

SWEET CHICKEN PIECES LTD

**Business Plan for Poultry (Broiler) Rearing Project
Submitted to
Citizens Economic Empowerment Commission**

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Executive Summary

The Business has been operational for two years now although it was only registered as Sweet Chicken Pieces Ltd, a Private Company Limited by Shares on 9th November 2010. Sweet Chicken Pieces began with a 600 bird capacity poultry house in 2007. The Company then built 2 more poultry houses each with a capacity of 1000 birds.

As Sweet Chicken Pieces Ltd, our vision is to be Zambia's leading poultry growers by the year 2025. This will be by diversifying into egg production and increasing production Broilers to 100,000 birds every six weeks.

Dealing in poultry rearing has been promising and profitable. The main hindrance however, has been lack of adequate finances for full utilization of our available capacity. Once financed the Company should be expected that Sweet Chicken Pieces Ltd will be among the leading producers of broiler chickens.

The poultry industry in Zambia is very profitable. The main income source for the Business is from the sale of broiler chickens. An additional source of income is from the sale of chicken manure. As poultry farmers we have a positive impact on our community as we add nutritional value to the diets of surrounding families. Paying the women who slaughter and clean the chickens when ready with the intestines and heads does this.

Sweet Chicken Pieces is applying for a loan of K92, 827,000 from Citizens Economic Empowerment Commission. This will facilitate for the renovations of our current chicken runs, allowing Sweet Chicken Pieces to fully utilize its capacity to rear broiler chickens.

1. Vision

By the year 2025 Sweet Chicken Pieces Ltd has a vision of being Zambia's leading poultry farmers by diversifying into egg production with an annual production of 15 million trays of eggs and achieve production of 110 000 broilers every six weeks.

2. Mission

Sweet Chicken Pieces Capita Pieces' mission is to increase current broiler production by making full use of its poultry houses through renovations and fully stocking the poultry houses and providing its chickens with high quality feeds. In the long term Sweet Chicken Pieces will reduce the cost of production by producing its own high quality feed.

3. Business Background

Sweet Chicken Pieces commenced its business activities in May 2009; it was formally registered as a Sweet Chicken Pieces Ltd, a Company Limited by Shares on 9th November 2010.

Its core business activities are the sale of broiler chickens.

4. Problem Statement

The main problem faced is lack of sufficient working capital to operate at full capacity of producing 2500 birds every six weeks because:

- The first poultry house, has a capacity of 500 birds, is not in a usable state. The building is not completely safe and it would be highly risky to rear birds in this poultry.
- The second poultry house with the capacity of 1000 birds but is not complete. The floor still has to be completed, a few roofing sheets are required and the wire mesh wall has to be erected.
- The third and last poultry house is in good condition. However Sweet Chicken Pieces is not able to fully utilize its full potential of housing 1000 due to insufficient funds.
- Sweet Chicken Pieces is also facing a major challenge of transportation of chicks, feed and chickens.

5. Solution Statement

- Both the first and the second poultry house will be renovated to make them useable.
- As the last poultry house is underutilized with the sufficient amount of working capital we expect to work at full capacity, by purchasing 1000 birds for the poultry house
- Sweet Chicken Pieces will purchase a three tone truck to help with the transportation of feed and the chickens.

6. Description of Business Operations

At present Sweet Chicken Pieces Ltd is under utilizing its capacity due to lack of working capital. However once it receives funding from CEEC it will be able to operate the two main chicken runs at full capacity of 2500 birds.

The Company will be run by two directors and the poultry house supervisor. The poultry house supervisor will be responsible for the day to day activities in the poultry houses.

Upon funding, for each batch an order of 2000 day-old chicks will be made with Golan Poultry Solutions about two weeks before the expected delivery date. A day old chick costs K3800. During the 2 weeks of vacancy the poultry houses will be disinfected in preparation for the chicks. Saw dust is used for ground cover throughout the 6 week period of growth. Each poultry house needs about fifty 50kg bags of sawdust for the whole period.

On the day of collection, a 3 tonne canter truck will be used to collect the day old chicks as well as the 40 bags of starter feed. Currently, Sweet Chicken Pieces does not have a truck, however once funded, it intends to purchase one from Gambhir Enterprise Limited. Upon arrival, each chick is given a dose of a stress relief solution. The stress relief medication is given to each day old chicks; during this process the birds are accounted for. Sweet Chicken Pieces maintains record charts in each of the poultry houses containing all the relevant details of the birds for instance, the number of birds received, mortalities, vaccination days etc.

Every morning drinkers and feeders are filled with feed and water respectively. These are refilled during the day as and when the need arises. For the first 20 days it is essential to keep to poultry houses as warm as possible; by using heated charcoal braziers. About ten bags of 25kg bags of charcoal are used for the 20 days. A bag of charcoal costs K20, 000.00.

Vitamins are added to the water given to the chicks. Vaccination is done on the 10th, 12th, 18th and 21st days. The chicks are vaccinated with Lasota on the 10th and 18th day and

Gambaro on the 12th and 21st days. On the vaccination dates the chicks are left to thirst until 10 o'clock so that when the water and vaccine solution is given to the chicks, each will drink sufficient quantities of the water containing the vaccine.

At the end of the six-week period the chickens are ready for sale. Some of the chicks are sold to marketers from Soweto, Garden, Chawama and Chaisa markets the rest are slaughtered, packed and refrigerated in preparation for sale to individual customers and takeaway's. Depending on the type of customer the chicken prices vary. The prices for individual customers are K25, 000.00 per chicken, for marketers the price is K23, 000.00 per chicken whilst for take a way's the price is at K12, 000.00 per kilo. Chickens are delivered to our clients.

7. Income Sources

Our main income sources will be:

1. Chicken Sales
2. Manure Sales

8. Market

8.1. Market Overview

The market of chicken in Zambia is very vast. Everyday chickens are consumed by households, fast food restaurants, restaurants or at various events. There is great demand for chickens in Lusaka and the country as a whole as it is substantially cheap compared to red meat and pork.

8.1.1. Trends in Demand

There is great demand for chickens in Zambia because chickens are consumed on a daily basis in the country. The demand for broiler chickens comes from individual households, restaurants, hotels, organization holding workshops and Supermarkets.

8.1.2. Trends in Supply

The main suppliers of chickens are Zambeef, Hybrid, Luscold, Zambezi Nkuku and other individual small scale farmers. The demand is higher than the supply because with the high cost of feed, many people are discouraged from engaging in broiler chickens. Many potential chicken suppliers do not realize that as long as they are able to maintain high volumes and constant supply of chickens, the business is profitable.

8.2. Competitiveness Analysis

8.2.1. Location

We are currently located in Lusaka West on the outskirts of the city. Being in a farming designated area we are at a greater advantage than some of our competitors who are in town as it is much easier for us to expand our capacity. We are not very far from Soweto Market. This makes farm easily accessible to marketeers.

8.2.2. Technology

The drinkers that we have are automated and once installed correctly we will reduce on the amount of manual work. Very few of our competitors may have automated drinkers and feeders. With CEEC funding, we hope to have an automated feeding system that will enable us to compete more favorably with our competitors by significantly reducing handling costs.

8.2.3. Volume

We currently have a capacity of 2000 birds; if this capacity is fully utilized, it will enable Sweet Chicken Pieces to generate meaningful profits. Our main competitors deal in larger quantities than 2000 birds, however as we become experienced with larger quantities we too will increase our stock.

8.2.4. Quality

Our birds usually grow to an average of about 2 kilograms, which is the desired market weight. The weights of our competitor's birds vary. Some birds may weigh more than 2 kilograms while others may weigh less than 2 kilograms. The heavier the chicken the more expensive it is.

8.2.5. Cost

The current costs incurred in broiler rearing are very high. This cost is directly influenced by the high cost of feed. To tackle this problem, in the near future we intend on having the capability to formulate our own feed. This will result in higher profit margins than most of our competitors.

8.2.6. Price

Sweet Chicken Pieces currently prices its chickens at the average market price of K23,000 to K27,000 depending on the type of customer. With the injection of capital

by CEEC ,Sweet Chicken Pieces will be able to adopt a very competitive pricing policy as it will be enjoying economies of scale.

9. Management Strategy

9.1. Personnel

Our personnel will consist of:

- 2 Directors
- 1 Supervisor

The directors will be involved in the day to day running of the business particularly with the purchases, sales, customer relations and banking.

The supervisor will be involved in ensuring that the feeders and drinkers always have feed and water in them. He will also be involved in the vaccinations of the chickens. In addition the supervisor will take up the role of ensuring that the premises is secure at all times.

9.2. Phasing

In the next five years we expect our workforce to increase in number to 10 permanent employees considering the plans of diversification into production of eggs. This also takes into consideration that the business will be more technologically inclined.

10. Budget

The budget is set on an annual production of 5 batches. For each batch, 2000 birds are reared:

Sweet Chicken Pieces

BUDGET - Zenith Capital Solutions - Year 1

Example

BUDGET		Unit	Cost/Unit	# of Units	TOTAL (ZMK)
A	PERSONNEL COSTS				
	<i>Salaries</i>				
	Directors	Monthly	1,000,000	5	5,000,000
	General Worker	Monthly	300,000	5	1,500,000
	SUBTOTAL SALARIES				6,500,000
B	TRAVEL & TRANSPORTATION				
	Fuel costs	Monthly	200,000	12	2,400,000
	SUBTOTAL TRAVEL & TRANSPORTATION				2,400,000
C	INFRASTRUCTURE & EQUIPMENT				
	Feeders	Unit	10,200	40	408,000
	Automated Drinkers	Unit	76,790	40	3,071,600
	Bulbs	Unit	2,500	10	25,000
	Roofing Sheets	Unit	60,000	50	3,000,000
	Cement	Bags	55,000	50	2,750,000
	Stones	Unit	180,000	20	3,600,000
	Door and Door Frames	Unit	300,000	1	300,000
	Wire Mesh	Meters	6,250	80	500,000
	Canter Truck	Unit	60,000,000	1	60,000,000
	Computer and Pastel	Unit	10,200,000	1	10,200,000
	SUB TOTAL EQUIPMENT		Total		83,854,600
E	ADMINISTRATION COSTS				
	<i>OFFICE ADMINISTRATION COSTS</i>				
	Communication (Telephone & Fax)	Monthly	100,000	12	1,200,000
	Utilities Electricity	Monthly	500,000	12	6,000,000
	General Office Supplies	Monthly	500,000	12	6,000,000
	Bank Charges	Monthly	250,000	12	3,000,000
	Vehicle Repairs and Maintenance	Quarterly	1,000,000	4	4,000,000
	Fuels and oils	Monthly	500,000	12	6,000,000
	SUBTOTAL ADMINISTRATION COSTS				26,200,000
F	WORKING CAPITAL				
	Chicks	Unit	7,240,000	5	36,200,000
	Starter Feed	Unit	6,160,000	5	30,800,000
	Grower Feed	Unit	9,120,000	5	45,600,000
	Finisher	Unit	8,760,000	5	43,800,000
	Vaccines	Unit	200,000	5	1,000,000
	Vitamins	Unit	226,000	5	1,130,000
	Charcoal	Unit	200,000	5	1,000,000
	SUBTOTAL WORKING CAPITAL				159,530,000
			Total		278,484,600

11. Facility**11.1. Purpose, Tenure, Amount**

We would like to receive funding for the following:

FACILITY AMOUNT			
	Quantity	Per Unit	3Batches
Working Capital			
Day old chicks	2000	3,800	7,600,000.00
Feed			
Starter	32	130,000	4,160,000.00
Grower	48	121,000	5,808,000.00
Finisher	60	115,000	6,900,000.00
Charcoal	5	200,000	1,000,000.00
Vaccines			
Gumboro	4	30,000	120,000.00
Lasota	4	15,000	60,000.00
Keproceryl	4	24,000	96,000.00
Stress Aid	20	13,000	260,000.00
Keptide	1	45,000	45,000.00
Vitamins	1	226,000	678,000.00
			26,727,000.00
Infrastructure & Equipment			
Roofing Sheets	50	70,000	3,500,000.00
Canter Truck	1	60,000,000	60,000,000.00
Wire Mesh	1	1	500,000.00
Feeders	20	20,000	400,000.00
Drinkers	20	20,000	400,000.00
Capenters	1	1,300,000	1,300,000.00
Subtotal			66,100,000.00
Total			92,827,000.00

The total amount Sweet Chicken Pieces Ltd is requesting for from CEEC is **K92,827,600**.

The purpose of the funding is for working capital for the first three batches of broilers as well as for the renovations of infrastructure and the purchase of equipment and the Isuzu 3 tonne Canter. This is so that we are able to work at a fully utilisation capacity and work efficiently.

11.2. Drawdown Plan

The drawdown plan as indicated on the next page:

Activity	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Total
	Amount	Amount	Amount	Amount	Amount
	ZMK	ZMK	ZMK	ZMK	ZMK
Purchase of 3tonne Isuzu Truck	60,000,000				60,000,000
Computer & Pastel Software	10,200,000				10,200,000
Purchase of Feeders	400,000				400,000
Purchase of Drinkers	400,000				400,000
Purchase of chicks	7,600,000				7,600,000
Purchase of Starter Feed	4,160,000.				4,160,000
Roofing Sheets	3,500,000				3,500,000
Purchase of Grower Feed	5,808,000				5,808,000
Charcoal	400,000	400,000	200,000		1,000,000
Carpenters	1,300,000				1,300,000
Wire Mesh	500,000				500,000
Purchase of finisher Feed	6,900,000				6,9000,000
Purchase of Vitamins	678,000				678,000
Purchases Of Vaccines	581,000				581,000
Total	92,227,000	400,000	200,000		92,827,000

11.3. Repayment Plan

We intend on fully paying back the loan in approximately five years. The grace period is three months to allow for renovations of the chicken runs.

	YR1	YR2	YR3	YR4	YR5
Loan Disbursement	92,827,000	0	0	0	0
Repayments @18%:	92,827,000				
<hr/>					
Principal	14,656,895	19,542,526	19,542,526	19,542,526	19,542,526
Interest	16,708,860	14,070,619	10,552,964	7,035,309	3,517,655
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Total	31,365,755	33,613,145	30,095,491	26,577,836	23,489,140
 Schedule:					
Month 1	0	2,546,340	2,546,340	2,546,340	2,546,340
Month 2	0	2,546,340	2,546,340	2,546,340	2,546,340
Month 3	0	2,546,340	2,546,340	2,546,340	2,546,340
Month 4	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 5	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 6	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 7	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 8	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 9	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 10	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 11	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
Month 12	2,546,340	2,546,340	2,546,340	2,546,340	2,546,340
<hr/>					
Total	22,917,058	30,556,077	30,556,077	30,556,077	30,556,077

11.4. Proposed Security

Four bedroom house in Chalimbana, Lusaka, valued at KR520,000.

12. Results

12.1. Profitability

The poultry business can be very profitable if well managed. The projected profit analysis for 5 batches of 2000 birds is depicted on the next page:

Sales	100,000,000	224,000,000	295,680,000	390,297,600	515,192,832	680,054,538
Cost of sales	63,000,000	144,000,000	198,720,000	274,233,600	378,442,368	522,250,468
Gross profit	37,000,000	80,000,000	96,960,000	116,064,000	136,750,464	157,804,070
GP Margins %	37%	36%	33%	30%	27%	23%

A gross annual profit of K37, 000,000 is expected in year one. This is expected to increase to a gross annual profit of K157, 804,070 in year 5.

12.2. Sustainability

Based on the financial projections, the business will be able to profitably sustain its operations even after the monthly CEEC loan deductions. It is expected that the business will be in a much stronger financial position after the CEEC intervention.

12.3. Socio-Economic Impact

- This initiative will benefit the community, as we will employ youths to work for our company. The salaries that they will receive will trickle down to members of their families. For the slaughtering and cleaning of the chickens we intend on employing young women to do the job. They will be given chicken intestines and heads as remuneration. This will contribute toward increasing food security in their households and diets.
- Neighbouring crop farmers will automatically have a closer source for the purchase of their monthly consumption of chickens.
- Farmers will also benefit, as they will also have a source to buy their manure. As an alternative to chemical fertilizers, the use of chicken manure will improve their yield.

13. Main Buyers and Suppliers

Suppliers

All our poultry requirements are supplied by Golan Poultry Solutions, located in the Agricultural Show Grounds Lusaka.

Buyers

Our clientele consists of: marketers from Garden Compound, Chaisa, Chawama and Soweto Markets; Chicken Inn Take Away and individual customers from around Lusaka.

14. Key Success Factors

- (i) The personnel involved in the operations of the chicken production are very experienced. They have been involved in poultry farming for the past three years.
- (ii) Sweet Chicken Pieces have reliable suppliers of high quality chicks, feeds and vaccines

15. Environment Concerns

The waste from this industry comes in form of manure which will be sold at a minimal price to crop farms located near Sweet Chicken Pieces premises. Strict hygiene standards as required under the Public Health Act will be adhered to. In addition once the chickens are de-feathered and the feathers will be used to make compost.

16. Risk Management

Risk	Mitigation
Diseases – there is a possibility of disease outbreaks	The possibility of having disease outbreak will be mitigated by observing strict hygienic conditions in the poultry houses, proper handling of feed and medication. A strict disinfection procedure will be observed by all individuals accessing the poultry houses
Mortality - Chickens may die during the 6 week course due to various reasons	To reduce the number of mortalities, the chickens will be cared for in the best and appropriate manner required. They will be vaccinated on the due dates, vitamins will be given to them when required and most importantly they will be fed the correct feed at the time.
Theft - this a risk in any business	The poultry houses are enclosed in electric fences. In addition a guard will be employed.

ANNEXES

Annex 1 Financial Statement

Cash Flow Statement

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
	ZMK	ZMK	ZMK	ZMK	ZMK	
Cash Inflows						
Loans/Invesment Capital	25,000,000	92,827,000	-	-	-	-
Sales (Chickens)	100,000,000	224,000,000	295,680,000	390,297,600	515,192,832	680,054,538
Total cash inflows	125,000,000	316,827,000	295,680,000	390,297,600	515,192,832	680,054,538
Cash Outflows						
Fixed assests						
Motor vehicle		60,000,000				
Building	23,220,400					
Equipment	3,479,600					
Feeders		408,000				
Drinkers		3,071,600				
Poultry house		11,450,000				
Cost of Sales						
Chickens	63,000,000	144,000,000	198,720,000	274,233,600	378,442,368	522,250,468
Expendintures						
Interest on loans		16,708,860	14,070,619	10,552,964	7,035,309	3,517,655
Communication (Telephone &	4,000,000	1,200,000	1,380,000	1,587,000	1,825,050	2,098,808
Utilities Electricity	5,000,000	6,000,000	6,900,000	7,590,000	8,349,000	9,183,900
General Office Supplies		6,000,000	6,900,000	7,935,000	9,125,250	10,494,038
Bank Charges		3,000,000	3,450,000	3,967,500	4,562,625	5,247,019
Vehicle Repairs and Maintenance		4,000,000	4,600,000	5,290,000	6,083,500	6,996,025
Fuels and oils		6,000,000	6,900,000	7,935,000	9,125,250	10,494,038
Salaries and wages	20,000,000	6,500,000	7,475,000	8,596,250	9,885,688	11,368,541
Loan repaymensts		14,656,895	19,542,526	19,542,526	19,542,526	19,542,526
Tax paid		2,800,000	10,300,784	10,919,697	16,983,763	23,335,740
Total cash outflows	118,700,000	285,795,355	280,238,929	358,149,537	470,960,330	624,528,756
Cash Flow Summary						
Total inflows	125,000,000	316,827,000	295,680,000	390,297,600	515,192,832	680,054,538
Total outflows	118,700,000	285,795,355	280,238,929	358,149,537	470,960,330	624,528,756
Net cash flow	6,300,000	31,031,645	15,441,071	32,148,063	44,232,502	55,525,782
Balance b/f	-	6,300,000	37,331,645	52,772,716	84,920,779	129,153,281
Balance c/f	6,300,000	37,331,645	52,772,716	84,920,779	129,153,281	184,679,063

Profit and Loss Statement

REVENUE						
Sales	100,000,000	224,000,000	295,680,000	390,297,600	515,192,832	680,054,538
Cost of sales	63,000,000	144,000,000	198,720,000	274,233,600	378,442,368	522,250,468
Gross profit	37,000,000	80,000,000	96,960,000	116,064,000	136,750,464	157,804,070
GP Margins %	37%	36%	33%	30%	27%	23%
Expenditures						
General and selling expenses	29,000,000	32,700,000	37,605,000	42,900,750	48,956,363	55,882,367
Depreciation charge	-	1,160,328	14,085,248	14,085,248	14,085,248	14,085,248
Interest on loans		16,708,860	14,070,619	10,552,964	7,035,309	3,517,655
Total expenditures	29,000,000	50,569,188	65,760,867	67,538,962	70,076,920	73,485,270
Net profit/(Loss) before tax	8,000,000	29,430,812	31,199,133	48,525,038	66,673,544	84,318,801
Taxation charge	2,800,000	10,300,784	10,919,697	16,983,763	23,335,740	29,511,580
Net profit/(Loss) after tax	5,200,000	19,130,028	20,279,436	31,541,275	43,337,804	54,807,221

Balance Sheet

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
ASSETS:						
Non Current assets						
Property, plant and equipmen	26,700,000	100,469,272	86,384,024	72,298,776	58,213,528	44,128,280
	26,700,000	100,469,272	86,384,024	72,298,776	58,213,528	44,128,280
Current assets						
Accounts receivables		-	-	-	-	-
Bank and cash balances	6,300,000	37,331,645	52,772,716	84,920,779	129,153,281	184,679,063
	6,300,000	37,331,645	52,772,716	84,920,779	129,153,281	184,679,063
Total assets	33,000,000	137,800,917	139,156,740	157,219,555	187,366,809	228,807,343
EQUITY AND LIABILITIES						
Share capital and reserves						
Share capital	25,000,000	25,000,000	25,000,000	25,000,000	25,000,000	25,000,000
Capital Reserves	-	-	-	-	-	-
General reserves	5,200,000	24,330,028	44,609,464	76,150,739	119,488,542	174,295,763
	30,200,000	49,330,028	69,609,464	101,150,739	144,488,542	199,295,763
Long term Liabilities						
Long term loans		78,170,105	58,627,579	39,085,053	19,542,526	-
Total long term financing	-	78,170,105	58,627,579	39,085,053	19,542,526	-
Current liabilities						
Creditors and accruals	-	-	-	-	-	-
Tax payable/deffered tax	2,800,000	10,300,784	10,919,697	16,983,763	23,335,740	29,511,580
total current liabilities	2,800,000	10,300,784	10,919,697	16,983,763	23,335,740	29,511,580
Total equity and liabilites	33,000,000	137,800,917	139,156,740	157,219,555	187,366,809	228,807,343

Appendix ii Business Background

Sweet Chicken Pieces commenced its business activities in May 2009; it was formally registered as a Sweet Chicken Pieces Ltd, a Company Limited by Shares on 9th November 2010.

Appendix iii Ownership

Ownership

Sweet Chicken Pieces Ltd is private company limited by shares jointly owned by Mr. XXX Zulu and Mrs XXX Zulu. Miss XXX Zulu, aged 23, is the major shareholder of the company holding 75% of shares. Miss XXX Zulu, aged 32, is the minor shareholder of the company holding 25% of the share. Copies of the last page of the Articles of Association, Tax Payer Identification Number Certificate, Certificate of Share Capital, Certificate of Minimum Capital, and the Certificate of Incorporation have been attached to this business plan.

Senior Management Profile

The directors, Kabembo Bwalya and Mupeta Bwalya, are enthusiastic young women who are eager to contribute to the development of the country. They are determined young ladies who are eager to empower themselves but most importantly desire to contribute to the development of this country.

XXX Zulu

Ms XXX Zulu is a qualified accounting technician and is currently pursuing her ACCA qualification at the Zambia Centre of Accountancy Studies. She is undertaking level two of the three levels in the ACCA programme. And she will take on board her expertise in accounting to the business. She is aged 23. She has been involved in the poultry rearing for the last three years.

XXX Zulu

Ms XXX Zulu is currently in first year of University. She has great people's skills, which she will put into practise in the running of the business. She is 19 years of age and has been involved in poultry rearing for the last three years.

Board of Directors

Our board consists of a qualified panel:

Mrs YYY is a qualified agriculturist and has been in farming for the past 10 years.

Mr XXXX is a qualified agriculturist. He works at the Food Reserve Agency in Lusaka.

Mrs XXXX is a farmer in Lusaka West with vast experience in chicken rearing.

CEEC Official

Appendix IV Country Factors

Sweet Chicken Pieces Ltd is governed by the following laws:

- (i) Public Health Act

Appendix v Major Stakeholders

- The employees of Sweet Chicken Pieces Ltd. Any positive or negative effects have a direct influence on their well-being
- The shareholders of Sweet Chicken Pieces Ltd. They have a keen interest in the company's profitability.
- CEEC, as financier, would like to ensure that the business is a success. So that their money is paid back, and Sweet Chicken Pieces Ltd to succeed as a company managed by young females
- Our customers rely on the products as a source of food or income in the case of marketers.

Appendix VI Creditors and Debtors

We currently have no debtors or creditors.

Appendix vii Claims and Litigations

We have no claims or litigation.

Appendix ix References

Testimonial

Mrs Glynis Msiska has given a testimonial, which has been submitted as part of the proposal. Please find attached completed testimonial form.

Sweet Chicken Pieces

Example

Personal Assurance

Mrs XXX Zulu of Lusaka West will ensure that the ladies pay back the loan as agreed. Mrs Bwalya's contact details are as follows:

Cell Phone:

P.O. Box

Farm # Lusaka West

Mrs XXX Zulu is currently working as the Managing Director of YYY s Shop in Lusaka.

Past & Present Bankers

A personal bank account was used before but now a current account has been opened with Stanbic Bank Zambia.

Latest Tax Clearance Certificate

None

Appendix x Insurance Information

None