

ATRIUM INTERNATIONAL LIMITED
COMPANY PROFILE AND BUSINESS PLAN

The company is promoted by the Investors from India who is having extensive Industrial and Trade Experience in India. Its established in Tanzania to setup Manufacturing Facilities and Trade of various commodities.

Share Holders Details :

Arpan Singhal with 18000 No. of Shares and 90% Shareholding

Raja Jaipuria with 2000 No. of Shares and 10% Shareholding

Areas of Focus : Setting up TMT Re Bars Manufacturing facility and Trading of Billets and Bars in Tanzania Market . The idea is conceived by the shareholders to enter to this segment following their thorough Market study conducted by the expert consultants. Tanzania Market is considered as one of the safest and maturing market in the African continent with stable political environment and investor friendly Government policies.

Details of the project :

Automatic Rolling mill can produce daily 250 MT Bars with BS 500 Grade. Additionally Smelter project for making Billets using Iron scrap available in the country and importation from neighbor countries. Plant is being Imported from India.

Requirements :

Plant requires Industrial Land with 20 acres area plain Land and we are planning to choose in Kibaha Town council area. Area need to have good access to Water & Electricity Facility .

Target Dates for the project :

Project is expected to take 18-24 months to be completed and operational. So Management planned to import the steel Billets and Process the same from outsourcing from other manufacturers. Also we can supply Billets to other manufacturers. Company has already started looking for ideal site location which will be finalized soon. Steel Billets suppliers also been shortlisted and first order is made for importation. First consignment is expected to arrive in Oct 2022.

Other Details : Company Head office remains in Dar Es Salaam city and production team will reside in plant location . Management decided to give importance to Local Tanzanians in various position in the company .

Business Model :

During first 24 months it engages in Trade of Billets and TMT Bars . Steel Bars Targets clients mainly Contractors of Infrastructure Projects and other Traders. Company aims to reach the clients directly to minimize the cost by reducing Trade chain.

Monthly volumes are expected to be 1000 tons during first six months and 2000 Tons thereafter. Once plant is ready total volumes will be aimed at monthly 6000 MT. Also company provide Job work services for any other clients.

Employment Opportunities :

Total requirement of Manpower is more than 200 employees and main priority is given for the Tanzanians in employment. Company will use expatriates mainly during Plant erection stages and once operational its run by the Local Teams. Company also having plan to provide necessary Skills Development Programs to nurture the skills of the Employees.

Company provides Free and Fair environment to the employees and have lot of motivational schemes to unearth the talents of the employees. Various welfare schemes are planned for their safety and prosperity.

Technology Impact :

Plant is using State of Art technology to produce products with high Quality and minimum environmental effects. Company takes all measures to curb Pollution emissions coming during production activity.

Investment Cost and Sources

Investment Plan	Amount in USD		Resources
	CAPEX	WORKING CAPITAL	
Year 1	4,000,000	5,000,000	Own Equity
year 2	4,000,000	5,000,000	Refinancing from Banks

Implementation Schedule

Month 1 starts from 1st October 2022

Month 1-3	Land and Plant supplier finalisation
Month 4-6	Compound Wall ,Site preparation, Electricity connection
Month 7-10	Preparing Steel Structure for plant and civil works
month 11-18	Plant Erection
Month 19-20	Production Trial Runs
Month 21 onwards	Commercial Production commencement

Financial Projection for 5 years

				Amount in TZS
	Sales in Tons	Sales Value	Gross Margin	Net Profit
Year 1	15,000	43,500,000,000	4,350,000,000	2,175,000,000
year 2	30,000	87,000,000,000	8,700,000,000	4,350,000,000
Year 3	40,000	116,000,000,000	11,600,000,000	5,800,000,000
Year 4	50,000	145,000,000,000	14,500,000,000	7,250,000,000
Year 5	60,000	174,000,000,000	17,400,000,000	8,700,000,000

Capacity of the project

	Rolling Mill	Smelter
Installed Capacity	6000 MT	2000 MT
Target Operating Capacity	5400 MT	1800 MT