



ABOUT THE COMPANY

OVERVIEW

IDEAL CHICKS LIMITED is a privately owned Tanzanian company, legally registered under the Companies Act of the United Republic of Tanzania. The company was established in the year 2000 and is incorporated under registration number 39521. Since its inception, IDEAL CHICKS LIMITED has grown to become a recognized player in the poultry farming and agribusiness sector, with operations not only in Tanzania but also extending to several neighbouring countries in East and Central Africa.

LEGAL STATUS

As a fully incorporated and legally compliant entity, IDEAL CHICKS LIMITED operates in accordance with the regulatory frameworks set forth by Tanzanian company and agricultural laws. The company maintains high standards of corporate governance and transparency, ensuring adherence to all statutory and regulatory obligations.

CORE BUSINESS ACTIVITIES

The primary focus of IDEAL CHICKS LIMITED is the raising of poultry and production of poultry-related products. The company engages in a wide range of activities within the poultry value chain, including:

- Breeding and hatching of high-quality chicks
- Rearing of broiler and layer chickens
- Production and distribution of poultry meat and eggs
- Manufacture and supply of poultry feed
- Sale of poultry farming equipment and veterinary supplies
- Offering technical support and training to local poultry farmers

IDEAL CHICKS LIMITED is committed to enhancing food security and supporting local economies by providing affordable, high-protein poultry products and by promoting sustainable poultry farming practices.

Market Presence

Over the years, IDEAL CHICKS LIMITED has built a strong reputation for quality, reliability, and professionalism. The company serves a diverse clientele base, including wholesalers, retailers, supermarkets, institutions, and individual farmers across Tanzania. Its strategic expansion has also enabled the company to establish a presence in neighboring countries such as Malawi, Mozambique, Kenya, Uganda, Rwanda, Burundi, Democratic Republic of Congo etc.

VISION

To become a leading and innovative poultry agribusiness in Africa, delivering high-quality poultry products and services that meet international standards.

MISSION

To sustainably produce and supply poultry products while empowering local communities, supporting small-scale farmers, and contributing to the region's economic development through agribusiness.

VALUES

- Integrity – We operate with honesty and transparency in all our dealings.
- Quality – We are committed to producing safe and nutritious poultry products.
- Innovation – We invest in modern farming technologies and continuous improvement.
- Sustainability – We promote environmentally friendly and socially responsible practices.
- Customer Focus – We strive to exceed customer expectations through excellent service.

BUSINESS PLAN FOR BROILER HATCHERY

ABOUT THE BUSINESS

INTRODUCTION



Tanzania is a moderately populated country having predominantly agricultural economy. Almost every part of our country is suitable for poultry farming. During the past few decades poultry industry have gained enormous potential in Tanzania. The Government of Tanzania has been giving thrust for the development of poultry industry. Development of poultry industries may further be accelerated, if improved varieties of layers/broilers are made available to the poultry farmers which could ensure fast growth, maximum feed to meat/egg conversion and low mortality among the poultry birds. Therefore, it is essential that hatcheries should set up.

In the modern nomenclature of poultry industry, the term hatchery covers the sector which is engaged in production and supply of one-day old chicks by artificial incubation. A hatchery can be a part of a breeding farm or it can be a franchiser or sub-franchiser for producing parent and day-old chicks of broilers or layers. The term hatchery can be extended to an organization which does not maintain any breed stock (mating stocks) but only procures hatching eggs for producing (supplying) day old chicks.

MARKET POTENTIAL

Changes in life style and food habits of consumers, improvement in standards of living etc. have resulted into increase in per capita consumption of egg and poultry meats but per capital consumption of these commodities in our country is still far below than of developed countries showing enormous potential/scope for poultry development. Increasing number of poultry farms in different areas has emphasized that hatcheries should be set up in potential areas. In Tanzania there are few numbers of large commercial hatcheries are available, however unable to meet the present demand of day-old chicks of broilers and layers. It said that these hatcheries set up so far are not adequate to meet the increased demand of one day old chicks of broilers or layer poultry birds which show good scope for hatcheries.

EXECUTIVE INCOME SUMMARY

For The Pre operating time and for the period of one year after start the Production process

Total Project Cost	:	20,866,858,675	TZS
Loan	:	16,500,000,000	TZS
Total Assets	:	14,556,765,000	TZS
Working Capital Need	:	5,675,858,000	TZS
Annual Sales	:	4,271,875,000	TZS
Pre-Operating Cost	:	7,598,635,000	TZS
Annual Direct Materials Cost	:	2,315,763,108	TZS
Annual Direct Labour Cost	:	1,234,800,400	TZS
Annual Production Overhead Cost	:	752,000,000	TZS
Annual Marketing Cost	:	180,000,000	TZS
Annual Management & Administration Cost	:	250,000,00	TZS
Annual Gross Profit	:		TZS
Annual Depreciation	:		TZS
Annual Net Profit	:		TZS
Rate of Net profit before tax	:		
Rate of Return	:		

DESCRIPTION OF THE PRODUCT

Main product – Processed chicken meat

Other Products – Commercial table eggs, commercial broiler day old chicks

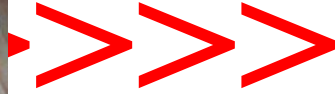
Also, processing chicken manure into organic fertilizers.

1.1. Competitive Analysis of Product

If we consider day old chicks' demand and supply, the present supply unable to meet the existing demand. How ever due to high demand factor no marketing competition.



Present Demand



Existing Supply

1.2. Main Customers

Customer	Type of Product
Local society, hotels, restaurants, supermarkets, butchers, retail shops and others	Processed meet
Existing Poultry Farmers and New Farmers by contract farming	Day Old chicks (Pullets)
Local society, hotels, restaurants, supermarkets, retail shops and others	Commercial table eggs
Local society, hotels, restaurants, supermarkets, butchers, retail shops and others	Commercial broilers (grillers)
Wide varieties of Farmers	Organic fertilizer from chicken manure

1.3. Total Demand

There is an increasing demand for day old chicks and for other products

1.4. Market Share

Can capture the part of untouched market share

1.5. Comparisons of Competitors' Selling Prices

Products	Our Prices	Competitors Prices (L. Rs)
Day Old chicks	Our Prices are set according to the competitors prices	97 (layer) per chick
Unfertile Eggs, Under weight or Double York Eggs		10per egg
Disposals		.50 per 1 kg
Culled Birds(Parents)		200 per 1 kg live weight
Poultry Litter		45 per bag

1.6. Sales Forecast

Products	Current			Proposed		
	Annual Sales Quantity	Unit Price TZS	Annual Income TZS	Annual Sales Quantity	Unit Price TZS(Average)	Annual Income TZS
Day Old chicks				145,019	97.00	14,066,843.00
Unfertile Eggs, Under weight or Double York Eggs				20,127	10.00	201,270.00
Disposals				1,881Kg	2.00/Kg	3,762.00
Total Annual Sales						14,271,875.00

Sales Forecast in Monthly Basis

: Annexure 01

1.7. Marketing Strategy

Feature	Existing	Proposed
Present of products	N/A	Quality will be good comparatively Others
Price of products	N/A	Price will be comparatively Others
Distribution Measures	N/A	According to buyer's requirement
Promotional Measures	N/A	Contacting persons and institutions, Contacting large scale poultry farmers,

1.8. Annual Marketing Expenses

Expenses Item	Cost (LKR)	
	Existing	Proposed
Promotional Expenses		18,000.00
Annual Marketing Expenses	-	18,000.00

Marketing Expenses in Monthly Basis (LKR)

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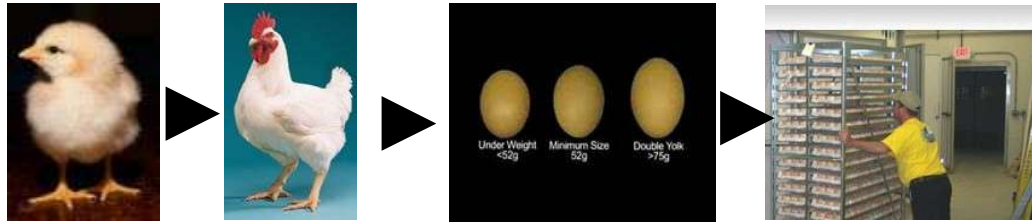
Annexure 02

1.9. Marketing Fixed Assets

No marketing fixed assets

Production Plan for broiler hatchery

1.10. Production Process



4 Batches varying ages

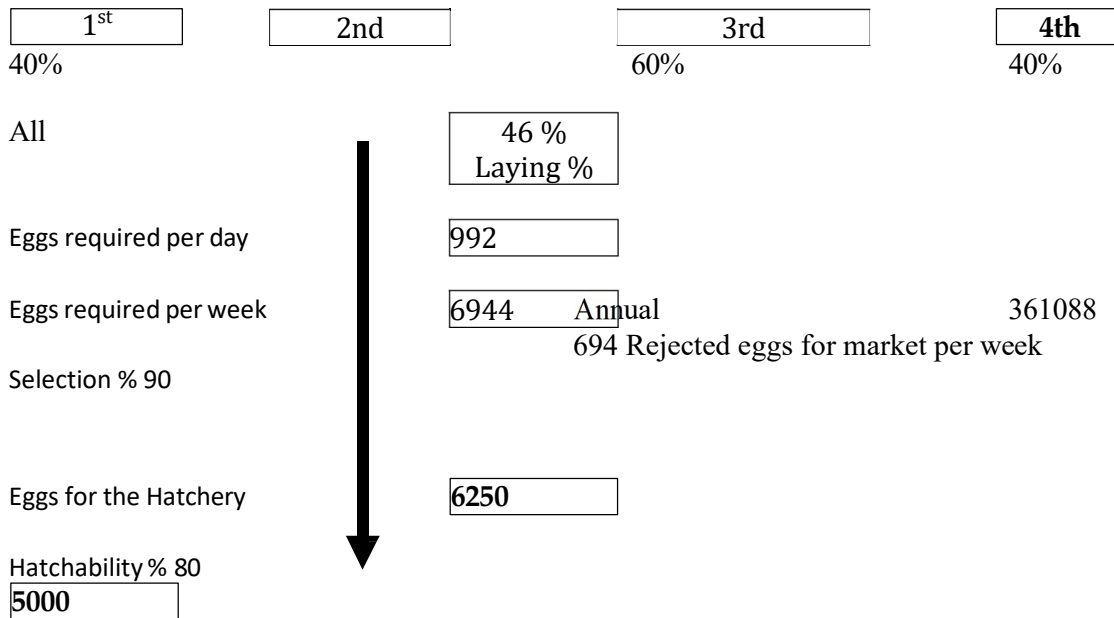
Patent Chicks

720 / Batch 1 Batch 720
Grover
3 batches 2160
Layers

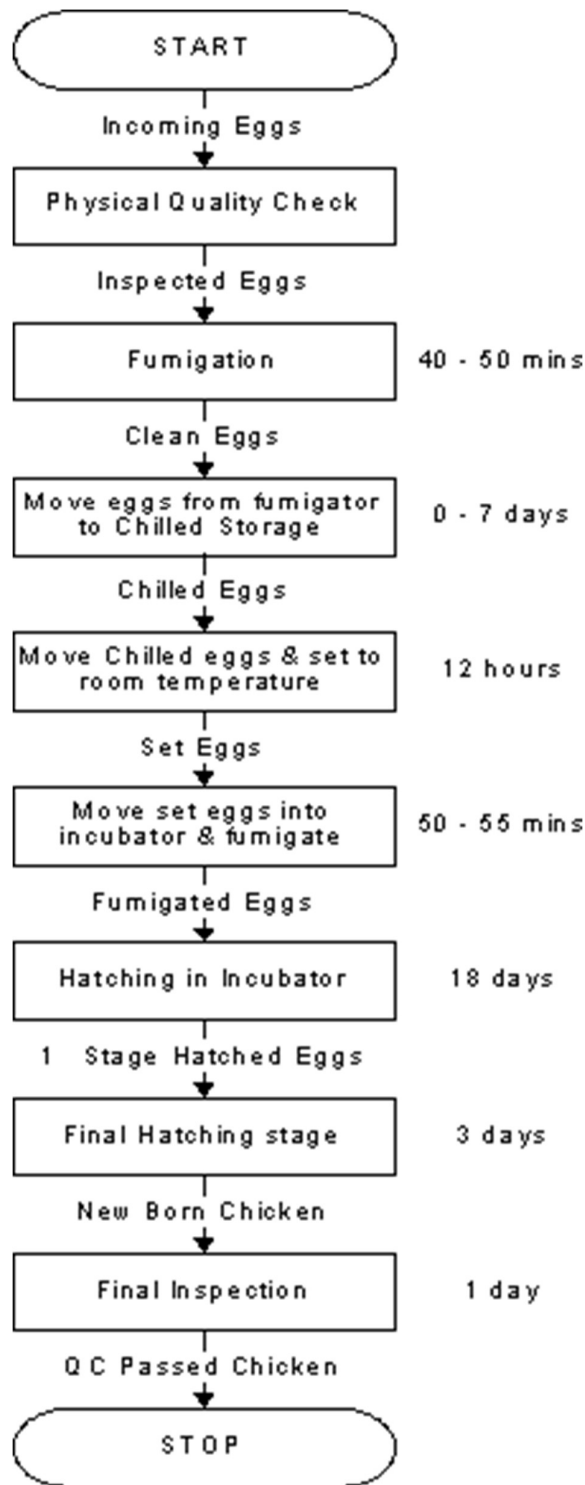


Batch Grover

3 batches Layers



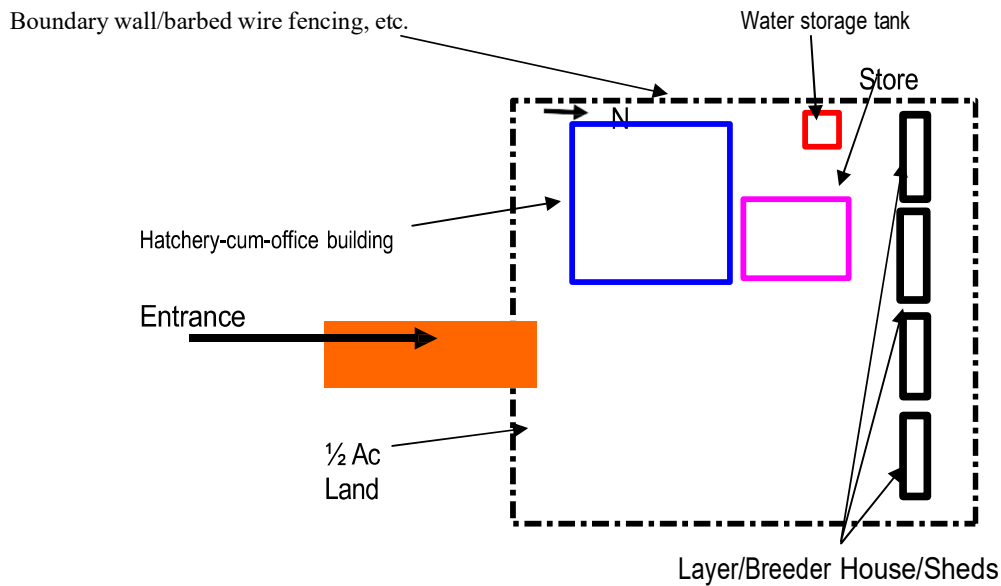
Inside Hatchery



1.11. Production fixed Assets

Property	Value (TZS)	Depreciation %	Annual Depreciation
1/2 Ac land	2,000,000.00	0%	-
Boundary wall/barbed wire fencing, etc.	80,000.00	10%	8,000
Water storage tank	30,000.00	10%	3,000
Layer/Breeder House/Sheds 4ft2/bird	1,800,000.00	10%	180,000
Hatchery-cum-office building + .Store 4000 ft2	2,000,000.00	5%	100,000
Hatchery Unit (Egg Hatcher, Egg setter, Electric egg tester	3,000,000.00	5%	150,000
Egg weighing scale (1-100 gram cap.)	20,000.00	10%	2,000
Misc. items like buckets, trays, baskets etc.	20,000.00	50%	10,000
Generator (10 KVA)	300,000.00	10%	30,000
Electric De-beaker	15,000.00	20%	3,000
Feeder, waterer and brooder	60,000.00	50%	-
Weighing balance	25,000.00	5%	1,250
Veterinary clinic instruments/equipment	10,000.00	100%	10,000
Refrigerator	60,000.00	10%	6,000
Air conditioner	80,000.00	20%	16,000
Total	9,500,000.00		519,250

1.12. Plant Layout



1.13. Annual Direct Materials Expenses

Raw Material	Existing			Proposed		
	Quantity	Price per 1 LKR	Total Value LKR	Quantity	Price per 1 LKR(Average)	Total Value LKR
Eggs Fro parents			0	201,414	22.00	4,431,108.00
Parent stock chicks			0	2,160	500.00	1,080,000.00
Chick Box			0	1,680	150.00	252,000.00
Annual Direct Materials Expenses			0.00	205,254		5,763,108.00

Monthly Direct Materials Usage : Annexure 03

1.14. Annual Direct Labor requirement & Expenses

Description	Existing				Proposed			
	No of Emplo's'	Monthly Salary	EPF + ETF 15%	Total Annual Expenses LKR	No of Emplo's' (Average)	Monthly Salary (Average)	EPF + ETF 15% (Average)	Total Annual Expenses LKR
Hatchery Manager					1	20,000.00	3,000	276,000
Operator					1	12,000.00	1,800	165,600
Skilled worker					1	10,000.00	1,500	138,000
Unskilled workers					2	8,000.00	2,400	220,800
Direct Labour								800,400

Monthly Direct Labour Expenses (LKR) : Annexure 04

1.15. Annual Production Overhead Expenses

Expenses Item	Cost (LKR)	
	Existing	Proposed
Electricity		240,000
Cleaning		12,000
Total Overhead Expenses		252,000

Monthly Production Overhead Expenses (LKR) : Annexure 05

IDEAL CHICK LIMITED

P.O.BOX 54182

DAR ES SALAAM

PROJECTED FINANCIAL STATEMENTS

FOR THE PERIOD 2026/27-2029/30

IDEAL CHICK LIMITED

PROJECTED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD 2026/30

		2029/30	2028/29	2027/28	2026/27	2025/26
	NOTE	TZS	TZS	TZS	TZS	TZS
TURNOVER		12,161,371,046	10,575,105,257	9,195,743,702	7,996,298,871	6,953,303,366
Direct Costs	3	<u>7,834,070,131</u>	<u>6,420,930,549</u>	<u>5,409,504,825</u>	<u>4,347,395,500</u>	<u>3,128,170,000</u>
GROSS PROFIT		4,327,300,915	4,154,174,709	3,786,238,877	3,648,903,371	3,825,133,366
Less EXPENSES						
Operating Expenses	4	887,874,280	772,064,591	671,360,514	583,791,751	507,645,001
Finance Costs	5	175,279,702	439,865,809	676,986,952	889,493,795	1,079,941,149
Depreciation	6	<u>880,387,270</u>	<u>990,383,780</u>	<u>953,765,740</u>	<u>1,053,726,560</u>	<u>1,164,487,500</u>
Total Expenses		1,943,541,252	2,202,314,180	2,302,113,206	2,527,012,106	2,752,073,650
NET PROFIT BEFORE TAXATION		2,383,759,663	1,951,860,528	1,484,125,671	1,121,891,265	1,073,059,716
TAXATION		<u>715,127,899</u>	<u>585,558,159</u>	<u>445,237,701</u>	<u>336,567,380</u>	<u>321,917,915</u>

IDEAL CHICK LIMITED

NET PROFITS AFTER TAX	<u>1,668,631,764</u>	<u>1,366,302,369</u>	<u>1,038,887,970</u>	<u>785,323,885</u>	<u>751,141,601</u>
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IDEAL CHICK LIMITED

PROJECTED STATEMENT OF FINANCIAL POSITION AS AT 31ST DECEMBER 2025/30

	NOTE	2029/30 TZS	2028/29 TZS	2027/28 TZS	2026/27 TZS	2026/26 TZS
NON CURRENT ASSETS	6	7,753,149,150	8,633,536,420	9,623,920,200	10,577,685,940	11,631,412,500
CURRENT ASSETS						
Trade and Other Receivables	7	983,700,890	929,671,618	849,235,982	376,263,920	160,141,597
Cash & Cash Equivalent		<u>306,208,151</u>	<u>300,204,070</u>	<u>294,317,716</u>	<u>288,546,780</u>	<u>282,889,000</u>
TOTAL CURRENT ASSETS		<u>1,289,909,042</u>	<u>1,229,875,688</u>	<u>1,143,553,698</u>	<u>664,810,700</u>	<u>443,030,597</u>
TOTAL ASSETS		<u>9,043,058,192</u>	<u>9,863,412,108</u>	<u>10,767,473,898</u>	<u>11,242,496,640</u>	<u>12,074,443,097</u>
EQUITY AND LIABILITIES						
EQUITY						
Share Capital		50,000,000	50,000,000	50,000,000	50,000,000	50,000,000
Retained Earnings		<u>4,810,287,590</u>	<u>3,441,655,826</u>	<u>2,375,353,457</u>	<u>1,536,465,487</u>	<u>751,141,601</u>
TOTAL		<u>4,860,287,590</u>	<u>3,491,655,826</u>	<u>2,425,353,457</u>	<u>1,586,465,487</u>	<u>801,141,601</u>
CURRENT LIABILITIES						
Bank Loan		-	2,568,303,205	4,870,230,109	6,933,408,419	8,782,600,387
Trade and Other Payables	8	4,176,611,547	3,792,421,921	3,466,417,336	2,702,387,439	2,487,033,194
Taxation	9	<u>6,159,054</u>	<u>11,031,155</u>	<u>5,472,996</u>	<u>20,235,295</u>	<u>3,667,915</u>
TOTAL CURRENT LIABILITIES		<u>4,182,770,601</u>	<u>6,371,756,282</u>	<u>8,342,120,441</u>	<u>9,656,031,153</u>	<u>11,273,301,496</u>
TOTAL EQUITY AND LIABILITIES		<u>9,043,058,192</u>	<u>9,863,412,108</u>	<u>10,767,473,898</u>	<u>11,242,496,640</u>	<u>12,074,443,097</u>

IDEAL CHICK LIMITED

PROJECTED STATEMENT OF CASH FLOWS FOR THE PERIOD 2021/22-26

	2029/30 TZS	2028/29 TZS	2027/28 TZS	2026/27 TZS	2025/26 TZS
OPERATING ACTIVITIES					
Net Income	2,383,759,663	1,951,860,528	1,484,125,671	1,121,891,265	1,073,059,716
Adjustments for non-cash items					
Depreciation	880,387,270	990,383,780	953,765,740	1,053,726,560	1,164,487,500
Change in Working Capital					
Debtors and Prepayments	(54,029,273)	(80,435,636)	(472,972,062)	(216,122,323)	(160,141,597)
Creditors and Accrued Charges	384,189,626	326,004,585	764,029,897	215,354,245	2,488,782,994
Total Cash Inflow from Operating Activities	3,594,307,287	3,187,813,257	2,728,949,246	2,174,849,748	4,566,188,613
Less Tax Paid	<u>(720,000,000)</u>	<u>(580,000,000)</u>	<u>(460,000,000)</u>	<u>(320,000,000)</u>	<u>(320,000,000)</u>
Net Cash Inflow From Operating Activities	2,874,307,287	2,607,813,257	2,268,949,246	1,854,849,748	4,246,188,613
INVESTING ACTIVITIES					
Acquisition of Fixed Assets					(12,795,900,000)
Disposals of Assets	-	-	-	-	-
Net Cash Outflow From Investing Activities	-	-	-	-	(12,795,900,000)
FINANCING ACTIVITIES					
Share Capital					50,000,000
Dividend	(300,000,000)	(300,000,000)	(200,000,000)	-	-
Loan Repayment	(2,568,303,205)	(2,301,926,903)	(2,063,178,310)	(1,849,191,968)	8,782,600,387
Net Cash Inflow (Outflow) From Financing Activities	(2,868,303,205)	(2,601,926,903)	(2,263,178,310)	(1,849,191,968)	8,832,600,387
CASH AND CASH EQUIVALENTS					
Increase In Cash And Cash Equivalents	6,004,081	5,886,354	5,770,936	5,657,780	282,889,000
Cash and Cash Equivalents at the Beginning	<u>300,204,070</u>	<u>294,317,716</u>	<u>288,546,780</u>	<u>282,889,000</u>	-
Cash and Cash Equivalents at the End	<u>306,208,151</u>	<u>300,204,070</u>	<u>294,317,716</u>	<u>288,546,780</u>	<u>282,889,000</u>

IDEAL CHICKS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (continued)

	2029/30	2028/29	2027/28	2026/27	2025/26
	TZS	TZS	TZS	TZS	TZS
3. DIRECT COSTS					
Fuel Costs	4,368,522,394	3,798,715,125	3,129,317,500	2,712,450,000	1,663,000,000
Repair & Maintenance	715,908,462	492,094,315	427,908,100	372,094,000	323,560,000
Hiring Costs	2,053,997,707	1,612,171,919	1,401,888,625	871,207,500	801,050,000
Lubricants & Spare parts	<u>695,641,569</u>	<u>517,949,190</u>	<u>450,390,600</u>	<u>391,644,000</u>	<u>340,560,000</u>
Total	<u>7,834,070,131</u>	<u>6,420,930,549</u>	<u>5,409,504,825</u>	<u>4,347,395,500</u>	<u>3,128,170,000</u>
4. OPERATING EXPENSES					
Salaries and Wages	502,314,595	436,795,300	379,822,000	330,280,000	287,200,000
Internet and Information Technology	46,985,304	40,856,786	35,527,640	30,893,600	26,864,000
Repair & Maintenance office	21,607,223	18,788,890	16,338,165	14,207,100	12,354,000
MV Running Costs office	40,716,866	35,405,970	30,787,800	26,772,000	23,280,000
Software License fees	3,060,763	2,661,533	2,314,376	2,012,501	1,750,001
Entertainment	27,286,247	23,727,171	20,632,323	17,941,150	15,601,000
Office Rent	83,077,797	72,241,563	62,818,750	54,625,000	47,500,000
Printing and Stationary	23,861,692	20,749,298	18,042,868	15,689,450	13,643,000
General Office & Miscellaneous	21,845,088	18,995,729	16,518,025	14,363,500	12,490,000
Utilities	41,607,110	36,180,095	31,460,953	27,357,350	23,789,000
Auditing & Accounting fees	18,364,566	15,969,188	13,886,250	12,075,000	10,500,000
Business promotion && Marketing	33,371,039	29,018,295	25,233,300	21,942,000	19,080,000
Postage and Telephone Fax	<u>23,775,991</u>	<u>20,674,775</u>	<u>17,978,065</u>	<u>15,633,100</u>	<u>13,594,000</u>
Total	<u>887,874,280</u>	<u>772,064,591</u>	<u>671,360,514</u>	<u>583,791,751</u>	<u>507,645,001</u>

IDEAL CHICKS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (continued)

5. FINANCE COSTS

Bank Charges	19,692,145	17,901,950	16,274,500	14,795,000	13,450,000
Interest Expenses	<u>155,587,557</u>	<u>421,963,859</u>	<u>660,712,452</u>	<u>874,698,795</u>	<u>1,066,491,149</u>
Total	<u>175,279,702</u>	<u>439,865,809</u>	<u>676,986,952</u>	<u>889,493,795</u>	<u>1,079,941,149</u>

6. PROPERTY, PLANT & EQUIPMENT

	LAND & BUILDING	FURNITURE & FITTINGS	COMPUTER	MOTOR VEHICLES	TOTAL
COST 01.01.24	2,320,000,000	6,960,000,000	35,900,000	3,480,000,000	12,795,900,000
ADDITIONS	-	-	-	-	-
TOTAL	2,320,000,000	6,960,000,000	35,900,000	3,480,000,000	12,795,900,000
DEPRECIATION B/F	430,345,500	2,520,390,000	14,856,080	1,196,772,000	4,162,363,580
DEPRECIATION FOR YR	94,482,730	554,951,250	2,630,490	228,322,800	880,387,270
ACC. DEPRECIATION	524,828,230	3,075,341,250	17,486,570	1,425,094,800	5,042,750,850
VALUE 31.12.202	1,795,171,770	3,884,658,750	18,413,430	2,054,905,200	7,753,149,150
VALUE 31.12.2027	1,889,654,500	4,439,610,000	21,043,920	2,283,228,000	8,633,536,420
VALUE 31.12.2026	1,989,110,000	5,073,840,000	24,050,200	2,536,920,000	9,623,920,200
VALUE 31.12.2025	2,093,800,000	5,637,600,000	27,485,940	2,818,800,000	10,577,685,940
VALUE 31.12.2024	2,204,000,000	6,264,000,000	31,412,500	3,132,000,000	11,631,412,500

IDEAL CHICKS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (continued)

	20230	2029	2028	2027	2026
	TZS	TZS	TZS	TZS	TZS
7. TRADE AND OTHER RECEIVABLES					
Trade Debtors	919,823,228	874,125,824	800,935,292	334,263,320	150,425,000
Other Receivables	<u>63,877,663</u>	<u>55,545,794</u>	<u>48,300,690</u>	<u>42,000,600</u>	<u>9,716,597</u>
TOTAL	<u>983,700,890</u>	<u>929,671,618</u>	<u>849,235,982</u>	<u>376,263,920</u>	<u>160,141,597</u>
8. TRADE AND OTHER PAYABLES					
Trade Payables	3,686,205,573	3,205,396,150	2,787,301,000	2,423,740,000	2,107,600,000
Other Payables	<u>490,405,975</u>	<u>587,025,771</u>	<u>679,116,336</u>	<u>278,647,439</u>	<u>379,433,194</u>
TOTAL	<u>4,176,611,547</u>	<u>3,792,421,921</u>	<u>3,466,417,336</u>	<u>2,702,387,439</u>	<u>2,487,033,194</u>
9. TAXATION					
Balance B/F	11,031,155	5,472,996	20,235,295	3,667,915	1,750,000
Tax for the Period	715,127,899	585,558,159	445,237,701	336,567,380	321,917,915
Tax Paid	<u>(720,000,000)</u>	<u>(580,000,000)</u>	<u>(460,000,000)</u>	<u>(320,000,000)</u>	<u>(320,000,000)</u>
Balance C/F	<u>6,159,054</u>	<u>11,031,155</u>	<u>5,472,996</u>	<u>20,235,295</u>	<u>3,667,915</u>