	-455	-455	-455
Management expenses	-	-525	-633	-730	-767	-767	-767	-767	-767	-767	-767
Depreciation and amortization	-	-1,099	-899	-899	-899	-899	-827	-827	-827	-827	-827
Rent and interest	-	-	-	-	-	-	-	-	-	-	-
Financial expenses	-72	-572	-891	-1,193	-1,402	-1,383	-1,383	-1,373	-1,373	-1,373	-57
Other (other expenses, inc	-	-306	-384	-454	-517	-517	-517	-517	-517	-517	-517
Profit sharing	-	-334	-723	-927	-1,146	-948	-956	-853	-853	-853	-991
Total profit	-72	2,851	6,163	7,901	9,765	8,082	8,146	7,269	7,269	7,269	8,447
Income tax expense	-	-834	-1,849	-2,370	-2,930	-2,424	-2,444	-2,181	-2,181	-2,181	-2,534
Net profit	-72	2,017	4,314	5,531	6,836	5,657	5,702	5,088	5,088	5,088	5,913
Earnings before interest	-	3,423	7,053	9,094	11,167	9,465	9,529	8,642	8,642	8,642	8,504
Income tax expense - befc	-	-1,027	-2,116	-2,728	-3,350	-2,839	-2,859	-2,593	-2,593	-2,593	-2,551
Earnings before interest	-	2,396	4,937	6,366	7,817	6,625	6,671	6,050	6,050	6,050	5,953

Cash Flow Statement

years	1	2	3	4	5	6	7	8	9	10	11
	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Earnings before interest	-	2,396	4,937	6,366	7,817	6,625	6,671	6,050	6,050	6,050	5,953
Rent & Depreciation and /	-	1,099	899	899	899	899	827	827	827	827	827
Changes in working capita	-	-6,253	-3,980	-3,780	-2,616	238	-	124	-	-	16,267
Operating cash flow	-	-2,758	1,857	3,486	6,101	7,762	7,498	7,001	6,877	6,877	23,047
rent	-	-	-	-	-	-	-	-	-	-	-
Engineering Investment	-11,266	-	-	-	-	-	-	-	-	-	2,433
Investing cash flow	-11,266	-	-	-	-	-	-	-	-	-	2,433
Free cash flow	-11,266	-2,758	1,857	3,486	6,101	7,762	7,498	7,001	6,877	6,877	25,480
Cumulative free cash flow	-11,266	-14,024	-12,167	-8,681	-2,580	5,182	12,680	19,681	26,557	33,434	58,914
Discounted free cash flow	-11,266	-2,554	1,592	2,767	4,484	5,283	4,725	4,085	3,715	3,440	11,802
Cumulative Discounted Frx	-11,266	-13,820	-12,227	-9,460	-4,976	307	5,032	9,117	12,832	16,272	28,074

Balance Sheet

Note: It is assumed that no cash is retained and all surplus funds generated from current operating activities are distributed as dividends.

years	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
accounts receivable	-	5,677	9,294	12,710	15,084	14,846	14,846	14,723	14,723	14,723	14,723
stock	-	1,747	2,849	3,951	4,686	4,686	4,686	4,686	4,686	4,686	4,686
Total current assets	-	7,424	12,143	16,662	19,770	19,532	19,532	19,409	19,409	19,409	19,409
Fixed assets	11,266	10,167	9,267	8,368	7,469	6,570	5,742	4,915	4,088	3,261	2,433
Right of use assets	0	0	0	0	0	0	0	0	0	0	0
Total non-current assets	11,266	10,167	9,267	8,368	7,469	6,570	5,742	4,915	4,088	3,261	2,433
Total assets	11,266	17,591	21,410	25,030	27,239	26,102	25,275	24,324	23,496	22,669	21,842
accounts payable	-	1,171	1,910	2,649	3,142	3,142	3,142	3,142	3,142	3,142	3,142
Lease liabilities	0	0	0	0	0	0	0	0	0	0	0
Total Liabilities	-	1,171	1,910	2,649	3,142	3,142	3,142	3,142	3,142	3,142	3,142
Total equity	11,266	16,420	19,500	22,380	24,097	22,960	22,133	21,182	20,354	19,527	18,700
USD (1,000) Working capital increase (l	-	11,654	2,904	17,032	6,625	16,694	6,625	16,518	6,625	16,518	6,625
TOTAL											
USD (1,000) Total investment (USD)	16,028	11,654	2,904	2,473	-	-	33,060	33.06M			
USD (1,000) Of which, Land & construct	16,028	-	-	-	-	-	16,028	16.03M			
USD (1,000) Of which, Working capital	-	11,654	2,904	2,473	-	-	17,032	17.03M			