

Business Plan

For

**Uniko Development and
Training Projects (PTY)
Ltd**

Contact Person

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TABLE OF CONTENT

1. EXECUTIVE SUMMARY

2. ENTERPRISE BACKGROUND

- 2.1 Business Model
- 2.2 Planned Product Offerings
- 2.3 Value Proposition
- 2.4 Vision
- 2.5 Mission
- 2.6 Company Statements

3. INDUSTRY ANALYSIS

4. PRODUCT, OPERATIONS AND MANUFACTURING

5. TARGET AUDIENCE

6. COMPETITOR ANALYSIS

7. MANAGEMENT AND STAFF

8. CRITICAL RISK ANALYSIS

- 8.1 Porters Five Force
- 8.2 SWOT Analysis
- 8.3 Risk Analysis

9. BUSINESS ESTABLISHMENT PLAN

- 9.1 Objectives for Establishing the Business
- 9.2 Operational Actions
- 9.3 Project Implementation Plan
- 9.4 Loan Breakdown
- 9.5 Financial Implications

10. SALES PROJECTIONS AFTER EXPANSION

11. FINANCIAL ASSUMPTIONS

- 11.1 Direct Cost of Sale
- 11.2 Overhead Costs Assumptions

11.3 Contribution and Collateral

11.4 Loan

11.5 Source of Income

11.6 Business Profitability

11.7 Projected Sales

11.8 Projected Net Profit

11.9 Business Viability

11.10 Business Growth Potential

12. ADVERTISING AND MARKETING

12.1 Marketing Objectives

12.2 Marketing Strategies

Business Plan Introduction	
Business Name	Uniko Development and Training Projects (PTY) Ltd
Business Status	Existing
Industry/Business Description	Agriculture – Apiculture
Products/Services	Honey and Honey-Related Products
Business Registered Address	11 AG Visser Avenue Overbaakens Gqeberha Eastern Cape
<p style="text-align: center;">Purpose of the Business Plan</p> <p>The purpose of this business plan is to highlight the planned business and operational activities of Uniko Development and Training Projects (PTY) Ltd. In addition, it will also focus on the future planned expansion plan of the owner which will include the empowerment of rural farmers to be actively involved in honey farming as well as the establishment of a honey processing plant.</p> <p style="text-align: center;">The document will also will also give insight into:</p> <p style="text-align: center;">Industry Analysis; Future Business Operations; Growth Strategies; Supply 5-year financial projections;</p> <p style="text-align: center;">As well as to be used as a tool to secure funding from government departments and or privately-owned companies</p>	
<p style="text-align: center;">Business/Project Description</p> <p>Uniko Development and Training Projects is a formally registered entity currently involved in the agricultural sector through small-scale honey bee farming in the Eastern Cape. The current business model is being developed through a formal partnership with an existing honey-producing company.</p> <p style="text-align: center;">The owner however now wants to establish an independent farming enterprise within the same sector through apiculture.</p>	

Business Information	
Name of Company	<i>Uniko Development and Training Projects (PTY) Ltd</i>
Trading Name	Uniko Development and Training Projects
Registration Number	2017/514245/07
Enterprise Type	Private Company
Business Status	Active
B-BBEE Procurement Recognition Level	Level 1
Business Tax Number	9614087188
Business Postal Address	11 AG Visser Avenue Overbaakens Gqeberha Eastern Cape
Contact Person	Mpho Mhlola
Contact Number	067 048 4480
Email	mpho.mhlola@gmail.com

Business Ownership	ID Number
Mpho Mhlola	780320 0582 088

1. EXECUTIVE SUMMARY

Business Ownership

Uniko Development and Training Projects is owned and managed by one director; Mpho Mhlola

The director is actively involved in the daily management of the business; a change in business ownership is not anticipated during the forecast period.

Purpose of the Establishment Plan

The purpose of the establishment plan by the director of Uniko Development and Training Projects is to operate independently without any partnerships present, promote honey bee farming in the Eastern Cape and boost overall honey production volumes in the province.

This will be achieved through the systematic increase of commercial honey bee farming enterprises in the Eastern Cape. Interested emerging and established farmers will be trained and guided in best practices, in addition, the participating honey producers will be allowed to utilise the honey testing and processing facility which forms part of the establishment plan's needs analysis.

Operational/Distribution Footprint

Uniko Development and Training Projects' operational footprint will be located in the Eastern Cape; it is anticipated that after the establishment all emerging and established farming enterprises targeted to produce honey will be from the province. The company's distribution footprint will see the product range being distributed throughout South Africa as well as internationally.

Competitive Advantage

The competitive advantage of Uniko Development and Training Projects will be derived from the industry and farming knowledge and experience of the director as well as the availability of a mentor, who will oversee operations. In addition, the company will also introduce a below-market asking price to ensure a swift market entry.

Growth Potential

The growth potential of Uniko Development and Training Projects will be excellent; if the business owner can execute the establishment plan and attract farming enterprises that are willing to partake in honey bee farming the company could see a dramatic increase in sales and customer numbers.

Uniko Development and Training Projects as an Employment Creator

The employment power of Uniko Development and Training Projects will be significant, the business will be a commercial farming entity with different functions required to bring the product to market. It is anticipated that numerous general employee and specialised positions will be created after establishment.

Funding Required

R 3 000 000.00

2. ENTERPRISE BACKGROUND

2.1 Business Model

The planned business activity of Uniko Development and Training Projects will be found in the agricultural sector. The business owner plans to establish a commercial honey bee farming enterprise that will have the capacity to distribute its products locally and even internationally.

The business model was conceptualised by the owner after the realisation that the honey-producing industry is largely underdeveloped in the Eastern Cape. Apart from a few commercial ventures in the province, the honey bee farming industry's potential as an employment creator and agricultural economic contributor is untapped.

Realizing the plight of the agricultural sector in the province, the director plans to promote honey bee farming as a sustainable agricultural activity to emerging and even established farming enterprises. Interested farmers will be educated and trained in best practices, access will also be granted to the planned processing facility of Uniko Development and Training Projects.

2.2 Planned Product Offerings

Honey is packaged and distributed in different-sized containers.

2.3 Value Proposition

Uniko Development and Training Projects will offer the following value propositions to its clients:

- a) Competitive pricing structure
- b) Quality produced honey
- c) Proudly Eastern Cape Producer

2.4 Vision

Provide a natural product that is of medical and nutritional value;
Provide development opportunities to the agricultural sector;
Overall vision to identify opportunities through the introduction of additional products;
Creating an environment that will enrich poor communities

2.5 Mission

To assist the youth with a foundation of knowledge and skills to create self-employment opportunities through innovative business ideas

2.6 Company Statements

- a) Contributing to the Eastern Cape by increasing economic activity
- b) Adopting sustainable practices to preserve the environment
- c) Create employment opportunities
- d) Create a financially sustainable enterprise
- e) Enable agricultural expansion in an untapped market

3. INDUSTRY ANALYSIS

South African Market

The South African beekeeping industry is relatively small compared to the global industry as well as in the South African agricultural sector. South Africa has approximately 100 commercial beekeepers with approximately 80,000 colonies. These companies are responsible for an estimated 98% of all pollination services as well as 60% of the country's honey harvests.

The market demand for quality-produced honey far outweighs supply, the South African market consumes approximately 5,000 tons of honey each year with only 2,000 tons being produced locally resulting in a large percentage of honey being imported.

The popularity of natural products such as honey is driven by market demand for health alternatives; the growing demand for honey is resulting in a continued and increasing deficit in product availability.

The current situation in South Africa offers opportunities for emerging and even established farmers to enter the beekeeping industry. Apart from the environmental benefits of expanding the bee population in South Africa the industry also offers excellent return on investments.

With the correct marketing strategy companies and farmers entering the industry have the opportunity to tap into the existing trade relations with international clients. Although South Africa is a net importer of honey; South African companies are still able to reach international clients, this is contributed to the quality of the product offering.

South African honey producers export to African countries such as Botswana, Namibia, Lesotho and Eswatini, while export to the USA, Germany, China, Japan and the UK is also reported.

Eastern Cape Market

Beekeeping and honey-related farming activities in the Eastern Cape are largely untapped, but offers excellent opportunities for emerging farmers and companies. The Eastern Cape is known for its diverse habitat which is beneficial towards the establishment of beekeeping and honey manufacturing farming activities. In addition the product demand in the Eastern Cape for honey, the same as nationally and even internationally, is expanding with more consumers identifying the health benefits of the product. Privately owned and national retailers understands the market demand and is widely supporting the introduction of honey products as part of their product offerings.

Market Dynamics

Drivers

Increasing use of honey as a substitute for sugar & artificial sweeteners
With the increased emphasis on living a healthy lifestyle, there has been a shift in the eating habits of consumers. Studies have shown that daily sugar consumption can lead to heart diseases like heart failure, heart attacks & strokes. Hence there has been an increased demand for a healthy sugar substitute. Honey, being a natural sweetener, gives a desirable sweet taste, and is healthier, has nutritional values and anti-microbial properties, making it the perfect sugar substitute. Honey also can act as a substitute for artificial sweeteners, which are undesirable for your health.

Restraints

Barriers in commercial beekeeping

Beekeeping is the practice of maintaining bee colonies by humans. The colonies of bees are usually maintained in man-made hives, which have many barriers like lack of infrastructure, poor apiculture equipment, no market-oriented production of honey, etc. This combined with the prevalence of honey bee predators could hamper the growth of the global honey market.

Opportunities

Increasing application of honey in various industries

The nutritional value of honey has made it a popular ingredient to be used as a substitute for sugar & artificial sweeteners in the production of food & beverages. The medicinal properties of honey have significantly increased its demand in pharmaceuticals & healthcare. The increased use of honey in cough syrups is an ideal example. With the rise in home remedies for skin conditions, a parallel rise in demand was witnessed for honey. Major market players are now introducing honey-based beauty and cosmetics products to attract consumers.

Challenges

The commercial production of honey is not sustainable

There has been a decline in the native bee population around the world due to the exploitative nature of human activities. This decline leads to a decrease in pollinators and impacts the food supply of the world. With the introduction of beekeeping on commercial levels to meet the rising demand for honey there will be an overpopulation of bees and the number of non-native bees is bound to decline in the area, this suppresses the pollination by native bees, which in turn negatively impacts the food supply. Commercial beekeeping is not sustainable as it leads to colony breakdowns which can lead to serious environmental damage in the future.

4. PRODUCT, OPERATIONS AND MANUFACTURING

Farming Type

Uniko Development and Training Projects will offer quality produced honey in different-sized branded containers, obtained from apiculture.

Apiculture Business Model and Process

Apiculture is the act of rearing honeybees. The method entails the breeding of bees commercially in apiaries. The apiary size is dependent on the number of beehives that is being introduced. The main products obtained from apiculture are honey and wax. These products are used in cosmetic industries, polishing industries and pharmaceutical industries. Honey has medicinal values and is also used as a food additive. The driving force behind the success and demand of the apiculture farming and business model is the commercial utilisation of honey and wax.

Product Processing

The apiculture product production process is standardised with most modern and even traditional entities involved in the industry making use of the same equipment and processes. The outlined product processing section aims to highlight the production flow as well as the equipment with cost implications, as per the needs analysis, required for each stage.

Formation and Deposition

Modern beehives consist of wooden box-like sections stacked on top of one another. Each box holds approximately 8–10 wooden frames, each containing a thin sheet of wax foundation. The bees build their combs on these foundations. Honey is stored in the upper parts of the hives. One bee colony contains approximately 30,000 bees.

Operational Requirements for this Phase		
Bee Hives	100	R220 000,00

Collection

Before collection of honey from the frames, the bees in the hive are commonly pacified with smoke. The smoke lessens the aggressiveness of the bees and obscures their communication via pheromones. It triggers a feeding instinct in the bees to save resources from the hive in the event of fire.

Uncapping

The first step in collecting the honey is uncapping. This involves removal of the wax caps from the honeycomb cells. Small processors do this manually. Large processors use uncapping machines that continuously scrape the wax caps off the honeycomb cells one frame at a time in a fully automated process.

Extraction and Storage

Next the honey must be removed from the cells using an extractor. The frames are commonly placed into a centrifuge that spins the frames, forcing the honey out of the comb. The honey is spun to the sides of the extractor and then drains out the bottom into a collection vessel. The remaining wax can be pressed in a screw press to remove the remainder of the honey.

Filtration

The primary purposes of filtration are to retard crystallization and produce a clear product. Various types of filtration are used to produce different types of honey, however strainers are most commonly used.

Operational Requirements for this Phase		
Honey Spinner	4	R 43 700,00
Strainers	4	R 1 180,00
Hive Tools	5	R 1 500,00
Settling Tanks	4	R 50 160,00
Wear Suites	20	R 41 200,00
White Coats	20	R 21 300,00
Smoker	20	R 7 600,00
Gloves	20	R 500,00
Gumboots	20	R 5 800,00
Steamers	4	R 61 700,00

Product Packaging

After the collection phase the product will be bottled and labelled for distribution. To facilitate the process Uniko Development and Training Projects will require a purposefully build structure to house the different equipment items, raw products and product awaiting distribution. As with any commercial food processing factory a high level of sanitation regulations will be adhered to. To enable distribution to the retail sector as well as export the labelling and packaging will be extremely important.

Operational Requirements for this Phase		
Building 250m ²	1	R1 470 850,00
Bottling Machine	1	R 59 995,00
Scales	4	R 5 012,00
Bottles	5000	R 30 000,00
Labels	5000	R 19 200,00

Production Rate

The natural process of commercial honey production is influenced by numerous factors, which are largely out of the hands of commercial farmers and include:

Colony size and health

Hive location

Available plant life

Climate and seasonal conditions

Competition and predation

Parasites and disease

In average conditions, a bee hive can produce honey of harvestable qualities every 9 months.

Industry norm dictates that in a good season, each bee hive could produce approximately 35kg of raw honey. It is therefore projected that with the planned 100 hives that will be introduced by Uniko Development and Training Projects approximately 3 500kg of honey per year will be produced.

Product Demand

Honey has seen a significant increase in popularity which has contributed to market demand for natural products with added health benefits. Honey is best known as a natural sweetener but is also increasingly used for its medicinal properties. The market demand for honey in South Africa is significantly outweighing local production.

Distribution Channels

The distribution channel segment is divided into supermarkets/hypermarkets, convenience stores, online & others. Over the forecast period, the online segment is expected to grow at the fastest rate due to the increased popularity of online shopping. The increased internet penetration, at-home delivery service, wide variety of choices, presence of various brands, etc. are some of the contributing factors that are anticipated to play a role in the growth of this segment.

5. TARGET AUDIENCE

Uniko Development and Training Projects will have three different market segments or target audiences after establishment; the business will offer a product that is in high demand and which is distributed through different market segments. Uniko Development and Training Projects will target three market segments that will include; national retailers, export to international clients and direct sales to end-users.

After the establishment Uniko Development and Training Projects will offer a product that is processed and packaged in a dedicated facility, the process will allow the company to distribute the product range to a wide range of customers.

Membership with The South African Bee Industry Organisation (SABIO) will also confirm that the product range of Uniko Development and Training Projects is represented locally and internationally while adhering to world-class standards.

Uniko Development and Training Projects will also adhere to the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990) which enables export by regulating grading, packing and marking requirements.

National Retailer Chains

Regional, provincial, and national managers and procurement officers will be targeted to approve the placement of the products of Uniko Development and Training Projects in national building material retail shops.

Export Market

With the assistance of SAIBO, Uniko Development and Training Projects will target international clients with the product range. It is anticipated that countries such as Botswana, Namibia, Lesotho and Eswatini as well as the USA, Germany, China, Japan and the UK will be approached.

End-Users

The end user segment of the customer base of Uniko Development and Training Projects will be used to establish the brand identity of the business and to tap into the increasingly popular online product distribution strategy.

Segment	Location	Decision Maker Position	Behavioural Segmentation
Retailers	National	Regional, provincial, and national managers and procurement officers	Driven by the need to offer tested and graded products to their clients as well as the overall quality of the product and availability
Export Clients	International	International relations, guided by membership with SAIBO and legislative compliance	Driven by legislative compliance confirming tested and graded products as well as the overall quality of the product and offering
End-Users	National		Price and quality of product

6. COMPETITOR ANALYSIS

Uniko Development and Training Projects will enter a competitive industry with the planned product range, honey consumers in South Africa are serviced by both local companies as well as international importers. Uniko Development and Training Projects will, after product testing and grading, compete with both segments.

South African Based Honey Suppliers

Highveld Honey

Brother Bees Honey SA

Bee Inspired

Beehive Honey

Kolas Honey

Raw Honey SA

International Honey Suppliers to South Africa

Dabur

Bee Harmony

Comvita

Oha Honey

Barkman Honey

Price

The pricing structure of the listed business is all market-related, due to the competitive nature of the industry, companies make use of similar pricing structures to retain clients.

Promotion

Promotions are predominantly being done through modern marketing strategies as well as quality-designed labels.

Place

The product range of the listed competitors is mostly pre-ordered by retailers and delivered to the business location of clients; the identified companies seldom sell directly to the public.

7. MANAGEMENT AND STAFF

Director

Uniko Development and Training Projects is owned and managed by one director; the director will be involved full-time in the business and will be responsible for all managerial functions of the business which include:

- a) Financial Management
- b) Administrative Control
- c) Strategy Development and the Setting of Company Performance Goals
- d) Ensuring Legal Compliance
- e) Implementation of the Company's Quality Assurance Policy
- f) Expansion Drives

Director's Work Experience

2001-2003 SARS

2004-2006 Transfer Duty Auditor

2007-2010 Estate Duty Auditor

2020-2020 SANRAL

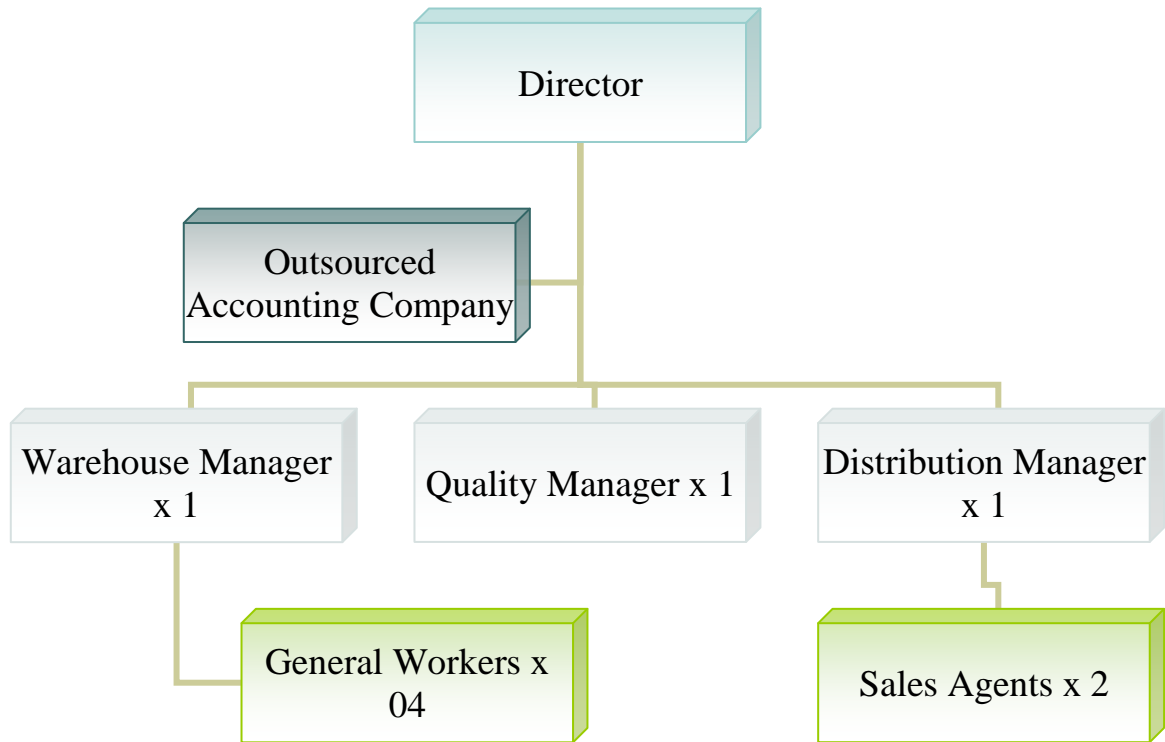
2020- To date ICCV

Staff Complement

Operations of Uniko Development and Training Projects will be labour intensive with positions ranging from general employees to middle management being created.

Position	Duties	Quantity
Warehouse Manager	Supervise daily warehouse activities, including, inventory control, space management, logistics, floor productivity, shipping, and customer service. Schedule and oversee warehouse team, and manage the flow and quality of work to maximize efficiency.	1

Distribution Manager	Supporting warehouse manager to achieve optimal re-ordering systems. Coordinating computer systems with suppliers to implement a just-in-time inventory system. Overseeing inventory security. Ensuring the safe transport of products.	1
Quality Control Manager	Understanding customer needs and requirements to develop effective quality control processes. Devising and reviewing specifications for products or processes. Setting requirements for raw material or intermediate products for suppliers and monitoring their compliance.	1
Sales Agents	Identifying a customer's needs, introducing of products and ensuring they have a positive experience from start to finish. Develop the brand identity of Uniko Development and Training Projects Seek new clients	2
General Employees	Clean and maintain work areas, tools, and equipment. Perform manual labour tasks Operate filling and packaging machinery and equipment. Packing of boxes	4



8. CRITICAL RISK ANALYSIS

8.1 Porter's Five Force

The Threat of New Competitors Entering the Market

- a) The relatively low start-up cost for new companies entering the industry
- b) Experience is required in the processes as well as the retail industry
- c) No technology protection present
- d) Low barriers to entry

Supplier Power

- a) A large number of local and international suppliers
- b) Processing materials are readily available
- c) No contract with a supplier enables the ability to change from one supplier to the next

Buyer Power

- a) A large pool of suppliers is available
- b) Quality, price and availability determine utilisation
- c) The industry is extremely price-sensitive
- d) High buyer power present in the industry

Threat of Substitution

- a) The threat of product substitution is extremely low

Competitive Rivalry

- a) Many competitors present in the industry
- b) The ability of bulk-buying clients to switch suppliers is high
- c) Zero switching cost

8.2 SWOT Analysis

Strengths

- a) Relatively low cost of production;
- b) The company will offer a product that is in high demand;
- c) Sustainable business model;
- d) Skilled employees will be present;
- e) A competitive price structure will be sustained;
- f) Ability to supply the product in bulk to the retail industry

Weaknesses

- a) High expansion cost;
- b) Time required to build a loyal customer base;
- c) Limited flexibility in the pricing structure;
- d) Products need to be tested and certified;
- e) Operations are dependent on weather conditions

Opportunities

- a) Excellent opportunities to expand the business and its product offerings;
- b) Excellent profit margins;
- c) Huge growth potential;
- d) Growing market demand;
- e) The industry and market are relatively stable;
- f) Improving business and economic environment

Threats

- a) Highly competitive industry;
- b) Distribution channels will have to be established;
- c) Strong competition will be present;
- d) Increase in raw material and operating costs

8.3 Risk Analysis

The director identified the following risks associated with the industry and business. Different risk strategies will be implemented to mitigate the impact of the risks.

Breakdown in Operations

Level of Risk - Low

Operations can break down due to numerous reasons which include employee unavailability and equipment failure.

Unavailability of Employee

In the event of the unavailability of staff due to labour disputes or staff movements; part-time employees will be introduced to mitigate the unavailability of permanent staff

Equipment Failure

After establishment, Uniko Development and Training Projects will mostly make use of manual equipment which will be used in conjunction with the modern packaging equipment.

A Decline in Customer Numbers

Level of Risk - Extreme

The reason for the decline in customer numbers will be determined through customer interviews and feedback. If the decline is linked to the quality of the products; immediate steps will be taken to improve the product quality by scrutinising processes.

Rising Cost

Level of Risk - Medium

Sufficient funds and stock items will be kept in reserve to cover unexpected increases in manufacturing expenses. (Raw Materials)

Theft and Loss of Stock

Level of Risk - High

The insurance portfolio of the company will include the equipment and stock.

Financial Loss

Level of Risk - High

The director will use an outsourced accountant to oversee all financial aspects of the business.

9. BUSINESS ESTABLISHMENT PLAN

9.1 Objectives for Establishing the Business

The objectives in establishing the business are not only driven by the growing demand for the product offering, in addition, Uniko Development and Training Projects will also aim to:

- a) Contribute to the Eastern Cape economy
- b) Enable employment creation and retention
- c) Facilitate a year-on-year increase in sales and customer numbers
- d) Achieve sustainable growth
- e) Promote the specific farming activity

9.2 Operational Actions

To establish the business the owner undertook a detailed needs analysis which also indicated the cost implications. The plan details the introduction of all equipment as well as a processing facility.

9.3 Project Implementation Plan

Phase	Action	Time Frame
1	Construction of Processing Facility	6 Month
2	Introduction of Bee Hives and Bees	1 Month
3	Introduction of Equipment	3 Months
4	New Staff Training	1 Month

9.4 Loan Breakdown

Needs Analysis			
Item	Quantity	Cost per Unit	Total
Building 250m ²	1	R 1 470 850,00	R 1 470 850,00
Bee Hives	100	R 2 200,00	R 220 000,00
Processing Room			
Honey Spinner	4	R 10 925,00	R 43 700,00
Strainers	4	R 295,00	R 1 180,00
Hive Tools	5	R 300,00	R 1 500,00
Settling Tanks	4	R 12 540,00	R 50 160,00
Bottling Machine	1	R 59 995,00	R 59 995,00
Scales	4	R 1 253,00	R 5 012,00
Other			
Wear Suites	20	R 2 060,00	R 41 200,00
White Coats	20	R 1 065,00	R 21 300,00
Smoker	20	R 380,00	R 7 600,00
Gloves	20	R 25,00	R 500,00
Gamboots	20	R 290,00	R 5 800,00
Steamers	4	R 15 425,00	R 61 700,00
Bottles	5000	R 4,50	R 22 500,00
Labels	5000	R 2,82	R 14 100,00
LDV Toyota S/C	1	R 356 600,00	R 356 600,00
Hiace Toyota 15 Seater	1	R 534 000,00	R 534 000,00
Computer and Office Equipment			R 24 303,00
Trailer	1	R 58 000,00	R 58 000,00
			R 3 000 000,00
**Prices Sourced from Bee Ware, Toyota SA, Foamy and Minute Man EL			

9.5 Financial Implications

Expansion Cost	Owner's Contribution	Total Facility Needed
R 3 000 000.00	R 0.00	R 3 000 000.00

10. SALES PROJECTIONS AFTER EXPANSION

The potential sales of Uniko Development and Training Projects will directly be linked to the production rate and volumes of bee hives introduced. The director of Uniko Development and Training Projects plans to initially introduce 100 hives.

Production

Industry norm dictates that in a good season, each bee hive could produce approximately 35kg of raw honey. Making use of this assumption and the amount of hives that will be introduced Uniko Development and Training Projects will produce approximately 3 500kg of honey per year.

Selling Price

Honey prices are determined by the quality of the product as well as demand; low-quality or untested honey products sell for approximately R 120 per kg while high-quality products that are graded can reach R 330 per kg.

Making use of the assumption that the product range of Uniko Development and Training Projects will be tested and graded, and a below-market asking price will be introduced to ensure a swift market entry, it is projected that the honey sold by Uniko Development and Training Projects will be priced at R 180 per kg.

With the assumption that Uniko Development and Training Projects could produce approximately 3,500 kg of honey per year at a selling price of R 180 per kg, total sales per year could reach R 630 000.

11. FINANCIAL ASSUMPTIONS

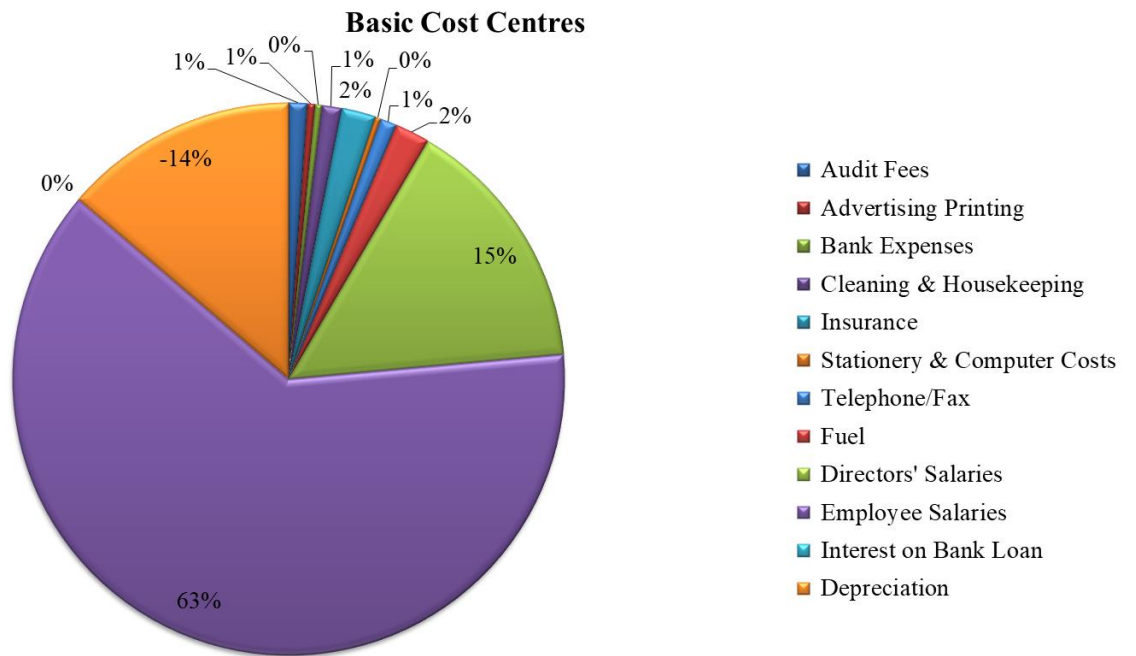
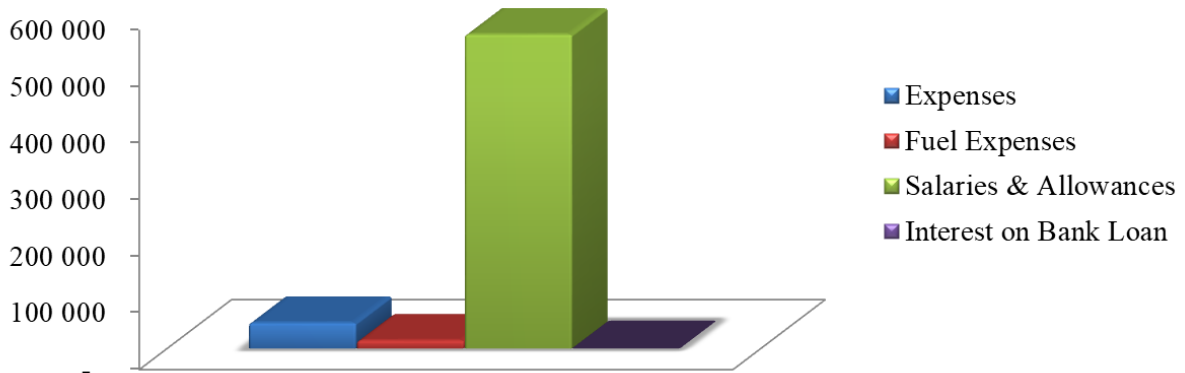
11.1 Direct Cost of Sale

The company will record direct cost of sale for the purchase of packaging bottles and materials as well as the replacement of labels. The anticipated direct cost of sale percentage will be 12% resulting in a gross profit margin of 88%.

11.2 Overhead Costs Assumptions

Company Name:		Uniko Development and Training Projects (PTY) Ltd				
Basic Cost Centres - Key Assumptions		From		2023	To	2028
		Year 1	Year 2	Year 3	Year 4	Year 5
Audit Fees	1,51%	7 800,00	8 190,00	8 599,50	9 029,48	9 480,95
In order to ensure accurate bookkeeping of the company's finances an outsourced accountant will be appointed. The accountant will also guide the business, ensuring that break-even sales are generated.						
Advertising Printing	0,61%	3 150,00	3 370,50	3 606,44	3 858,89	4 129,01
Advertising of the establishment of the business as well as the pricing structure and offerings will be essential to create a brand name as well as a customer base. An aggressive marketing campaign will be undertaken, however monthly investments into a continued marketing drive will be made.						
Bank Expenses	0,55%	2 835,00	3 090,15	3 368,26	3 671,41	4 001,83
Bank expenses are inclusive of all cash transactional and other charges						
Cleaning & Housekeeping	1,58%	8 190,00	9 172,80	10 273,54	11 506,36	12 887,12
General Upkeep of the Interior of the Building and Work Areas						
Insurance	2,78%	14 400,00	15 696,00	17 108,64	18 648,42	20 326,78
The company and all its equipment will be insured against theft, damages as well as potential customer claims.						
Stationery & Computer Costs	0,47%	2 457,00	2 628,99	2 813,02	3 009,93	3 220,63
Inclusive of printing and general repair costs						
Telephone/Fax	1,34%	6 930,00	7 553,70	8 233,53	8 974,55	9 782,26
Inclusive of cell phone, landline, VoIP, vox and internet services						
Directors' Salaries	20,86%	108 000,00	115 560,00	123 649,20	132 304,64	141 565,97
Employee Salaries	86,44%	447 600,00	474 456,00	502 923,36	533 098,76	565 084,69
See detailed salary schedule						
Interest on Bank Loan	0,00%	-	-	-	-	-
Notes per loan schedule						
Depreciation	-18,94%	- 98 056,67	- 98 056,67	- 98 056,67	- 98 056,67	- 98 056,67
Notes per depreciation schedule						

Cost Breakdown



11.3 Contribution and Collateral

Currently, the company or owners do not have adequate collateral that can be used to secure a loan.

11.4 Loan

Financial projections indicate that the business will be in a position to repay a financial loan, hence the need for a grant.

11.5 Source of Income

Uniko Development and Training Projects will generate sales through the sale of honey products.

11.6 Business Profitability

The profitability of the business was calculated by using the projected sales and deducting, labour and overheads from sales. All projections indicate that the business will, after the planned improvement, remain profitable over the forecast period.

11.7 Projected Sales

Year 1	634 914
Year 2	711 104
Year 3	803 547
Year 4	823 600
Year 5	930 668

11.8 Projected Net Profit

Year 1	- 2 923 368
Year 2	106 005
Year 3	147 162
Year 4	121 920
Year 5	170 369

11.9 Business Viability

To determine the potential long-term financial viability of the company, projected sales were combined with the potential market size and the anticipated pricing structure. Projections indicate that the company will remain financially viable over the forecast period.

11.10 Business Growth Potential

Uniko Development and Training Projects (PTY) Ltd will have excellent growth potential; the business will initially be marketed in the Eastern Cape. The drive to introduce the offerings in neighbouring provinces as well as internationally will contribute to the growth potential of the business.

Business Growth will also be facilitated through:

- a) Diversification – Identification of different markets
- b) Product Development – Introduction of additional-sized products or variants
- c) Expansion of the Marketing Drive

12. ADVERTISING AND MARKETING

12.1 Marketing Objectives

The director of Uniko Development and Training Projects will use a holistic marketing approach. The aim and objective of the company's marketing drive will be to:

- a) Establish the brand identity of the company
- b) Establish the company as a reliable product provider
- c) Boost brand awareness

12.2 Marketing Strategies

Modern Strategies

The director will utilise social media platforms to promote the offerings of the company which will include; Facebook, Instagram, a WhatsApp business account and business reference on Google will form the backbone of the modern marketing strategy. After establishment, the platforms will be optionally developed and updated to reach maximum followers which will boost the brand identity of the business.

Traditional Strategies

Traditional strategies include highly visible signboard, marketing flyers and radio adverts and will after establishment include branded packaging and labels.

FIRST-YEAR FINANCIAL PROJECTIONS

First-year Sales Projections

First-Year Cost of Sales

Salary Schedule

Income and Expenses Statement

Cash Flow Statement

The financial projections show the possible financial position of the company after the conclusion of the establishment plan.

The projections are based on the following assumptions;

First-month sales are projected 9 months after the establishment

The business was equipped as per the needs analysis

Effective distribution channels were established

Company Name: Uniko Development and Training Projects (PTY) Ltd																		
Projected Sales	Total	2022		2023		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
		From	To	Month 1	Month 2													
Sales	634 914	52 632	52 698	52 321	52 369	52 417	52 879	53 214	53 123	53 232	53 663	53 141	53 225					
	-																	
	-																	
	-																	
	-																	
	-																	
	-																	
	-																	
Total Sales	634 914	52 632	52 698	52 321	52 369	52 417	52 879	53 214	53 123	53 232	53 663	53 141	53 225					

	Total	2022		2023		Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
		From	To	Month 3	Month 4							Month 5	Month 6
Sales	76 190	6 316	6 284	6 279	6 284	6 290	6 345	6 386	6 375	6 388	6 440	6 377	6 387
	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cost to Sales	76 190	6 316	6 284	6 279	6 284	6 290	6 345	6 386	6 375	6 388	6 440	6 377	6 387

Company Name: Uniko Development and Training Projects (PTY) Ltd																	
Salary Schedule	Total	From		To		2023											
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12				
Directors' Salaries	108 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000
Ms. Mhlola	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Drawn by Management	108 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000
Employee Salaries	Total	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Month 12	Month 12	Month 12	Month 12
Warehouse Manager x 1	66 000	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500
Distribution Manager x 1	66 000	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500
Quality Control Manager x 1	66 000	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500	5 500
Sales Agents x 2 (Basic)	55 200	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600	4 600
General Employees x 4	158 400	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200	13 200
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Paid to Employees	411 600	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300
Total Salaries	519 600	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300	43 300

Uniko Development and Training Projects (PTY) Ltd													
Income & Expense Statement													
	Total	2023											
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Sales	634 914	52 632	52 698	52 321	52 369	52 417	52 879	53 214	53 123	53 232	53 663	53 141	53 225
Cost to Sales	76 190	6 316	6 324	6 279	6 284	6 290	6 345	6 386	6 375	6 388	6 440	6 377	6 387
Gross Profit	558 724	46 316	46 374	46 042	46 085	46 127	46 534	46 828	46 748	46 844	47 223	46 764	46 838
	88%	88%	88%	88%	88%	88%	88%	88%	88%	88%	88%	88%	88%
Expenses													
Audit Fees	7 800	650	650	650	650	650	650	650	650	650	650	650	650
Advertising Printing	3 175	263	263	262	262	262	264	266	266	266	268	266	266
Bank Expenses	2 857	237	237	235	236	236	238	239	239	240	241	239	240
Cleaning & Housekeeping	8 254	684	685	680	681	681	687	692	691	692	698	691	692
Insurance	14 400	1 200	1 200	1 200	1 200	1 200	1 200	1 200	1 200	1 200	1 200	1 200	1 200
Stationery & Computer Costs	2 476	205	206	204	204	204	206	208	207	208	209	207	208
Telephone/Fax	6 984	579	580	576	576	577	582	585	584	586	590	585	585
SUB-Total	45 946	3 818	3 821	3 807	3 809	3 810	3 828	3 840	3 837	3 841	3 857	3 837	3 841
Fuel Expenses													
Fuel	14 603	1 211	1 212	1 203	1 204	1 206	1 216	1 224	1 222	1 224	1 234	1 222	1 224
Salaries & Allowances													
Directors' Salaries	108 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000	9 000
Employee Salaries	411 600	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300	34 300
Grants Received	3 000 000	3 000 000	-	-	-	-	-	-	-	-	-	-	-
Interest on Bank Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	98 057	8 171	8 171	8 171	8 171	8 171	8 171	8 171	8 171	8 171	8 171	8 171	8 171
SUB-Total	3 436 146	3 036 339	3 036 341	3 036 332	3 036 333	3 036 334	3 036 345	3 036 353	3 036 350	3 036 353	3 036 363	3 036 351	3 036 353
Total Expenses	3 482 092	3 040 158	3 040 162	3 040 139	3 040 142	3 040 145	3 040 173	3 040 193	3 040 187	3 040 194	3 040 220	3 040 188	3 040 193
Net Profit / Loss Before Taxes	- 2 923 368	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841	- 2 993 841
		6 213	5 904	5 943	6 361	5 982	6 361	6 636	6 561	6 650	7 004	6 576	6 645

Company Name: Uniko Development and Training Projects (PTY) Ltd																	
Cashflow Analysis																	
	Total	From 2022			To 2023			Month 9	Month 10	Month 11	Month 12						
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6						Month 7	Month 8			
Opening Bank Balance	485 142	-	2 013	-	3 972	-	6 239	-	8 468	-	10 657	89 851	88 315	86 705	85 184	84 016	82 420
Money Received																	
Sales: Cash	634 914	52 632	52 698	52 321	52 369	52 417	52 417	52 879	53 214	53 123	53 232	53 663	53 141	53 225	53 663	53 141	53 225
Debtors' Receipts	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Grant/Loan	3 000 000	3 000 000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Received	3 634 914	3 052 632	52 698	52 321	52 369	52 417	52 879	53 214	53 214	53 123	53 232	53 663	53 141	53 225	53 663	53 141	53 225
Money Paid Out																	
Monthly Ordinary Expenses	580 149	48 329	48 333	48 310	48 313	48 316	48 344	48 364	48 364	48 359	48 365	48 391	48 360	48 365	48 391	48 360	48 365
COS: Cash	76 190	6 316	6 324	6 279	6 284	6 290	6 345	6 386	6 386	6 375	6 388	6 440	6 377	6 387	6 440	6 377	6 387
Creditor Payments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Establishment Cost	3 000 000	3 000 000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Finance Costs																	
Bank Loan Repayment - Capital	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Bank Loan	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lease Payments	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Income Tax Paid	-	204 636	-	-	-	-	102 318	-	-	-	-	102 318	-	-	-	-	102 318
Total Money Paid Out	3 451 703	3 054 645	54 657	54 589	54 597	54 606	47 629	54 750	54 750	54 733	54 753	54 831	54 737	54 753	54 831	54 737	47 566
Closing Bank Balance	-	2 013	-	3 972	-	8 468	-	89 851	88 315	86 705	85 184	84 016	82 420	85 184	84 016	82 420	183 211

Statement of Comprehensive Income	Uniko Development and Training Projects (PTY) Ltd				
	From		To		2027
	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	634 914,00	711 103,68	803 547,16	823 600,28	930 668,32
Cost of Sales	76 189,68	85 332,44	96 425,66	98 832,03	111 680,20
Gross Profit	558 724,32	625 771,24	707 121,50	724 768,25	818 988,12
Other Income	0,00	0,00	0,00	0,00	0,00
Other Expenses	3 482 092,14	519 766,16	559 959,58	602 847,78	648 619,04
Profit / Loss before Taxation	- 2 923 367,82	106 005,07	147 161,92	121 920,47	170 369,08
Taxation	- 204 635,75	7 420,36	10 301,33	8 534,43	11 925,84
Profit / Loss for the Year	- 2 718 732,07	98 584,72	136 860,59	113 386,04	158 443,24

5-YEAR FINANCIAL PROJECTIONS

Income and Expenditure Statement
Cash Flow Statement
Balance Sheet

Company Name:		Uniko Development and Training Projects (PTY) Ltd				
5 Year Projections						
	From		2022	To		
	Year 1	Year 2	Year 3	Year 4	Year 5	
Sales	634 914	711 104	803 547	823 600	930 668	
Cost to Sales	76 190	85 332	96 426	98 832	111 680	
Gross Profit	558 724	625 771	707 121	724 768	818 988	
	88%	88%	88%	88%	88%	
Expenses						
Audit Fees	7 800	8 190	8 600	9 029	9 481	
Advertising Printing	3 175	3 397	3 635	3 889	4 161	
Bank Expenses	2 857	3 114	3 395	3 700	4 033	
Cleaning & Housekeeping	8 254	9 244	10 354	11 596	12 988	
Insurance	14 400	15 696	17 109	18 648	20 327	
Stationery & Computer Costs	2 476	2 649	2 835	3 033	3 246	
Telephone/Fax	6 984	7 613	8 298	9 045	9 859	
SUB-Total	45 946	49 904	54 224	58 941	64 094	
Fuel Expenses						
Fuel	14 603	16 063	17 670	19 437	21 380	
Salaries & Allowances						
Directors' Salaries	108 000	115 560	123 649	132 305	141 566	
Employee Salaries	411 600	436 296	462 474	490 222	519 636	
Grants Received	3 000 000					
Interest on Bank Loan	-	-	-	-	-	
Depreciation	- 98 057	- 98 057	- 98 057	- 98 057	- 98 057	
SUB-Total	3 436 146	469 863	505 736	543 907	584 525	
Total Expenses	3 482 092	519 766	559 960	602 848	648 619	
Net Profit / Loss Before Taxes	- 2 923 368	106 005	147 162	121 920	170 369	

Company Name: Uniko Development and Training Projects (PTY) Ltd					
5 Year Projected Cash Flow Statement					
	From	2022	To	2027	
	Year 1	Year 2	Year 3	Year 4	Year 5
Opening Bank Balance	-	183 211	183 739	222 543	237 873
Money Received					
Sales: Cash	634 914	711 104	803 547	823 600	930 668
Debtors' Receipts	-	-			
Grant/Loan	3 000 000				
Total Received	3 634 914	711 104	803 547	823 600	930 668
Money Paid Out					
COS: Cash	76 190	85 332	96 426	98 832	111 680
Creditor Payments	-	-			
Expantion Costs	3 000 000				
Direct Operating Costs					
Audit Fees	7 800	8 190	8 600	9 029	9 481
Advertising Printing	3 175	3 397	3 635	3 889	4 161
Bank Expenses	2 857	3 114	3 395	3 700	4 033
Cleaning & Housekeeping	8 254	9 244	10 354	11 596	12 988
Insurance	14 400	15 696	17 109	18 648	20 327
Stationery & Computer Costs	2 476	2 649	2 835	3 033	3 246
Telephone/Fax	6 984	7 613	8 298	9 045	9 859
Fuel	14 603	16 063	17 670	19 437	21 380
Directors' Salaries	108 000	115 560	123 649	132 305	141 566
Employee Salaries	411 600	436 296	462 474	490 222	519 636
Finance Costs					
Bank Loan Repayment - Capital	-	-	-	-	-
Interest on Bank Loan	-	-	-	-	-
Lease Payments	-				
Income Tax Paid	- 204 636	7 420	10 301	8 534	11 926
Total Money Paid Out	3 451 703	710 576	764 743	808 271	870 282
Closing Bank Balance	183 211	183 739	222 543	237 873	298 259

Company Name: Uniko Development and Training Projects (PTY) Ltd

<u>Balance Sheet</u>	From		2022	To	2027
	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Assets</u>	Incl. Establishment Period				
Asstes (Depreciated)	98 057	196 113	294 170	392 227	490 283
<u>Current Asstes</u>					
Trade & Other Receivables	-	-	-	-	-
Cash & Cash Equivalents	183 211	183 739	222 543	237 873	298 259
Members' Contribution	100	100	100	100	100
Total Assets	281 368	379 953	516 813	630 199	788 643
<u>Equity & Liabilities</u>					
Share Capital	100	100	100	100	100
Retained Income / Accumulated Loss	3 000 000	281 268	379 853	516 713	630 099
Net Profit this year	- 2 718 732	98 585	136 861	113 386	158 443
<u>Long Term Liabilities</u>					
Long Term Liabilities : Bank Loan	-	-	-	-	-
<u>Current Liabilities</u>					
Outstanding Creditors	-	-	-	-	-
Total Liabilities	281 368	379 953	516 813	630 199	788 643