

SUMMARY BL'S FINANCING NEED.

Currently BL Methylated Spirit 70% (v/v) Medical Grade is one product that we are manufacturing in the AD Line, It is used in hospitals and Labs for external antiseptics against gram +/- Bacteria, TB, Viruses and Fungi. The product has been sold largely to whole sale pharmacies and Hospitals. Today our client database comprises of 16 whole sale pharmacies, 3 private hospitals and Muhimbili National Hospitals (MOI) which is a Government Hospital.

Our market research reveals that for domestic manufactured pharmaceutical products, the private sector supply chain is highly influenced by the public sector supply chain thus the BL's Growth Plan is to tap into the public sector supply chain which requires strict pharmaceutical production requirements and BL has put a strategic action plan to achieve them by September 2022.

To make this happen we are looking for an Investment facility of Tanzania Shillings 846 Million (\$363K USD) by July 2022, which will mainly be used to buy new production machinery and other supporting infrastructures, stocks, increase the storage capacity (warehouse), and Installation of plastic molding and blowing machine to actualize our growth plan, see summary of the funds allocation below:

- TZS 411 Million (\$177K USD)– Machinery
- TZS 227 Million(\$98K USD) – Stock financing
- TZS 208 Million (\$89K USD)– Supporting infrastructures and Operations

The overall investment will result in the following

- New Jobs created 11(Full time jobs)
- Products manufactured 5
- Increase the operating profit by more than 10%
- Total asset value (added) TZS 638 Million (\$274 USD)
- Projected Annual turn over 4 Billion (\$ 1.7Million USD) by end of accounting year 2023