



GoldenSeed

New Warehouse Establishment

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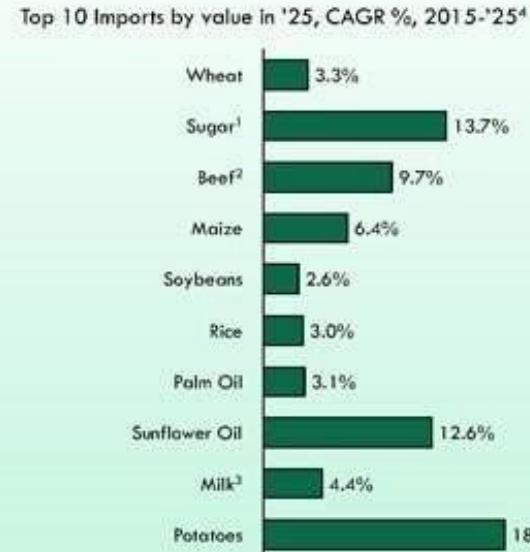
WHY...?

Feed Africa: The Results

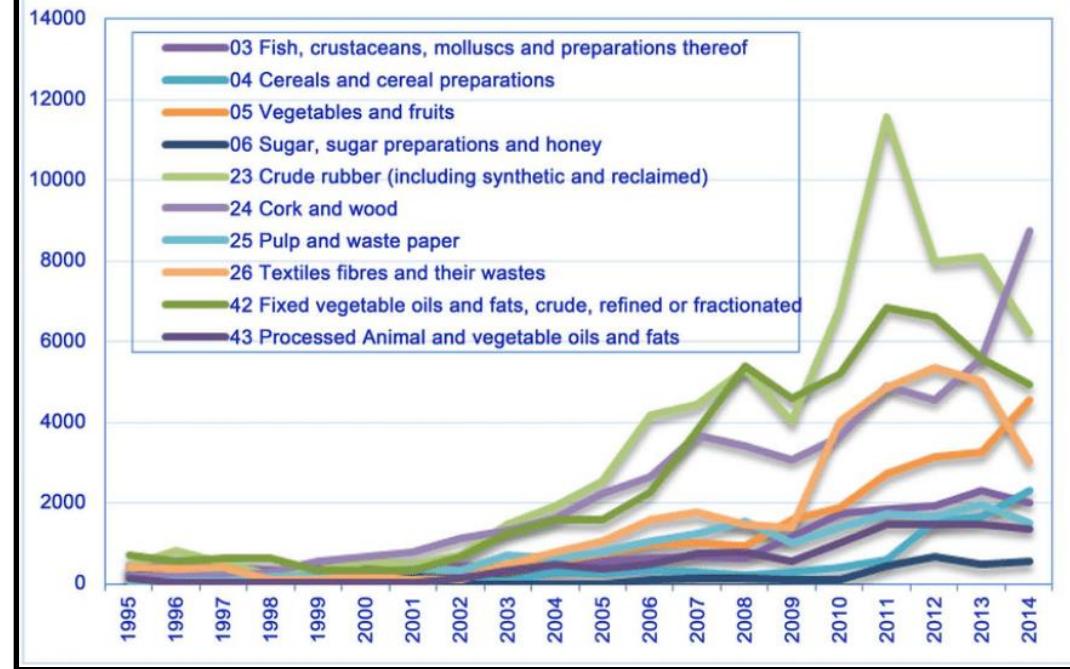
Eliminate the negative trade balance



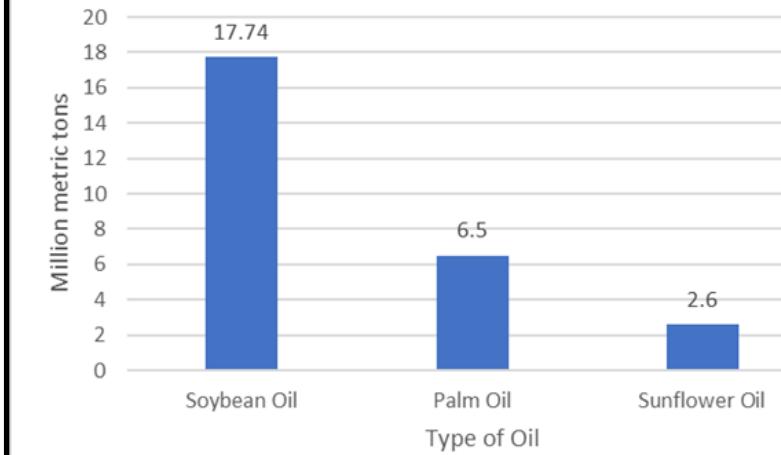
Growth to 2025



Food Commodities export of China



Oil consumption in China in 2022



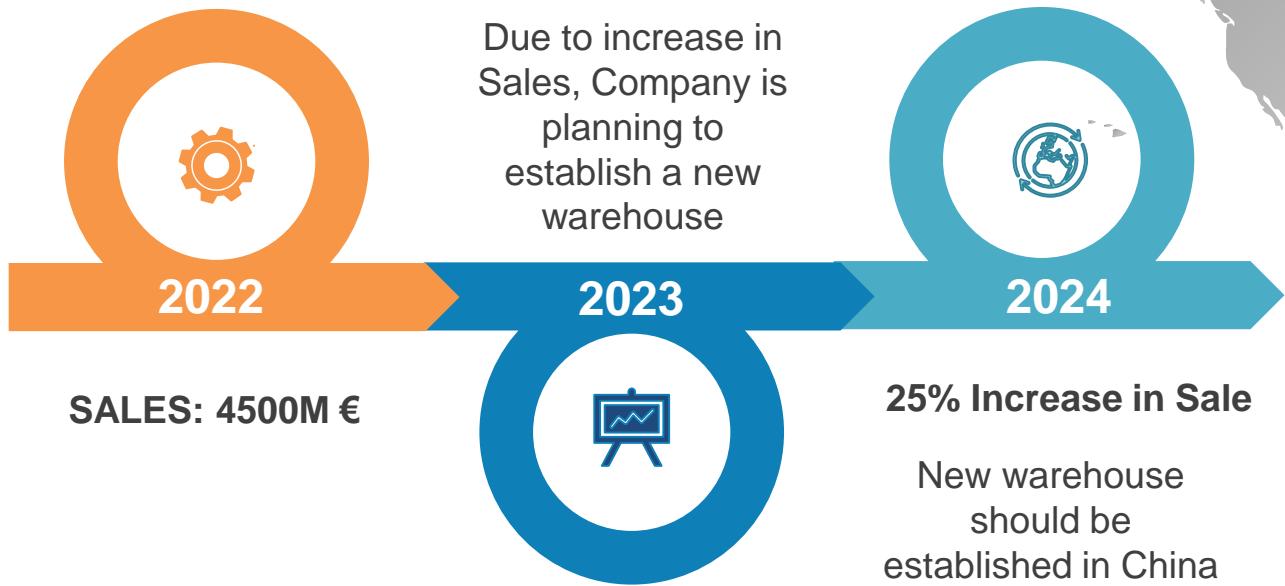
OUR COMPANY



- A well-known International food distribution company, based in China
- Pre-dominant distributors of edible oil like Palm Oil, Soybean Oil & Sunflower
- Advantages of these oils :
 - Long Shelf Life
 - Can be easily procured from manufacturers in China
 - Ease of exporting / distributing
- Distributes in the form of packed goods in local markets and exports in bulk quantities world-wide.
- Company Revenue previous year: 4500M €

GoldenSeed

AGENDA



By February 2024, Golden Seed should expand its distribution by opening another warehouse in China to increase sales.

CHINA – AFRICA TRADE RELATIONSHIP

- China is still predicted to have the fastest-developing economy per capita.
- Huge production volumes, it is very difficult for local businesses to compete with such a strong player.
- China has a positive impact on investment in infrastructure and business development

CHINA

Export

Trade between China and Africa increased by 700% during the 1990s, and China is currently Africa's largest trading partner.

02



01

Import

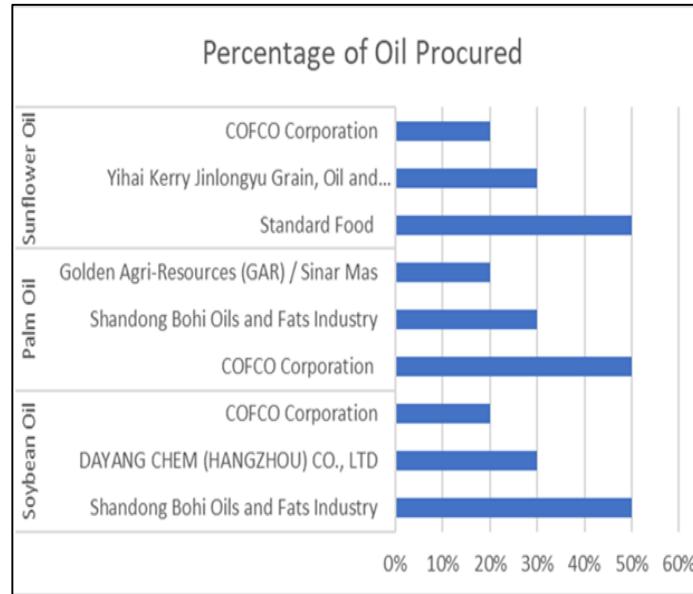
China currently has military alliances with 6 African states, 4 of which are major oil suppliers: Sudan, Algeria, Nigeria and Egypt.

AFRICA

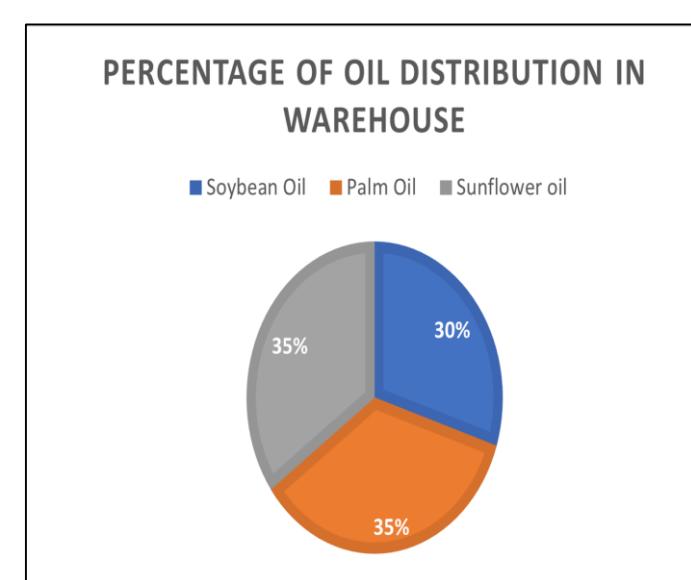
- OBOR Initiative
- December 2015, the China-Africa Cooperation, "Advancing towards mutual benefit and common development" got established to increase investment in African continent
- In 2016, the investment from China reached eighteen times more i.e, \$ 36.1

OIL DISTRIBUTION

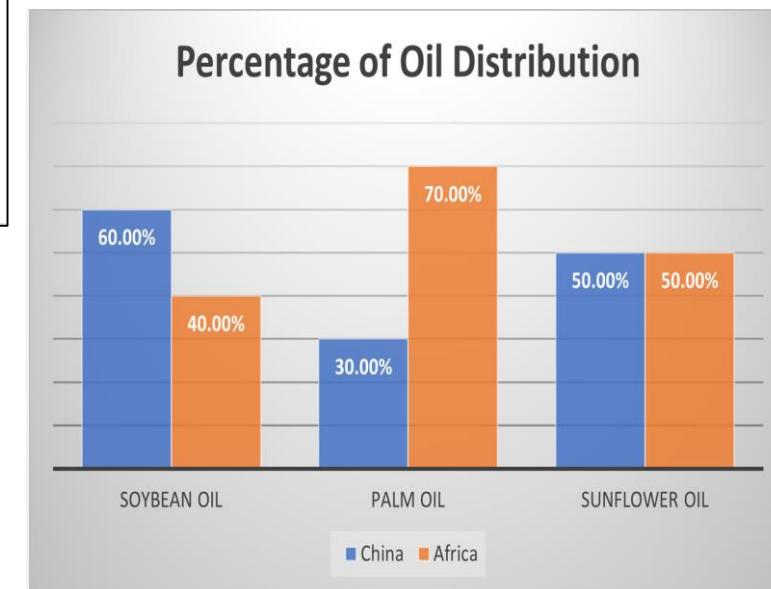
Oil procurement from Vendors



Oil Distribution in Warehouse



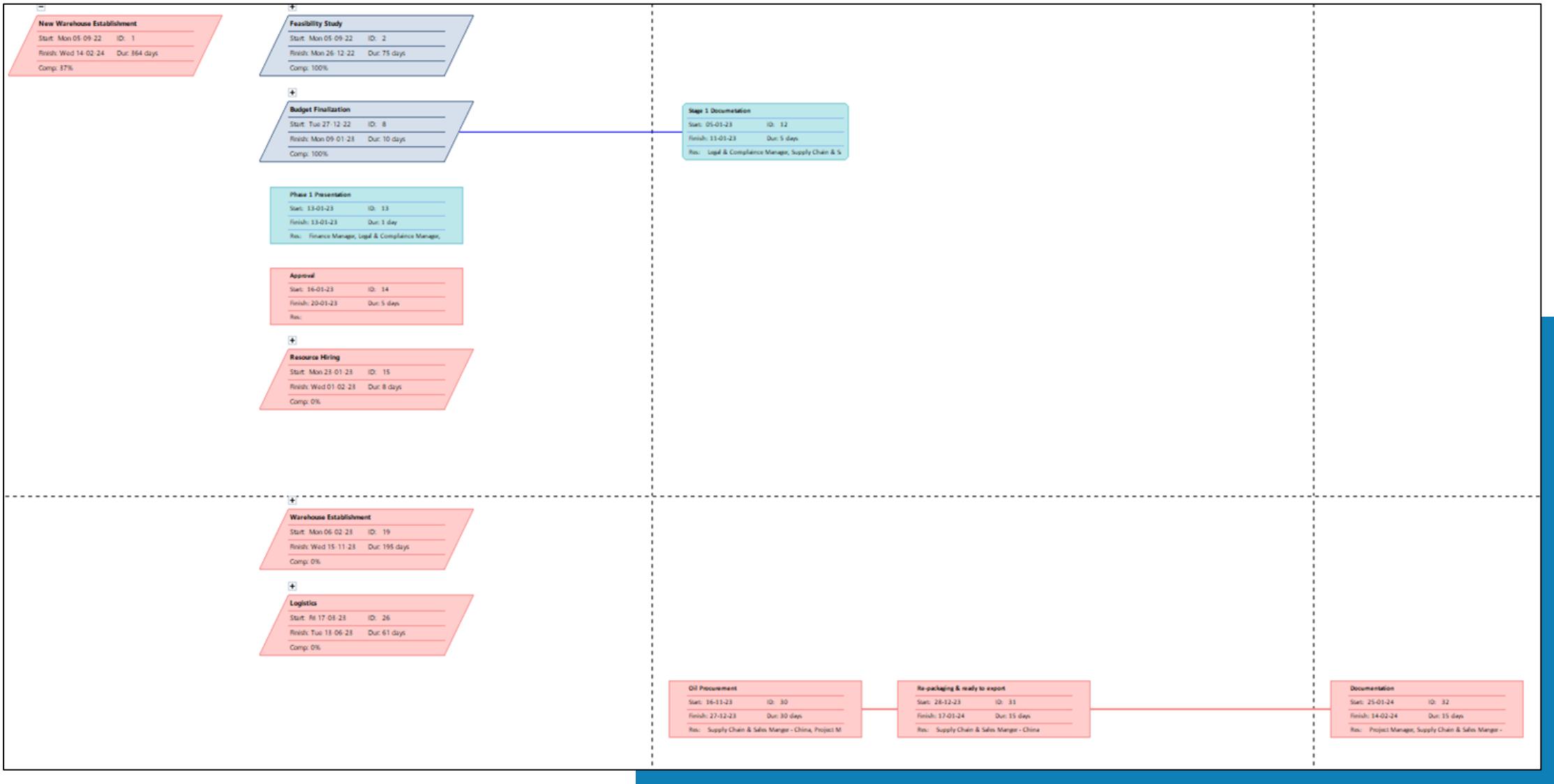
Oil Distribution in Market



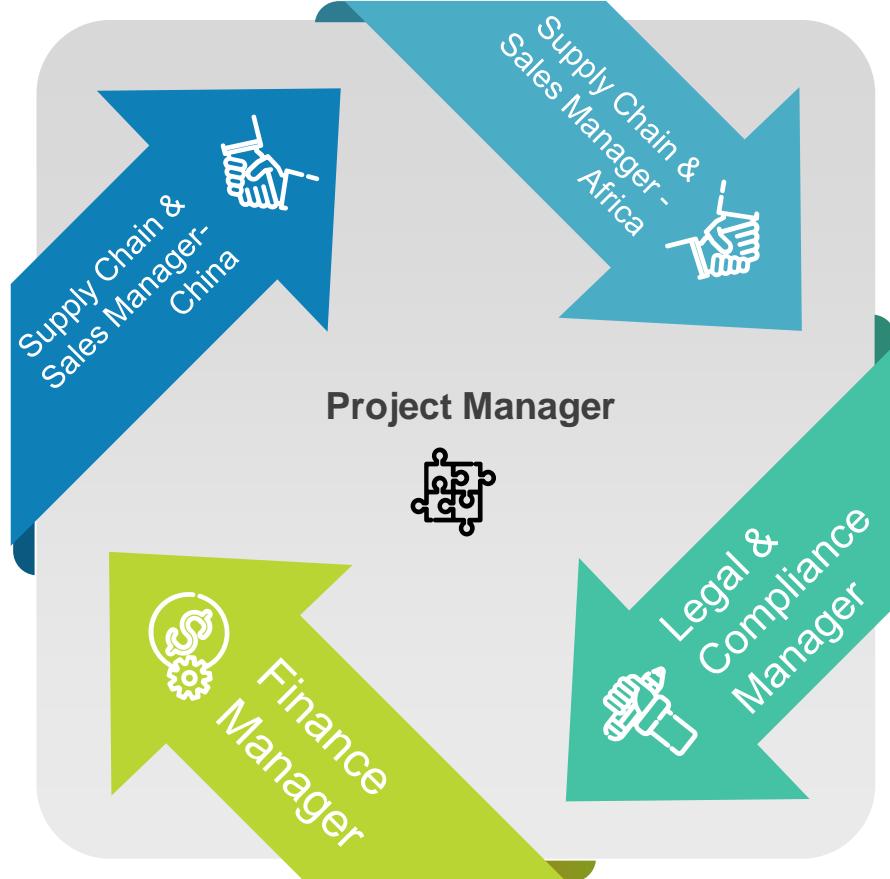
WORK BREAKDOWN STRUCTURE

		Task Mode	Task Name	Duration	Start	Finish	Predecessors	WBS
1			▫ New Warehouse Establishment	364 days	Mon 05-09-22	Wed 14-02-24		GS_W1
2	✓		▫ Feasibility Study	75 days	Mon 05-09-22	Mon 26-12-22		GS_W1.A
3	✓		Technical	45 days	Mon 05-09-22	Mon 14-11-22		GS_W1.A.1
4	✓		Operational	45 days	Wed 21-09-22	Tue 29-11-22	3SS+11 days	GS_W1.A.2
5	✓		Economical	60 days	Tue 27-09-22	Mon 26-12-22	3SS+15 days	GS_W1.A.3
6	✓		Legal	45 days	Fri 30-09-22	Thu 08-12-22	4SS+7 days	GS_W1.A.4
7	✓		Environmental	30 days	Mon 05-09-22	Mon 24-10-22		GS_W1.A.5
8	✓		▫ Budget Finalization	10 days	Tue 27-12-22	Mon 09-01-23		GS_W1.B
12	✓		Stage 1 Documentation	5 days	Thu 05-01-23	Wed 11-01-23	8FS-3 days	GS_W1.C
13			Phase 1 Presentation	1 day	Fri 13-01-23	Fri 13-01-23		GS_W1.D
14			Approval	5 days	Mon 16-01-23	Fri 20-01-23		GS_W1.E
15			▫ Resource Hiring	8 days	Mon 23-01-23	Wed 01-02-23		GS_W1.F
19			▫ Warehouse Establishment	195 days	Mon 06-02-23	Wed 15-11-23		GS_W1.G
20			Building Construction	150 days	Mon 06-02-23	Wed 06-09-23	18FS+2 days	GS_W1.G.1
21			Machinery Purchasement	30 days	Thu 27-07-23	Wed 06-09-23	20FS-30 days	GS_W1.G.2
22			Installation	30 days	Thu 07-09-23	Wed 25-10-23	20	GS_W1.G.3
23			Inspection	15 days	Thu 26-10-23	Wed 15-11-23	22	GS_W1.G.4
24			▫ Logistics	61 days	Fri 17-03-23	Tue 13-06-23		GS_W1.H
25			Railway line	60 days	Mon 20-03-23	Tue 13-06-23	20SS+30 days	GS_W1.H.1
26			Road & infrastructure	30 days	Fri 17-03-23	Fri 28-04-23	20SF+30 days	GS_W1.H.2
27			Contract finalization - China n africa	15 days	Mon 20-03-23	Mon 10-04-23	25SS	GS_W1.H.3
28			Oil Procurement	30 days	Thu 16-11-23	Wed 27-12-23	23	GS_W1.I
29			Re-packaging & ready to export	15 days	Thu 28-12-23	Wed 17-01-24	28	GS_W1.J
30			Documentation	15 days	Thu 25-01-24	Wed 14-02-24	29FS+5 days	GS_W1.K

NETWORK DIAGRAM



RESOURCES



PROJECT OVERVIEW

PROJECT OVERVIEW

MON 05-09-22 - WED 14-02-24

% COMPLETE

37%

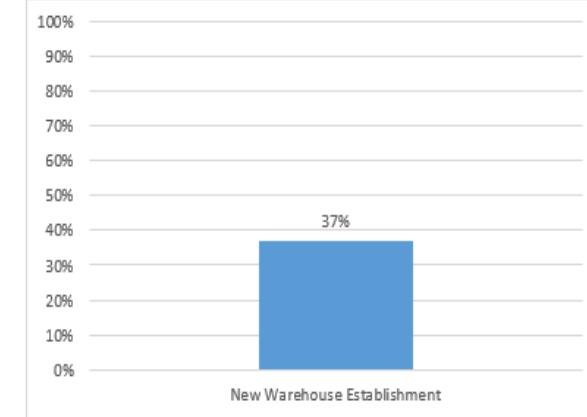
MILESTONES DUE

Milestones that are coming soon.

Name	Finish

% COMPLETE

Status for all top-level tasks. To see the status for subtasks, click on the chart and update the outline level in the Field List.



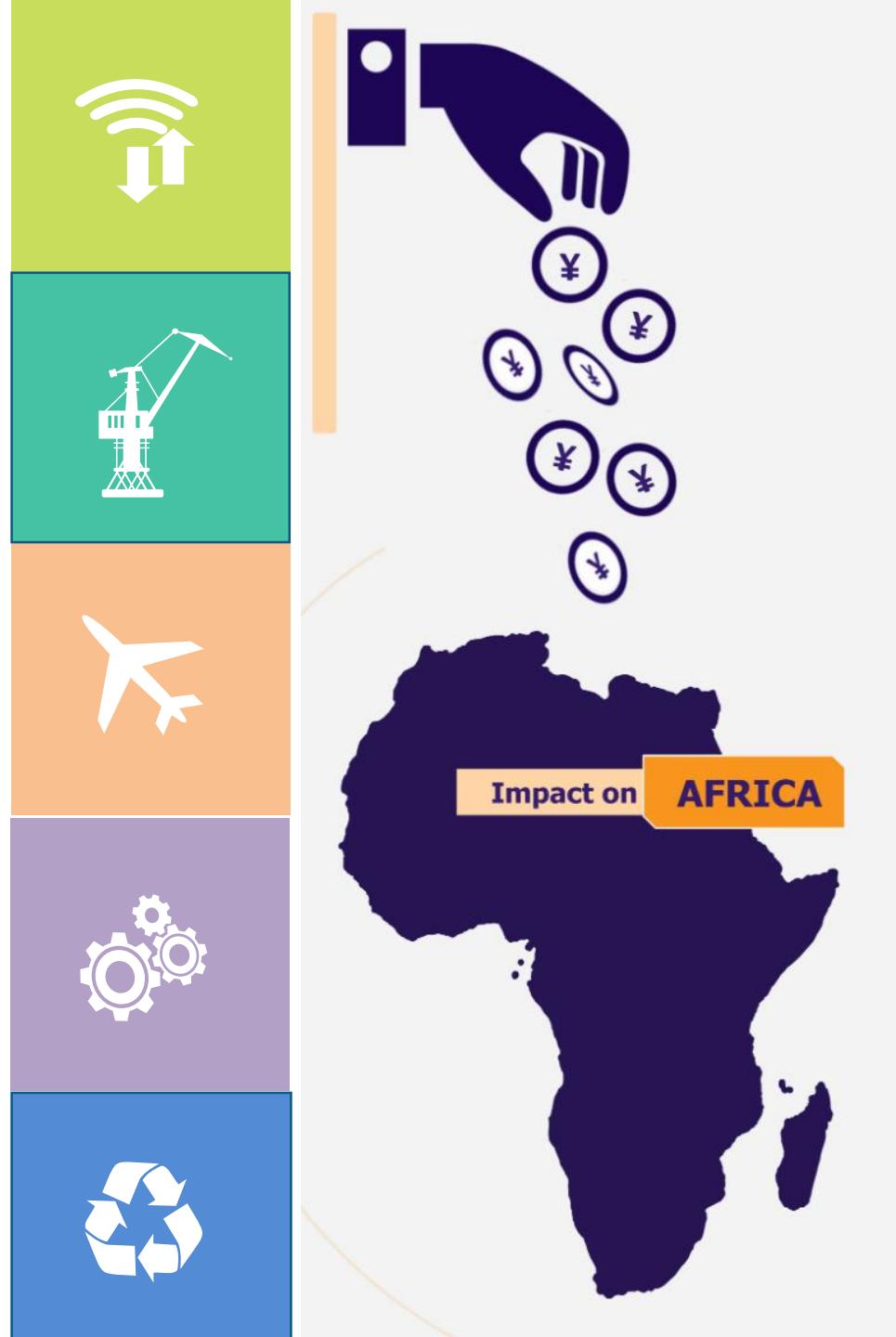
LATE TASKS

Tasks that are past due.

Name	Start	Finish	Duration	% Complete	Resource Names



SUPPLY CHAIN & SALES in CHINA



OBOR INITIATIVE



One Belt, One Road

The initiative is a Chinese economic and strategic agenda by which the two ends of Eurasia and Africa and Oceania are being more closely tied along two routes—one overland and one maritime.



- To access & transfer cheaper labor
- To penetrate industries and nature resources
- To dominate business opportunities
- To boost export , generate revenue
- To accelerate economic growth

DISTRIBUTION IN CHINA



Beijing



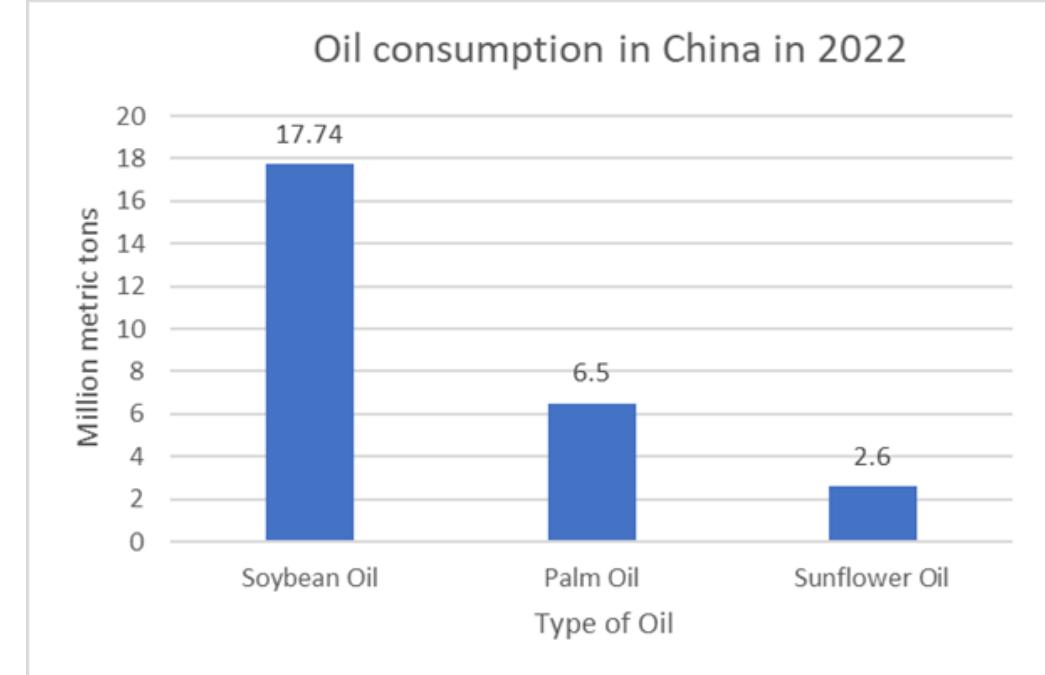
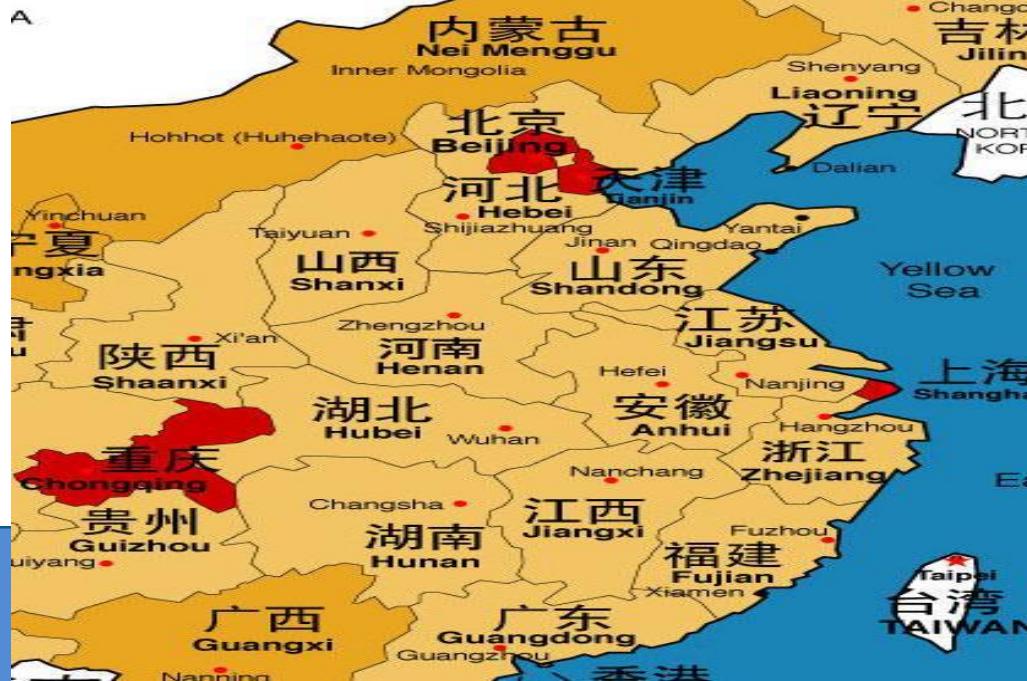
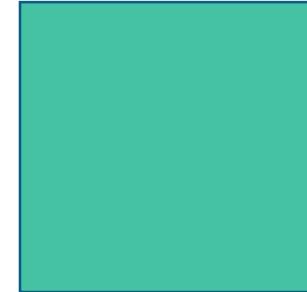
Zhengzhou



Wuhan



Shijiazhuang



WAREHOUSE LOCATION IN CHINA

- **Location:** Qingdao economic and technological development zone & Free Trade
- Qingdao's Blue Economy
- Set up by the State Council in 1992 and has an area of 2.5 sq km.
- Transportation hubs: raw materials in Central - Asia and Russia
- Support of BR policy of China.
- 388.41 billion yuan (\$60.98 billion) in 2021 which is 27% of its GDP
- High-end, intelligent and green development,
- promoting 7 industries: smart home appliances, rail transit, new energy vehicles, high-end chemicals, marine equipment, food and beverage, and textiles and garments.
- Rich Scientific and Technological Talent Reserve



WAREHOUSE DEVELOPMENT PLAN



Floor space: 1000 sqm, 50 m H, silo-type, 3-aisle

Total capacity: 50000 m³

Storage Capacity: 35000m3

Considering Non-Storage capacity = 30% = 15000m3

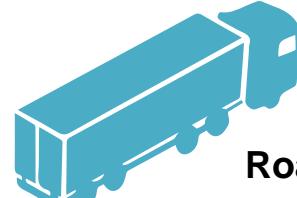
- 16025 pallets for Bottles storage
- 18 Oil tanks with 500m3 Capacity each = 500000 Liters
- 4 auto ramps

Climate control:

- Storage temperature not higher 20°C
- Maximum humidity 80%
- Stability: the high-bay warehouse 4 meters into the ground silo structure
- Built on a high-load-bearing foundation slab.
- 2 stacker crane with double play
- 5 forklift
- Warehouse Management System
- High Automation Rates
- 1 Locomotive



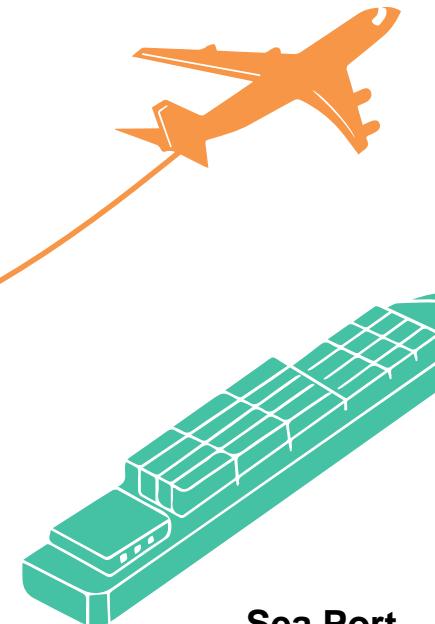
MODE OF TRANSPORTATION



Road
Road for distribution in Qingdao
Region

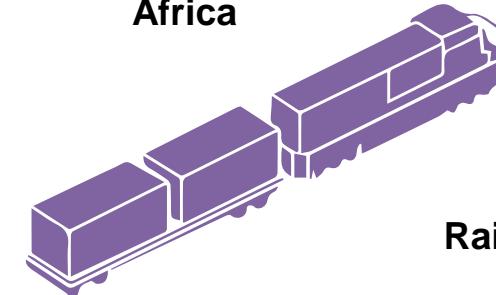


Warehouse is using
multimodal ways of
transportation including:



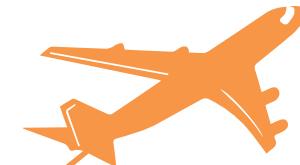
Sea Port

Sea shipment for distribution to
Africa



Rail

Railway for distribution across
China



QINGDAO PORT



- Economically Profitability of Sea Shipment
- Safety: containers ensure the complete safety of the cargo.



- The 21st century maritime Silk Road that runs from the Chinese coast to Singapore, southern tip of India to Mombasa
- Through the Red Sea and the Suez Canal to the Mediterranean Sea
- Enters the Upper Adriatic to the northern Italian crossroads of Trieste connections to Central Europe and the North Sea..



The transportation of edible oil from China to Africa

- the physical limitation of the territory;
- deep water of berths; port throughout;
- Infrastructure ;
- Financial component;
- Political stability and other components.



- Part of China's land transportation system
- Connected to the hinterland by rail and two expressways
- Provides specialized container storage services
 - for non-standard cargo
 - refrigerated goods
 - dangerous good

TRANSPORTATION PLAN

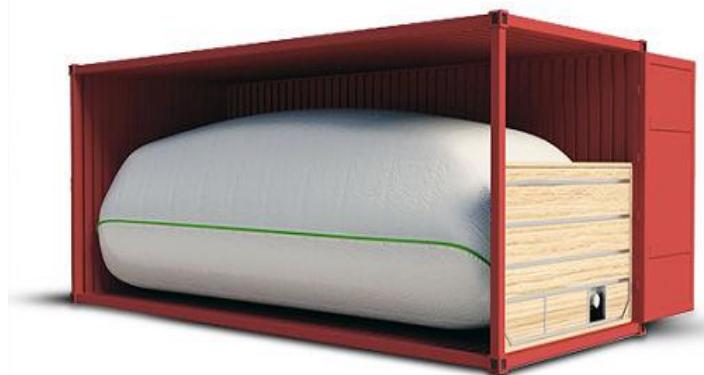


Type of Ships & Shipping time & cycles

- Transporting will be made by “COSCO” Shipping
- The shipment is made to: Mombasa (20-28 days), Suez (35 days), Capetown (25 days), Akkra (40-60 days).
- Shipment made one time per month period and will be altered according to demand & procurement

Shipping unit: Flexi tanks

Flexi tank is an elastic loose tank made of special polymeric materials, with a volume of 14 to 24 thousand liters, which is used for the transportation and storage of liquid food, bulk, as well as industrial bulk liquid cargoes that do not pose a danger.



STORAGE UNIT FOR SHIPMENT

01 Flexi tank specifications

Flexitank is an elastic loose tank made of special polymeric materials, with a volume of 14 to 24 thousand liters, which is used for the transportation and storage of liquid food, bulk, as well as industrial bulk liquid cargoes that do not pose a danger.

The flexitank is installed in a standard 20-foot container. It is important to choose the right container. It must be clean and undamaged. The inner surface is carefully checked for possible roughness and irregularities that could damage the liner.

Let's consider the advantages of cargo transportation by flexitank:
the transportation time is significantly reduced, since the mandatory procedure for cleaning tanks is excluded, and the installation time of the flexitank takes no more than 30 minutes;

Flexitanks are completely recycled and disposed of after transportation. There is no need to return the container, therefore, there are no corresponding costs
Relatively low shipping and installation costs;

Temperature control

02 Flexi tank storage



ROAD & RAILWAY DISTRIBUTION

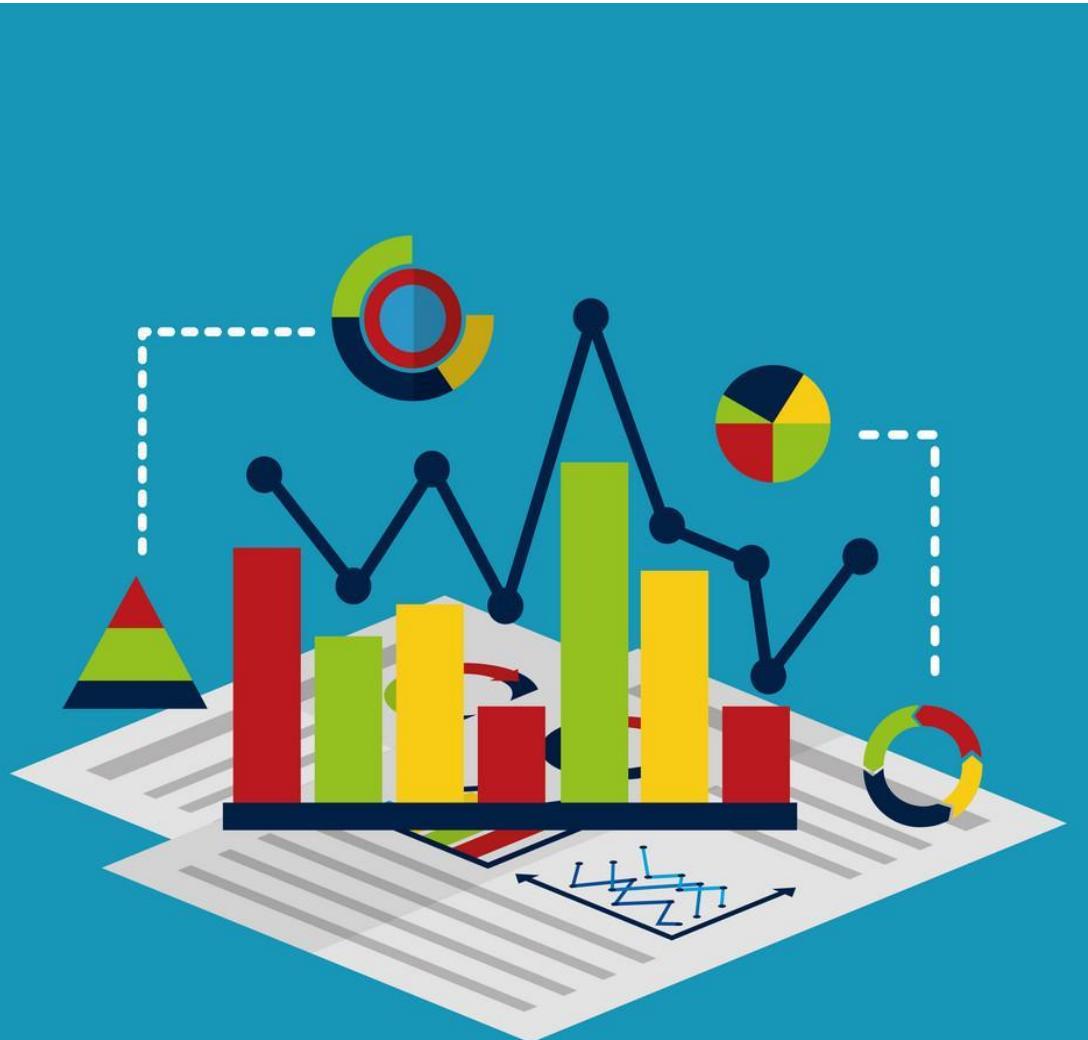


- Bottled products can be transported by all means of transport
- Rail Transportation made to 4 cities: Zhengzhou, Beijing, Wuhan, Shijiazhuang
- For transportation, company is outsourcing truck service in order to distribute production in Shandong region
- Must use isometric vans
- For the transportation of oil, it is required to use a specialized cargo transport with a closed surface.



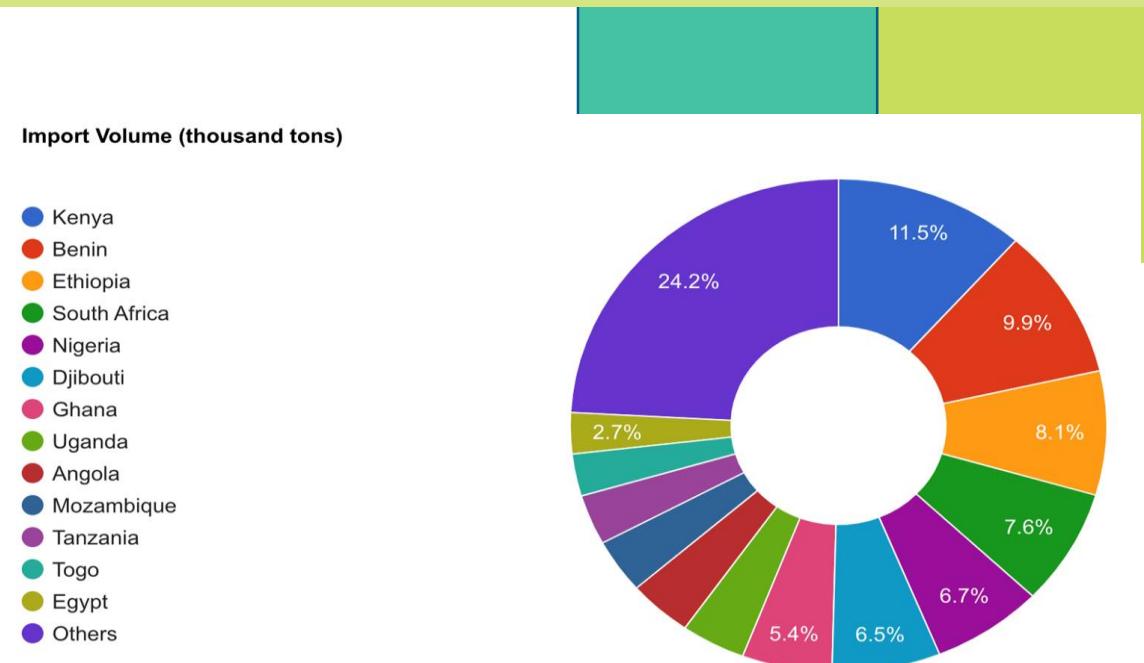
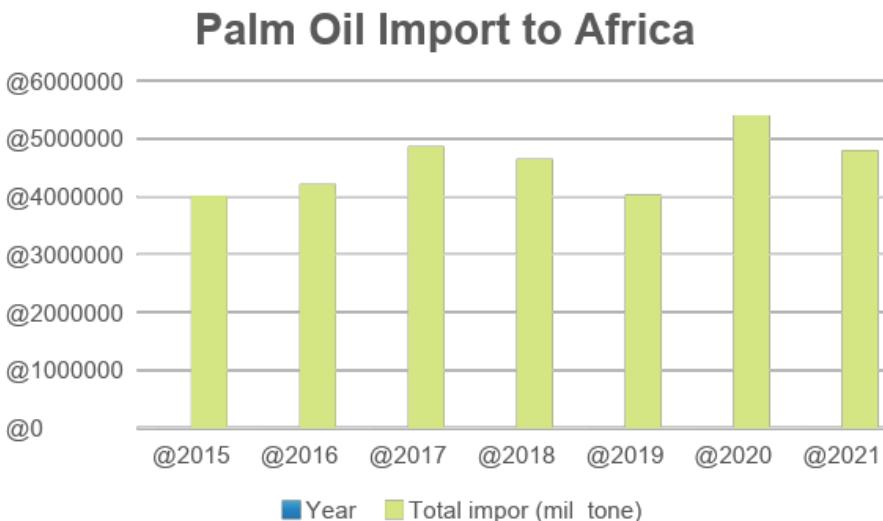
SUPPLY CHAIN & SALES in AFRICA

DEMAND & CONSUMPTION INDEX



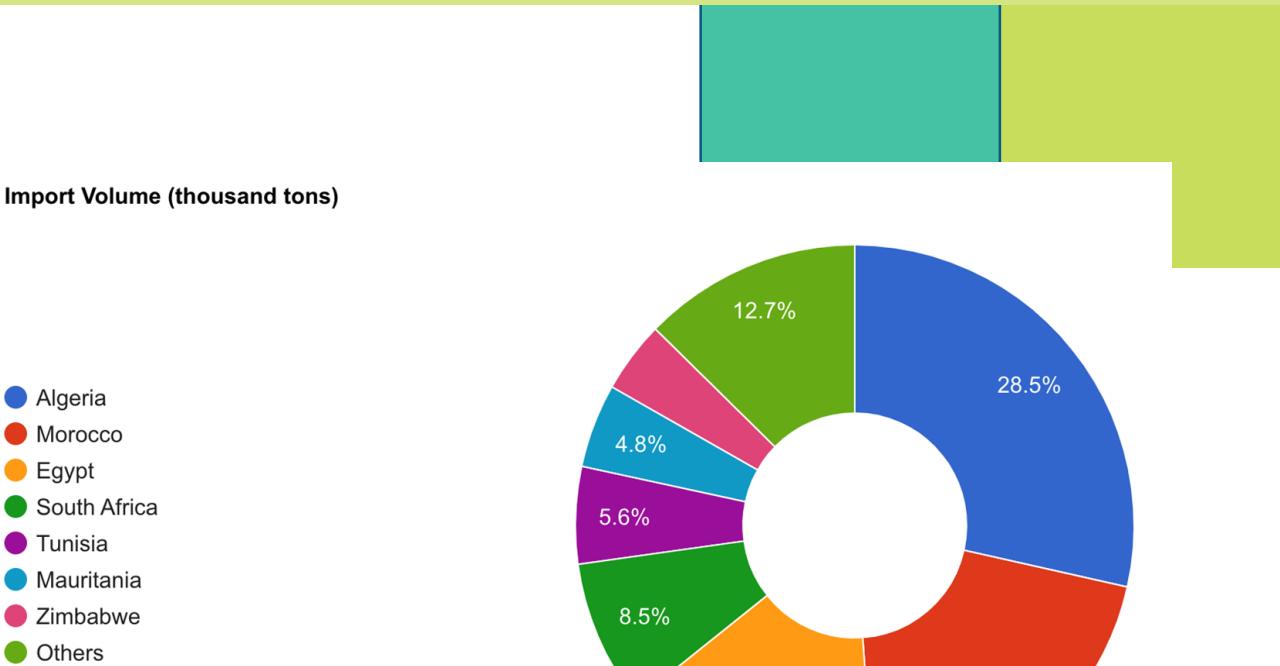
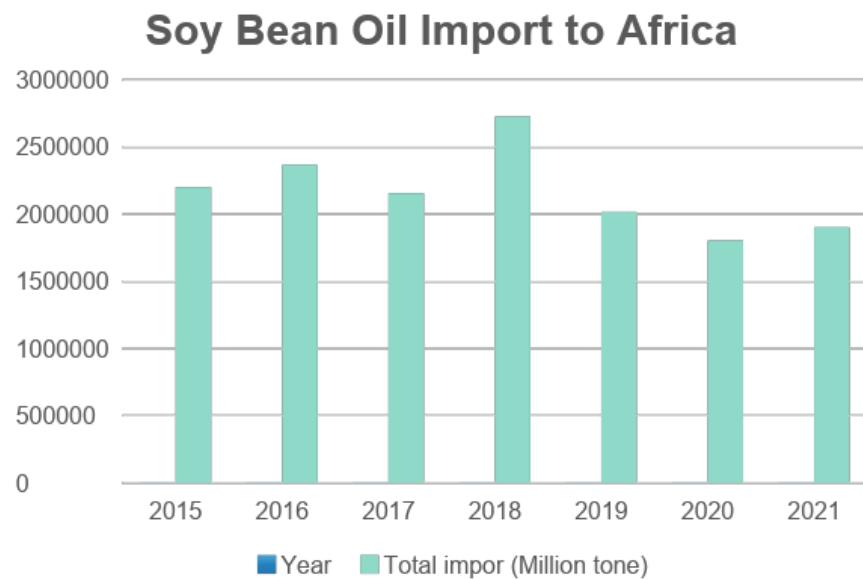
PALM OIL DEMAND & CONSUMPTION INDEX IN AFRICA

Palm oil import to Africa	
Year	Total import (million tons)
2015	4015216
2016	4213672
2017	4867032
2018	4653878
2019	4030638
2020	5406728
2021	4800000



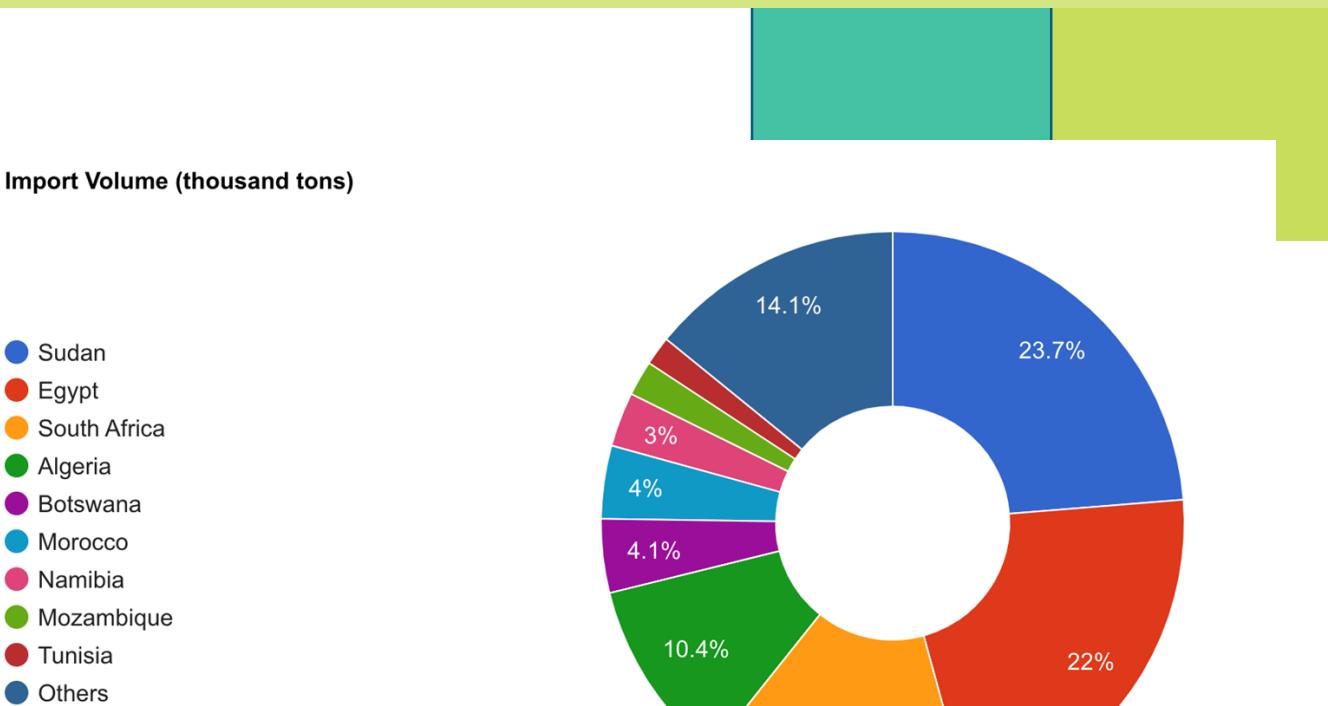
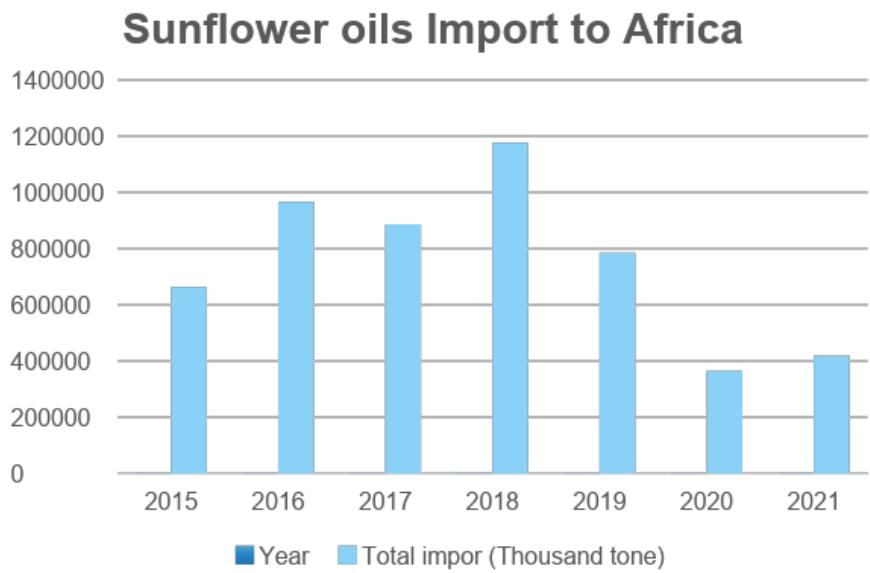
SOYBEAN OIL DEMAND & CONSUMPTION INDEX IN AFRICA

Soybeans Oil Import to Africa	
Year	Total Import (Million tons)
2015	2200000
2016	2367907
2017	2155781
2018	2725790
2019	2015319
2020	1803364
2021	1903650



SUNFLOWER OIL DEMAND & CONSUMPTION INDEX IN AFRICA

Sunflower Oil import to Africa	
Year	Total import (Thousand tons)
2015	663000
2016	965786
2017	886750
2018	1176590
2019	785020
2020	365713
2021	419670



OIL DISTRIBUTION PLAN: AFRICA

	Demand distribute to Africa by region	Volume		Distribution to region (by %)				
		Per year	1 month	SA	WA	CA	EA	NA
Soybean oil	Shandong Bohi Oils and Fats Industry	1350000	337500	15%	15%	10%	10%	50%
	DAYANG CHEM (HANGZHOU) CO., LTD	810000	202500	15%	15%	10%	10%	50%
	COFCO Corporation	540000	135000	15%	15%	10%	10%	50%
Palm Oil	COFCO Corporation	1575000	393750	15%	30%	30%	10%	15%
	Shandong Bohi Oils and Fats Industry	945000	236250	15%	30%	30%	10%	15%
	Golden Agri-Resources (GAR) / Sinar Mas	630000	157500	15%	30%	30%	10%	15%
Sunflower Oil	Standard Food	1575000	393750	40%	10%	10%	20%	20%
	Yihai Kerry Jinlongyu Grain, Oil and Food Co.	945000	236250	40%	10%	10%	20%	20%
	COFCO Corporation	630000	157500	40%	10%	10%	20%	20%



Assumption:

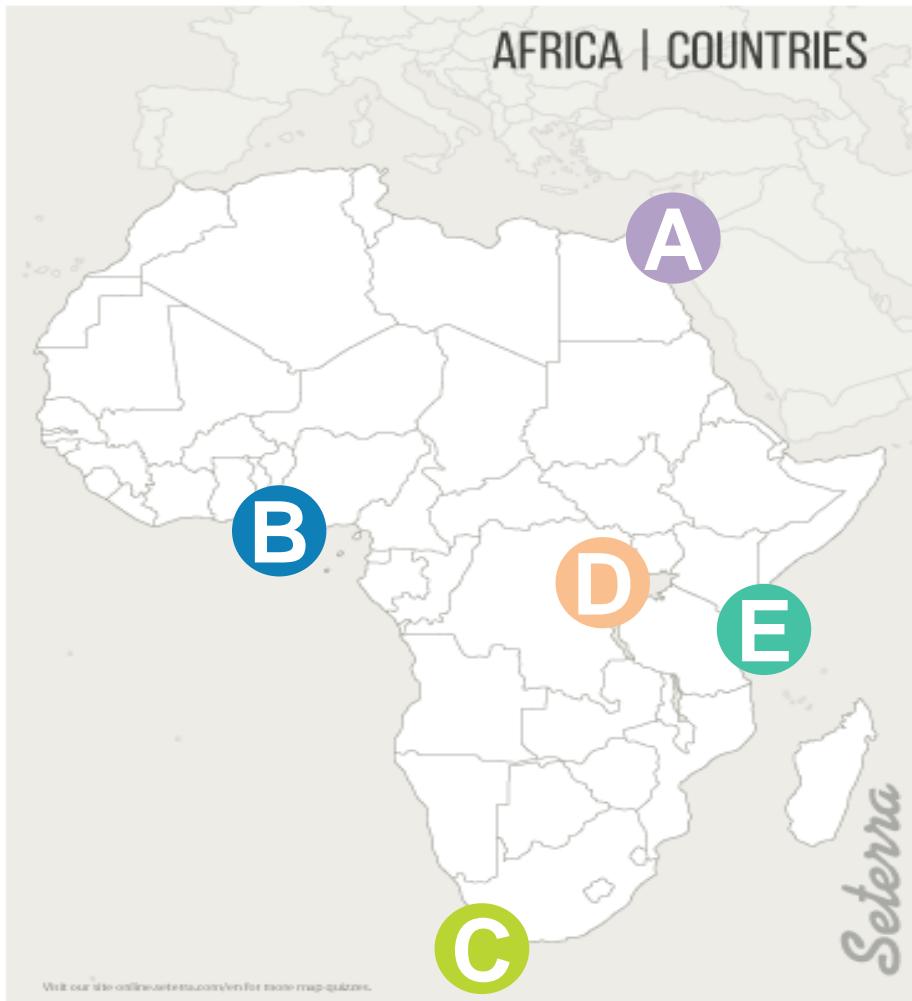
Although the market demand is double the supply. China is not mainly an exporter country for palm oil and depends on availability from other suppliers or exporters such as Malaysia & Indonesia to supply to China.

High competition with Nigeria, the largest producer of palm oil in Sub-Saharan Africa with over 1.2 million MT of production in 2020, which is almost half of the entire palm oil production from Sub-Saharan Africa.

LOGISTIC & SUPPLY CHAIN ENGAGEMENT PLAN



DC LOGISTIC HUBS IN AFRICA



A

AMU/UMA – Africa Maghreb Union
North Africa Region (4 states, 1 disputed territory and one non fully member)
Suez Port, Egypt.

B

ECOWAS/CEDEAO – Economic of Western Africa States Western Africa region (16 member states)
Accra Port, Ghana

C

SADC – Southern Africa Development Community Region
Southern Africa (16 member states)
Transnet Port Terminal, Cape Town, South Africa

D

ECCAS/CEEAC – Economic Community of Central Africa States
Central Africa Region (11 member states)
Masaka Inland Depot, Kigali, Rwanda.

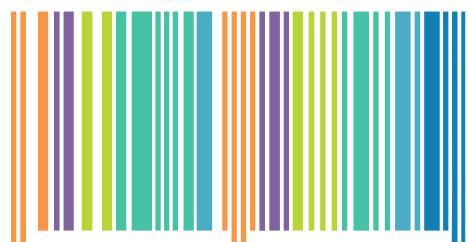
E

EAC – East Africa Community
East Africa region (10 members states)
Kilindini Harbour, Mombasa, Kenya.

Assumptions:

1. Inter-connectivity with, air & land-water transportation to serve 5 different regions in Africa
2. Engaging with local companies in Africa to provide warehouse facilities (one facility hub and warehouse represent each region)
 - To reduce administration works times with local authorities in Africa
 - Complex import & export regulations imply in each Africa
 - Comply with Trade and Industrial policy agreements with AU (Africa Union)

DC'S IMPLEMENTATION PLAN IN AFRICA



Facilities

- Location: Hubs, FTZ, Infrastructure, Utilities
- Layout: size, design, condition (temperature, contamination)
- Total capacity

Equipments

- Vehicles: Forklift, packaging machines, conveyor etc...
- Machine: inbound, Packaging & warehousing, outbound
- Safety Equipment, Insurances

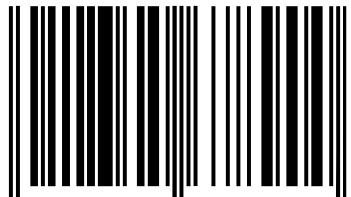
Software, Hardware & Resources

- WMS System (Software & Licenses)
- Hardware: Computer, RFID devices, network, and communication
- Resources Warehouse resources

Fully outsourced 3PL

- Outsources to 4 3PL companies to serve 5 regions

SERVICES ENGAGEMENT OF 3PL



Onboarding

- Initial onboarding
- Establish contract agreement and legal works
- Define engagement team,

Set up

- One time setup activities,
- Creating account and maintaining commercial information
- Set up DC infrastructure, hardware and networking , software: WMS

Operational services

- Inbound Shipping & Receiving
- Storage & warehousing
- Outgoing shipping & Order fulfilling , reversed logistic, transportation
- Maintenance and utilities

Account Management & Administration

- Outsources 3PL at 5 regions in Africa

3PL COMPANY'S PORTFOLIO

Services Provide

The logistics solutions that 3PLs offer include **receiving, storing, packing, and shipping services**. Some 3PL companies also provide other logistics services, referred to as value added services. These include inventory management, kitting and assembly, postponement packaging, procurement and others.

Conglomerate company based in Africa that provide services in respective region in Africa

Nile Logistic International

Based in Egypt
GLC listed company
Serves **UMA**

Alpha Logistic

Based in Kenya
GLC listed company
Serves **ECCAS/CEEAC** Region

OMA Group

Based in Egypt
GLC listed company
Serves **ECOWAS/CEDEAO**

Infinity Group

Based in South Africa
GLC listed company
Serves **SADC**



OVERALL CONTRACT ENGAGEMENT VALUES

01 Alpha logistic. Kenya & Rwanda



Onboarding & Set up: EUR10200.00
Operational: 257620.00
Account Management, Sales and marketing : EUR: 310800.00
Value added + tax: EUR 36000
Special Discount 10%
TOTAL: EUR 518585.00

02 OMA Group, Ghana



Onboarding & Set up: EUR 9180.00
Operational: 231858.00
Account Management, Sales and marketing : EUR: 279720.00
Value added + tax: EUR 32400
Special Discount 10%
TOTAL: EUR 466727.10

03 Nile International, Egypt



Onboarding & Set up: EUR11730.00
Operational: 296263.00
Account Management, Sales and marketing : EUR: 357420.00
Value added + tax: EUR 41400
Special Discount 10%
TOTAL EUR: 636131.70

04 Infinite group S. Africa



Onboarding & Set up: EUR12750.00
Operational: 322025.00
Account Management, Sales and marketing : EUR: 388500.00
Value added + tax: EUR 45000
Special Discount 10%
TOTAL 691447.50

Assumption

1. overall of baseline cost of the contract engagement based on overall cost in East Africa
2. Overall cost at other regions is -10% in west Africa, +15% in North Africa and +25% in Southern Africa

ACCOUNT MANAGEMENT, SALE & MARKETING ENGAGEMENT PLAN



MARKETING



ACCOUNT MANAGEMENT, SALES & MARKETING ENGAGEMENT PLAN



Account Mgr 1

Managing sales,
marketing and
customer relationship
with 3 PL and
customers in UMA
region



Account Mgr 2

Managing sales,
marketing and
customer relationship
with 3 PL and
customers in EAC,
ECCAS/CEEAC region



Account Mgr 3

Managing sales,
marketing and
customer relationship
with 3 PL and
customers in
ECOWAS/CEDEAO



Account Magr 4

Managing sales,
marketing and
customer relationship
with 3 PL and
customers in SDAC
region



LAW AND COMPLIANCE



Legal & Compliance

Ensure that a business, its employees and its projects comply with all relevant regulations and specifications

Ensure that the organization complies with all environmental, health and safety regulations.



WAREHOUSE LOCATION



Regulation on market entity registration

Covers various business registration applications of market entities, establishment, modification, and cancellation. [1]



Exempt

Machinery and equipment imported for construction of productive infrastructure and capital construction material imported for construction of workshops and warehouses are exempt from tax. [2]



Reimbursed

Goods entering the zone from domestic suppliers is regarded as exported goods and can enjoy tax reimbursement for export. [2]

CONSTRUCTION CONTRACTS

A contract will be issued to well-known Chinese construction firms to develop the warehouse and the railway track.

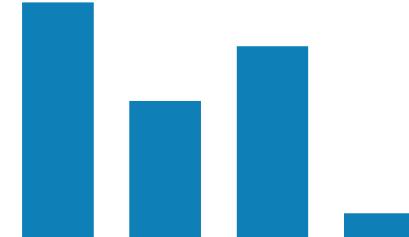
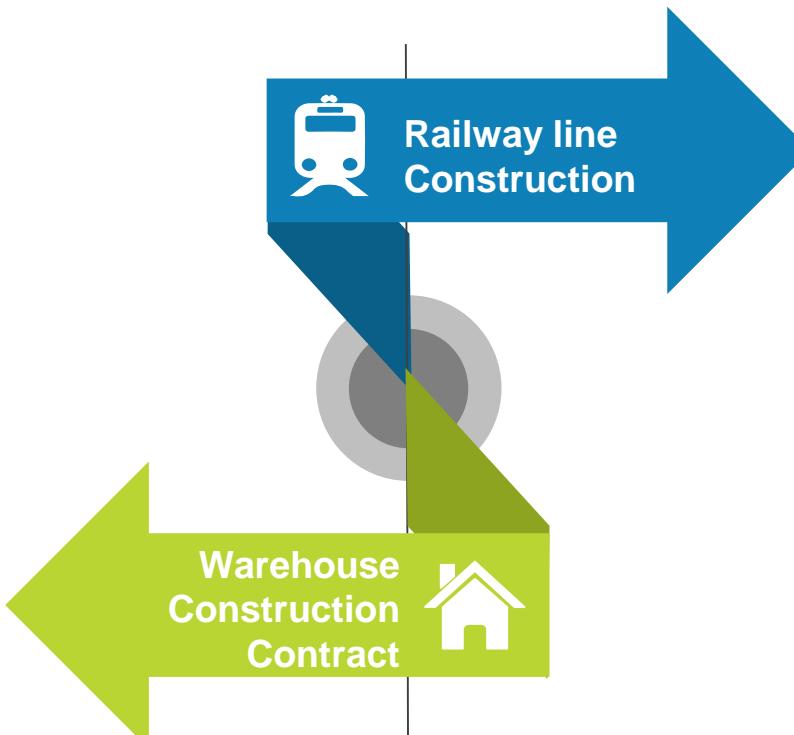
China Wuyi Industrial Co., Ltd.

- The Parties
- Contractor
- The Services
- Payment
- Due Date
- Expenses
- Liability Insurance
- Expenses
- Independent Contractor Status
- Business licenses, Permits & Certificates



Railway line Construction

Warehouse Construction Contract



Sichuan Road & Bridge Co., LTD

- Federal & State Taxes
- Worker's Compensation
- Proprietary Information
- Governing Law
- Breach Waiver
- Additional Terms & Conditions



四川路桥

LAW & REGULATIONS



Industrial Enterprises

It ensures the consolidation and development of the economic sector under ownership by the people.^[3]



Property Law

Private real estate ownership is not permitted in China. China is a socialist nation where all land is either owned by the government.^[4]



Construction Law

This Law is enacted for the purpose of tightening supervision over and administration of construction activities, maintaining order of construction market, ensuring construction quality and safety, and promoting sound development of the construction industry.^[5]



Railway Law

Railways as referred to in this Law include State railways, local railways, industrial railways and railway private sidings.^[6]

LAW ON EVALUATION OF ENVIRONMENTAL AND SAFETY FEASIBILITY



This Law is enacted in order to implement the sustainable development strategy, to take precautions against adverse effects on the environment after implementation of plans and completion of construction projects, and to promote the coordinated development of the economy, society and environment.^[7]

- Evaluation of Environmental Effects of Plans
- Evaluation of Environmental Effects of Construction Projects

- Investing in Electric Equipment
- Installing more eco-friendly lighting
- Deploy Rooftop Solar Panels
- Initiate a Recycling Program
- Rain water harvesting



INCOTERMS

INCOTERMS 2020

Point of Delivery and Transfer of Risk



Incoterms is an acronym standing for international commercial terms. The Incoterms rules are standard sets of trading terms and conditions designed to assist traders when goods are sold and transported.^[8]

Cost, Insurance and Freight (CIF)

In international trade, as per CIF agreement seller will be responsible for all arrangements and transport costs for shipping goods to the agreed-upon destination port. Buyer then assumes all cost responsibilities once the ship has reached port. Additionally, the products being sent must be covered by a minimum level of maritime insurance from the seller.



FREIGHT FORWARDER



Benefits

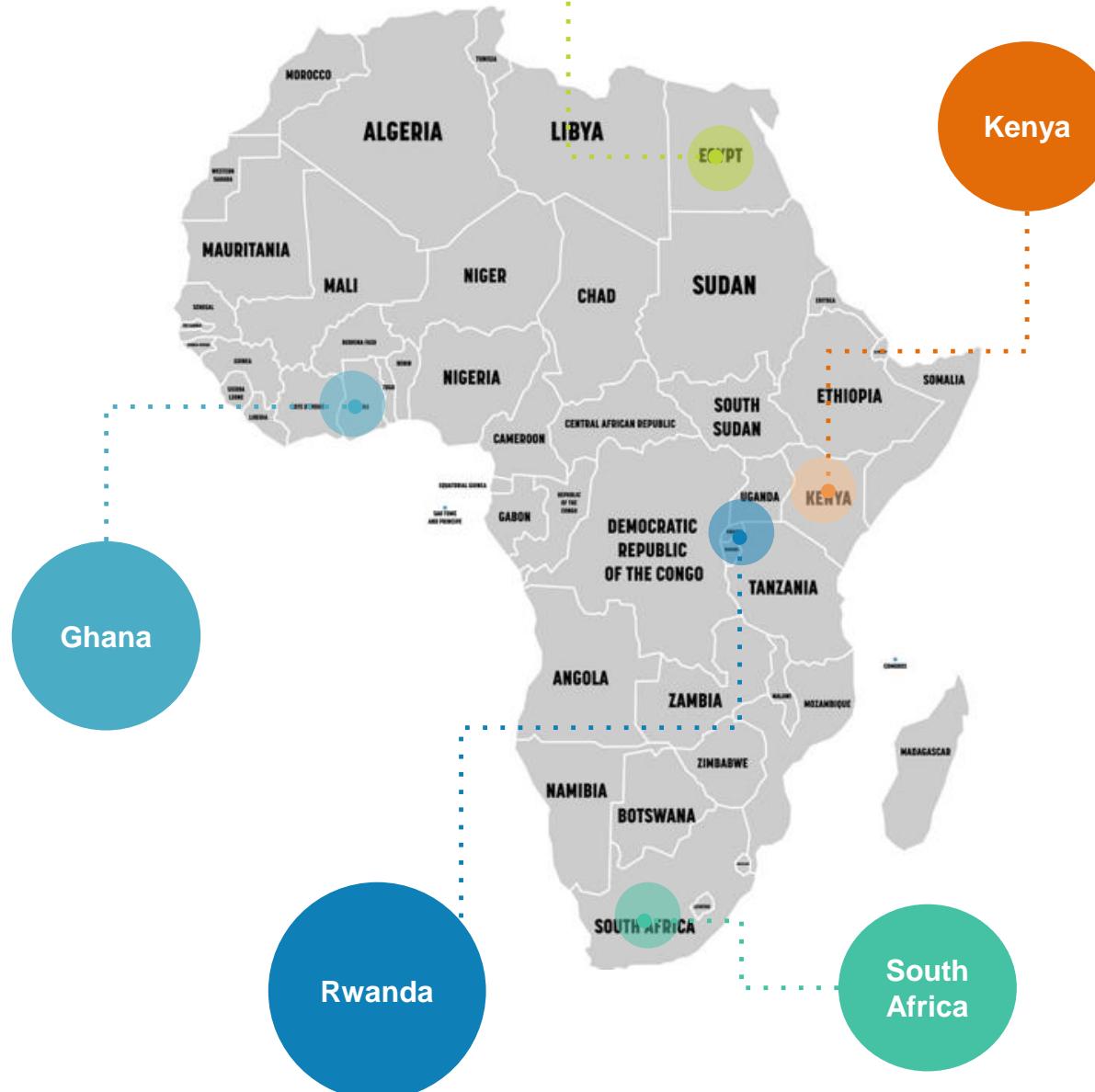
- A network of multiple logistics companies that helps reduce prices with more diversity.
- Have a good understanding of logistics companies in many different specialty areas, including fragile goods, cold storage, etc.

Benefits

- They also handle all the paperwork associated with freight forwarding, including customs documentation, bills of landing, shipper's export declarations, insurance forms, and letters of invoice.

Egypt

IMPORT DUTIES & REGULATIONS



Ghanaian customs practices and port infrastructure continue to present obstacles to trade. Officials have introduced risk-management approaches, such as the Pre-Arrival Assessment Reporting System.^[9]

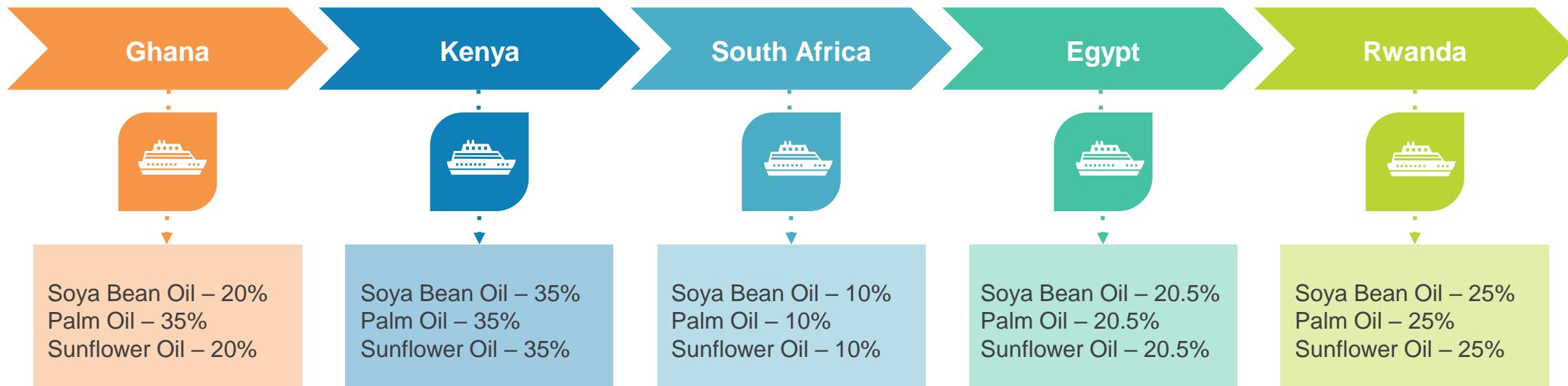
The Customs Services Department under the Rwanda Revenue Authority has the primary function of collecting and accounting for import duties and taxes on imports. All importers must use clearing agents to process goods through customs.^[10]

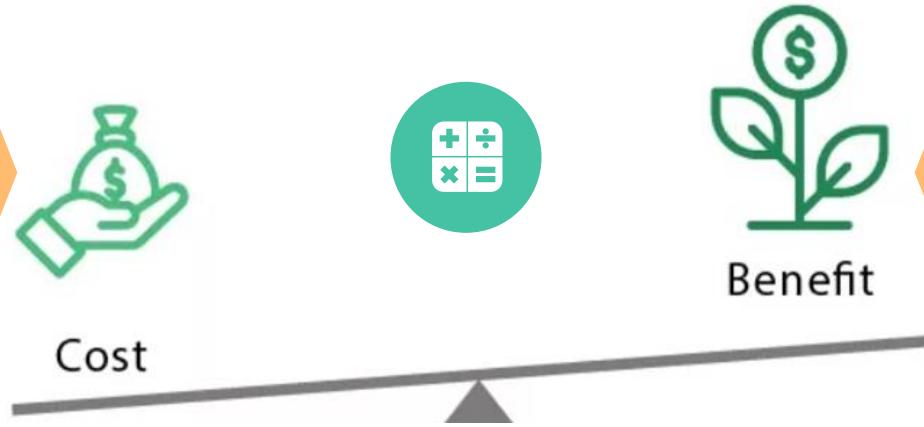
The importer or the importer's agent is required to present documents relating to the goods to the Customs Authority before the goods are shipped so that the goods can be marked with an initial customs registration number.^[11]

The South African Revenue Service (SARS), a division of the Department of Finance/ Treasury, administers import duties and controls. The latter are implemented in consultation with the Department of Trade and Industry.^[12]

The Customs Services Department (CSD) under the Kenya Revenue Authority (KRA) has the primary function of collecting and accounting for import duty and VAT on imports.^[13]

No.	HS Code	HS Code Description	Prohibit Y/N	Qty Unit Code	Import Duty	Import Duty VAT	NHIL Rate
789	1507.90.00.00	Soya-bean oil (excl. crude) and fractions	N	KGM, Weight in kilograms(kg)	20	12.5	2.5
801	1511.90.91.00	Palm oil and its fractions, whether or not refined, but not chemically modified: Other; Put up for retail sale in packings with a net content of 5 litres or less	N	KGM, Weight in kilograms(kg)	35	12.5	2.5
802	1511.90.99.00	Palm oil and its fractions, whether or not refined, but not chemically modified: Other; Other	N	KGM, Weight in kilograms(kg)	35	12.5	2.5
808	1513.19.00.00	Coconut copra oil (excl. crude) and fractions	N	KGM, Weight in kilograms(kg)	35	12.5	2.5
804	1512.19.00.00	Sunflower-seed and safflower oil (excl. crude) and fractions	N	KGM, Weight in kilograms(kg)	20	12.5	2.5





FINANCE ANALYSIS

Cost Benefit Analysis

Key Objectives:

1. Setting the Budget, Revenue and Profit Goal

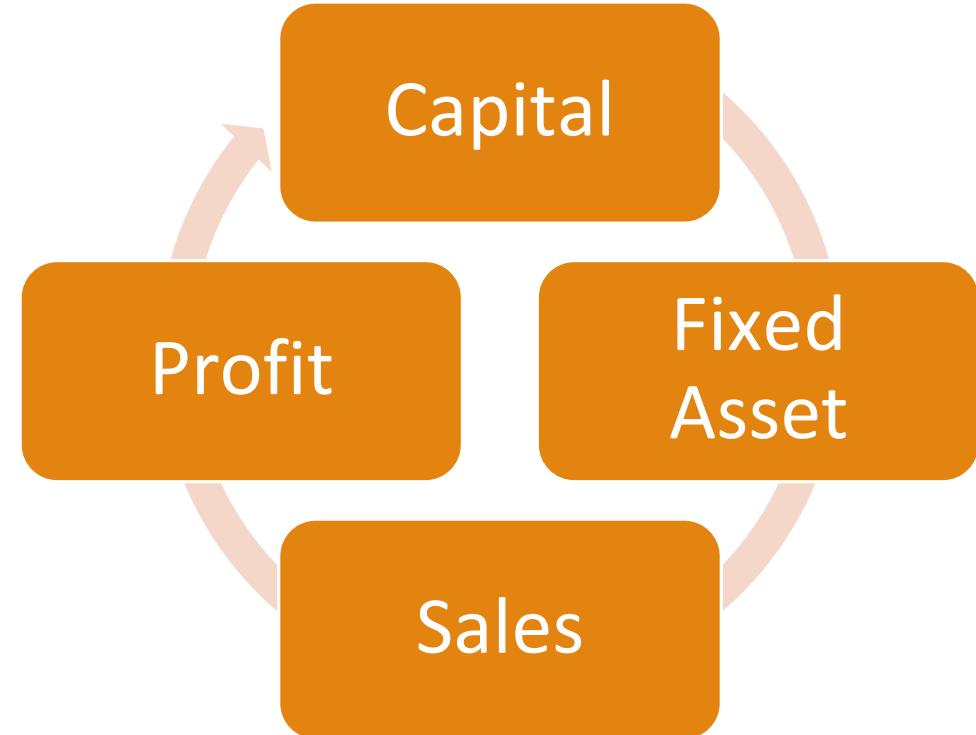
2. Allocation of the Financial resources

3. Financial Feasibility study

4. Revenue Growth Analysis



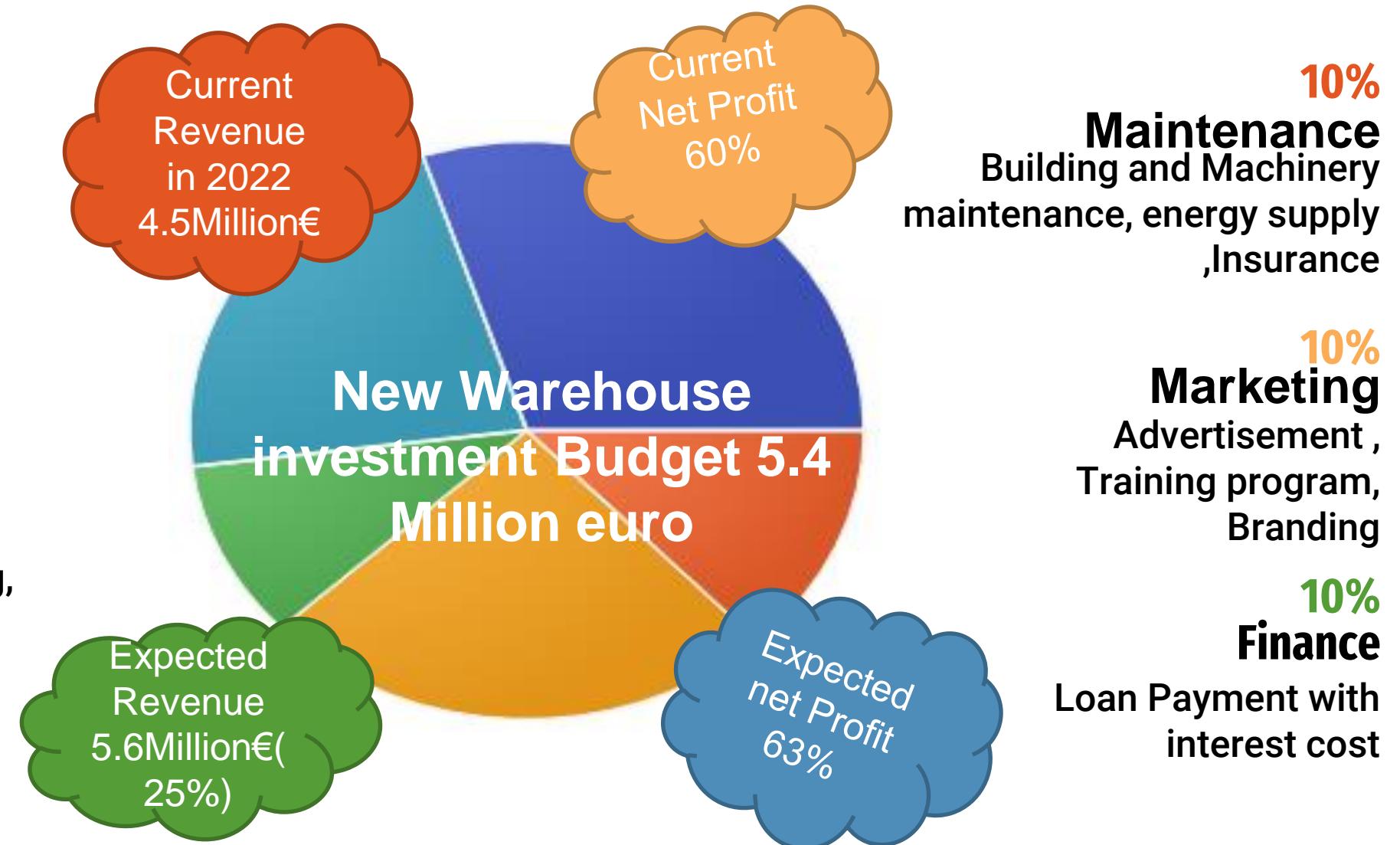
THE FINANCIAL CYCLE OF A BUSINESS



GOALS AND BUDGET DISTRIBUTION

20%
Personnel
Overall Labour Cost

50%
Logistics
Product(oil) Cost,
Warehousing, storing,
packaging and
Transportation Cost



* “ . “ used as decimal separator

Budget Breakdown for Setting The New Warehouse

- 2023 will be dedicated for whole process of construction and logistic setup
- The next three years Investment has been calculated to analyse the progress.
- For three consecutive years the budgets are 5.06 million euro, 5.05 million euro and 5.35 million euro respectively

Fixed Assets(cost in million Euro)					
Logistic Cost(procurement+Storage+Distribution)(50%)					
years	2024	2025	2026		
COGS(oil)	1.265	1.7675	1.8718		
oil warehousing and transportation	1.265	0.7575	0.8022		
total	2.53	2.525	2.674		
Total Budget	5.06	5.05	5.348		
Operating Expenses(cost in million Euro)					
years	2024	2025	2026		
oil warehousing	0.714	0.7575	0.8322		
Maintenance cost(10%)	0.506	0.505	0.5348		
Labor Cost(20%)	1.012	1.01	1.0696		
Marketing Cost(10%)	0.506	0.505	0.5348		
Loan Cost(10%)	0.506	0.505	0.5348		
Total	3.244	3.2825	3.5062		
Income Tax	25%	25%	25%		

* “ . “ used as decimal separator

FINANCIAL FEASIBILITY STUDY

MAJOR INDICATORS

Return on Investment(ROI)



= (Net Profit / Cost of Investment) x 100%

The higher the ROI percentage , the higher the profitability of the company

Gross Profit %



= ((Net revenue- COGS)/Net Revenue)*100%

Helps to track company performance in terms of it's goods

EBIT Margin

=((Gross profit - Operating expenses)/Net Revenue)*100%

the higher it is, the smaller company's operating expenses in relation to total revenue



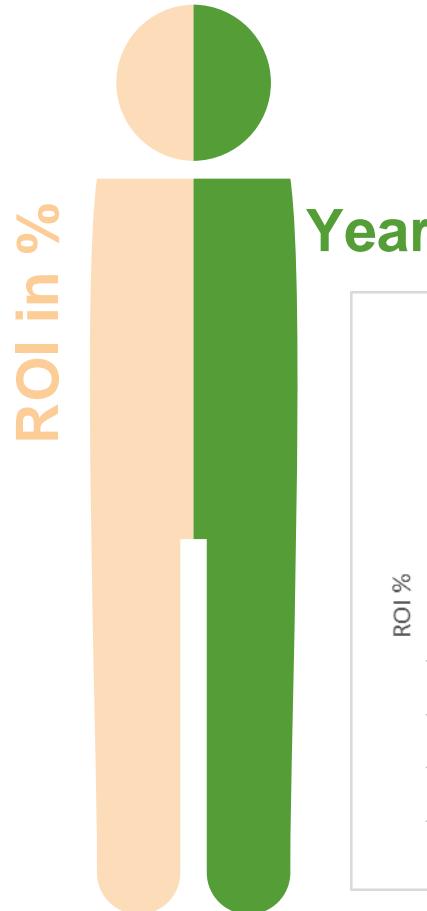
Net Profit %



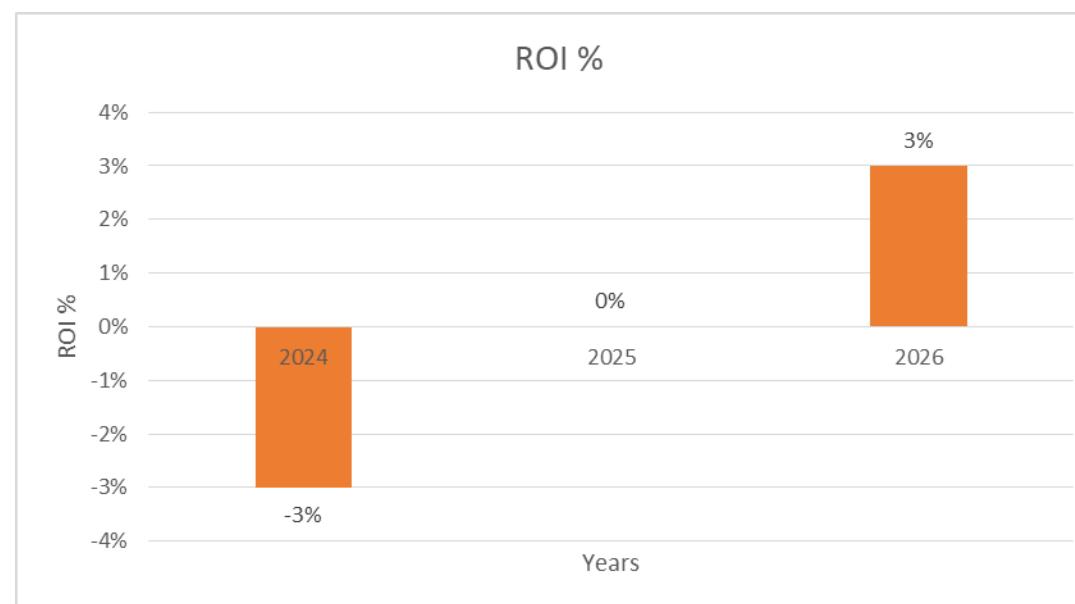
=((EBIT- Gross Profit)/Net Revenue)*100%

The bottom line of a company's financial statement,which shows the actual profit after all expenses including tax,dept,operation cost.

RETURN ON INVESTMENT



Return on investment or return on costs is the percentage of the ratio between net profit and investment.



- In 2024, ROI is Negative → investment is generating a loss because of not being able to come up with the invested money
- In 2025, ROI = 0% → This is called Break-even point ,where we will neither get profit nor get loss,but all the cost is covered.
- In 2026, ROI is Positive → Revenue from investment earns profit

Gross Profit



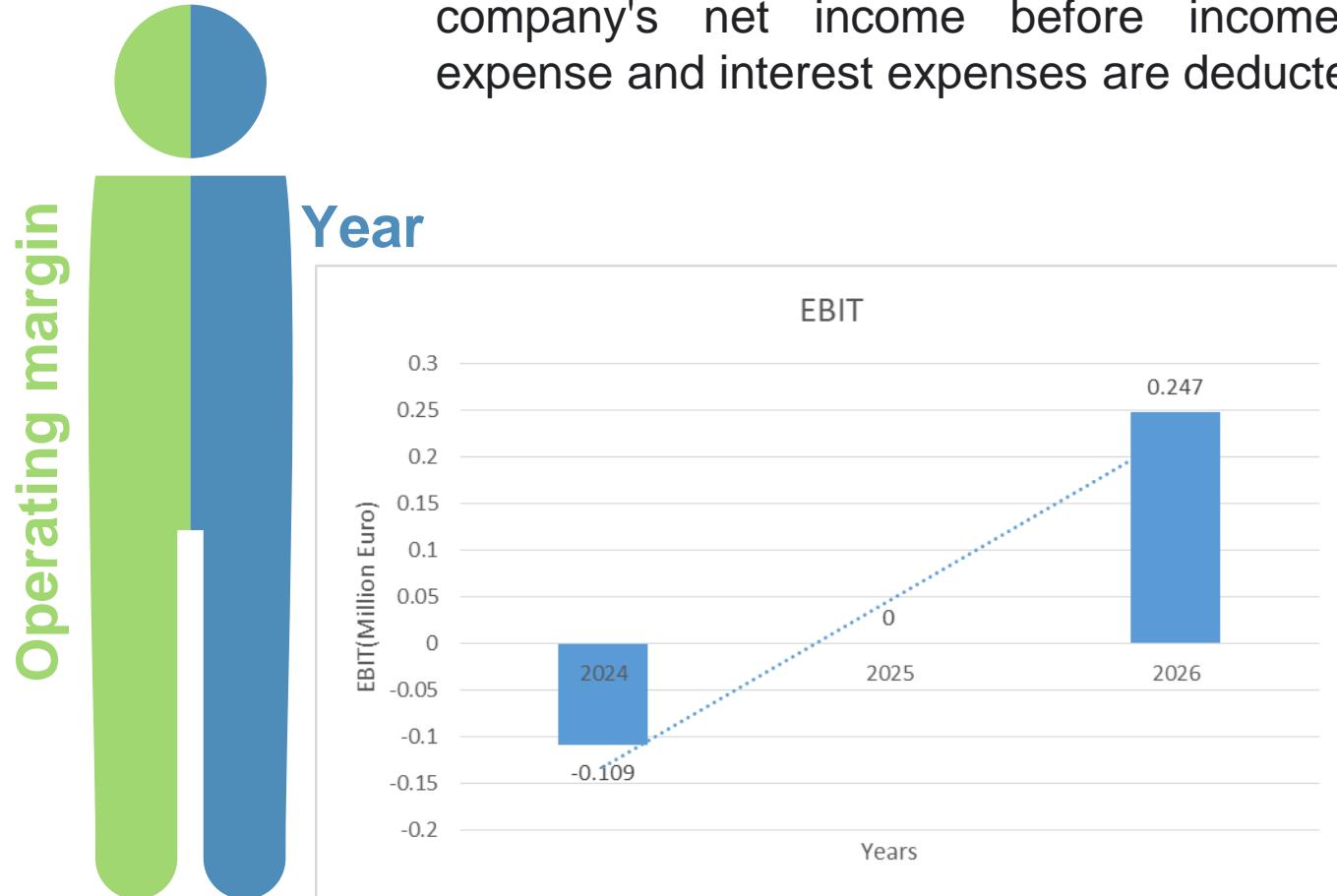
GP % or Gross Margin is calculated by subtracting only the direct expenses or COGS from net Revenue, which depicts how much revenue is remaining to use for operating costs



years	2024	2025	2026
Net Revenue	4.4	5.052	5.625
Gross Profit	3.135	3.2845	3.7532
GP %	71%	65%	67%

- After covering the cost of goods sold, the remaining money is used to service other operating expenses like labor, maintenance , marketing expenses etc
- The higher it is, the better it is for a company to pay off the business's operating expenses

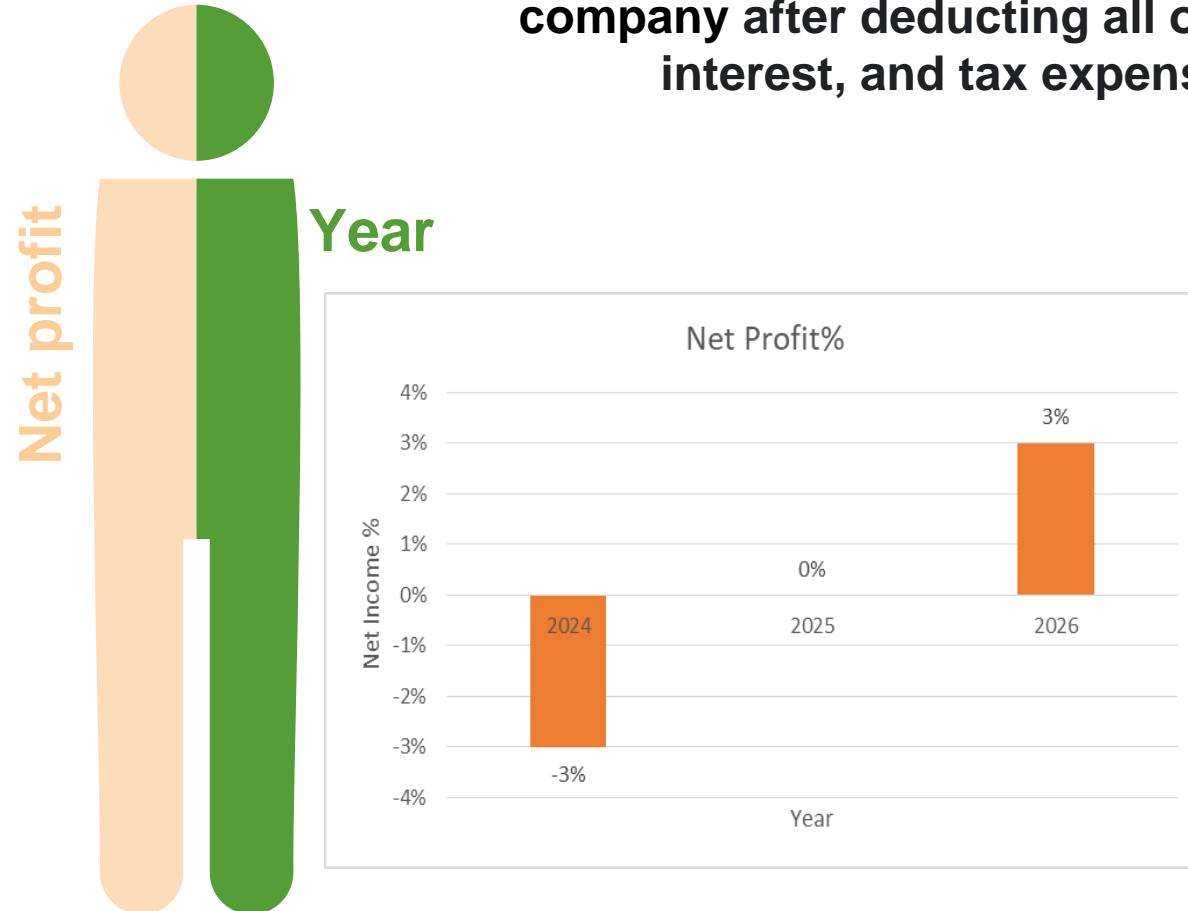
Earnings before interest and taxes



EBIT or Operating Margin % refers to the company's net income before income tax expense and interest expenses are deducted.

- It's used to analyze a company's performance based on its operations so that investors can have an understanding how the company is performing
- It doesn't consider if a company has huge debt or no debt at all.

Net Profit



Net Profit refers to the ultimate profit of the company after deducting all operating, interest, and tax expenses

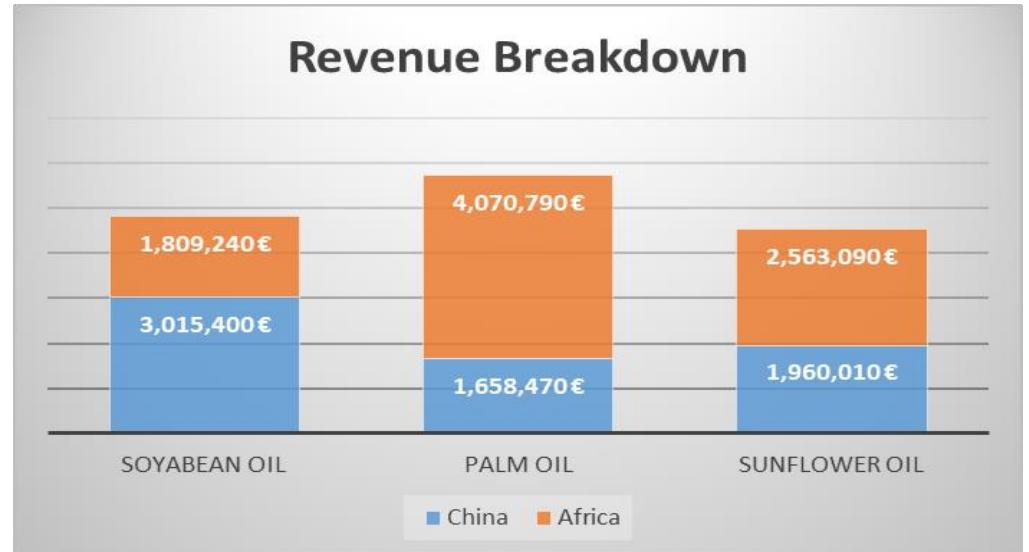
years	2024	2025	2026
Operating Income(EBIT)	-0.109	0.002	0.247
Operating margin %	-2%	0%	4%
Tax			0.06175
Loan Interest(3.650%)	0.018469	0.018433	0.01952
Net Income=	-0.12747	-0.01643	0.16573
NI %	-3%	0%	3%

- There will be a 3% loss in this project in 2024, though from 2025, it will level up the loss and expect for a 3% increased profit from 2026**
- In 2026, 0.16 Million Euro Profit can be gained by investing 5.4 Million Euro only for this new warehouse**
- Profit increment for this new investment is 3% by 3 years time**

Revenue Breakdown Between Countries

- The biggest revenue **4.07 Million Euro** comes from palm oil Export and distribution in African market from China by three years
- The 2nd largest revenue **3.02 Million Euro** comes from Soyabean oil distribution in Chinese market by three years

oil distribution	country	Revenue-2024	Revenue-2025	Revenue-2026	Revenue by oil Types
soyabean oil	China	880,000 €	1,010,400 €	1,125,000 €	3,015,400 €
	Africa	528,000 €	606,240 €	675,000 €	1,809,240 €
	total	1,408,000 €	1,616,640 €	1,800,000 €	4,824,640 €
Palm Oil	China	484,000 €	555,720 €	618,750 €	1,658,470 €
	Africa	1,188,000 €	1,364,040 €	1,518,750 €	4,070,790 €
	total	1,672,000 €	1,919,760 €	2,137,500 €	5,729,260 €
Sunflower Oil	China	572,000 €	656,760 €	731,250 €	1,960,010 €
	Africa	748,000 €	858,840 €	956,250 €	2,563,090 €
	total	1,320,000 €	1,515,600 €	1,687,500 €	4,523,100 €
Total Revenue		4,400,000 €	5,052,000 €	5,625,000 €	



* “ . ” used as decimal separator

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REVENUE GROWTH BY YEARS

€5.6 Million

Largest Revenue

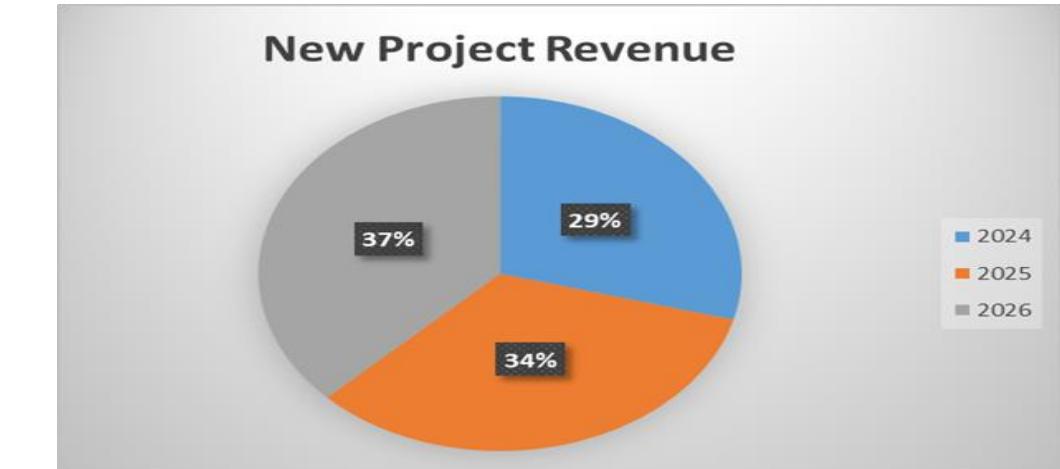
Total
Revenue € 4.5
Million

Total
Revenue € 5.1
Million

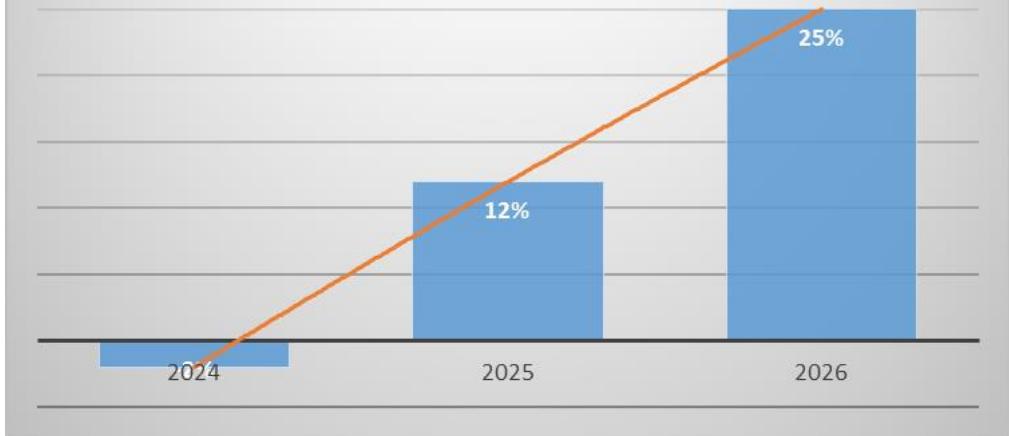


Total Revenue
€4.4 Million

Total
Revenue € 5.6
Million



Revenue increase compared to 2022



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Thank You