



Business Plan for ORM Global  
Company Limited

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## **1.0 About ORM Global Limited Company**

**ORM Global Limited** is an Israel-based company extended to Tanzania to establish a state-of-the-art manufacturing facility to process copper ore into the Copper Cathode, with the compliance number **163837609** as per Tanzania's Companies Act, 2022. Its headquarters are positioned in the Same district, Kilimanjaro region.

**ORM Global Limited** deals with the processing of copper ores like Chalcopyrite ( $\text{CuFeS}_2$ ), Bornite ( $\text{Cu}_5\text{FeS}_4$ ) to produce high-quality Copper Cathode (Cu) which has a purity level of at least 99.95%.

The motivation for setting up the company is driven by prime factors like contributing to the economic development of Tanzania, by elevating the livelihoods of people in the Same region and contributing to poverty reduction. On the other hand, the company recognizes Tanzania's potential as a strategic business hub for the East African region and beyond, and seeks to leverage this by establishing a presence in the country. By doing so, ORM Global Limited hopes to contribute to the growth of Tanzania's economy and position itself as a key player in the regional business landscape.

More importantly, the company also sees its investment in Tanzania as an opportunity to strengthen the existing friendship between Israel and Tanzania. The two countries have a long history of cooperation in areas such as agriculture, education, and health, and ORM Global Limited hopes to build on this legacy by contributing to Tanzania's economic growth and development, to create a win-win situation for both countries, and contribute to the continued strengthening of their bilateral relationship.

### **1.1 Our Vision**

To become the leading producer of high-quality minerals in Tanzania and the wider East African region.

### **1.2 Our Purpose**

Leveraging our advanced processing technology, expertise in the copper mining industry, and commitment to sustainable practices.

### **1.3 Our Business Values**

Core business values for ORM Global Limited:

- **Quality:** We are committed to producing high-quality copper cathode products that meet or exceed the expectations of our customers.
- **Safety:** We prioritize the safety and well-being of our employees, customers, and local communities by maintaining a safe work environment and adhering to strict safety protocols.
- **Sustainability:** We are committed to operating in an environmentally sustainable manner, minimizing our carbon footprint and reducing waste and pollution.
- **Innovation:** We embrace creativity and innovation, continuously seeking new and better ways to improve our processes, products, and services.
- **Community engagement:** We are committed to being good corporate citizens, engaging with local communities, and supporting social initiatives that benefit the Same region and wider society in Kilimanjaro.

## **2.0 Investment Objectives**

- i. To invest in a state-of-the-art manufacturing facility in Tanzania for processing copper ore into high-quality Copper Cathode.
- ii. To establish a presence in Tanzania and leverage the country's potential as a strategic business hub for the East African region and beyond.
- iii. To contribute to the economic development of Tanzania by creating employment opportunities and elevating the livelihoods of people in the Same region.
- iv. To contribute to poverty reduction in Tanzania by supporting social initiatives and engaging with local communities.
- v. To produce high-quality copper cathode products that meet or exceed the expectations of customers.

## **2.1 Company-Specific Objectives**

- i. To become the leading producer of high-quality minerals in Tanzania and the wider East African region.
- ii. To leverage advanced processing technology and expertise in the copper mining industry to produce high-quality copper cathode products.
- iii. To operate in an environmentally sustainable manner, minimizing the company's carbon footprint and reducing waste and pollution.
- iv. To prioritize the safety and well-being of employees, customers, and local communities by maintaining a safe work environment and adhering to strict safety protocols.
- v. To embrace creativity and innovation, continuously seeking new and better ways to improve processes, products, and services.
- vi. To engage with local communities and support social initiatives that benefit the Same region and wider society in Kilimanjaro.

### 3.0 The Process flow and Key Product

ORM Global Limited's copper cathode manufacturing process involves several stages of refining to produce high-quality copper cathodes with a purity level of at least 99.95%.



The process begins with the **extraction of copper ore** from the mine, which is then crushed and ground into a **fine powder**. The powder is then **treated with chemicals** to separate the copper from other minerals and impurities. The resulting copper concentrate is then further processed through a smelting and refining process to produce copper cathodes.

Our copper cathode manufacturing process adheres to strict quality standards to ensure that our products meet or exceed industry benchmarks. Our copper cathodes undergo **rigorous testing** at every stage of the refining process to ensure that they meet or exceed international standards for purity, conductivity, and other key parameters.

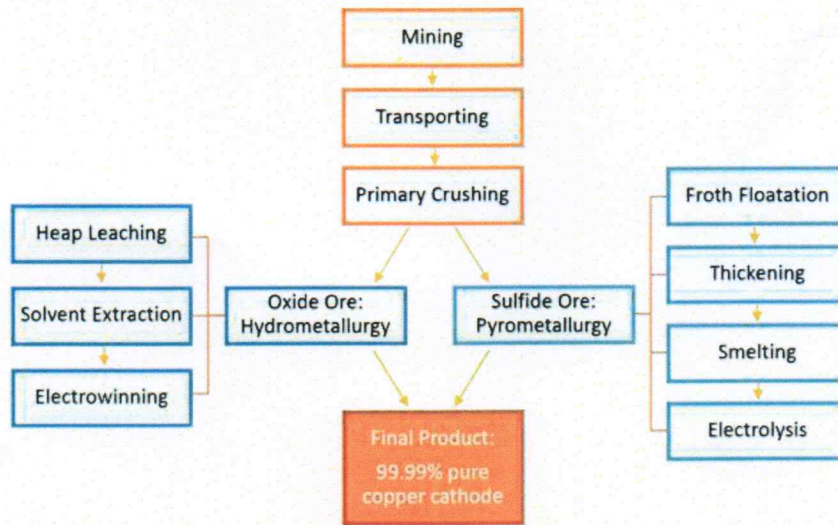


Figure 1 Process Flow of the Product Formation



ORM's copper cathodes are offered in various sizes and grades to meet the specific needs of our customers. Our products are widely used in industries such as electronics, construction, and manufacturing, where high-quality copper is essential for efficient and reliable operations.

ORM also offers customized solutions to meet the unique requirements of our customers, including the development of specialized alloys and coatings to enhance the performance and durability of our products.

#### 4.0 Market Analysis

Global trade of copper cathodes, which are high-purity copper sheets that are used as raw material in the production of various copper products. The copper cathode market was estimated at USD 23.41 billion in 2022, growing at a CAGR of nearly 6.60%. The market is expected to reach USD 33.83 billion by 2028 (Market Data Forecast, 2023).

On the same note, demand for base metal copper amounted to a global total of 23.5 million metric tons in 2020, a slight decrease from 2019. Global copper consumption is estimated to have increased by four percent in 2021 compared to 2020 (Statista, 2023)

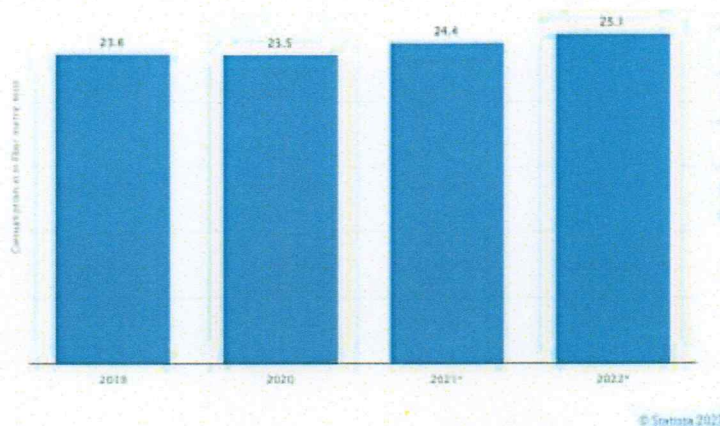


Figure 2 Data showing the demand growth of Copper Cathode

Based on the type and the quality contains the Standard Cathode and High-Quality level; the high-quality level is anticipated to be leading the market, due to the fact that it's easy to work, it can be pulled to fine wire diameters and it can come of fabric shapes. On the other hand, in the copper cathode market the application can be used as a conductor and electronic product. Based on electronic products are anticipated to grow in the upcoming years, electronic products use copper in almost every part i.e. wires in electronic products.

Table 1 The description of copper market size per region is described below;

S/n	Region	Use
1	North America	<b>US Government</b> to rebuild its infrastructure the demand of copper likely to increase in North America
2	Europe	Due to the growth of efficient and cost-effective smart cities and industrial sectors, copper cathode is demand is increasing rapidly in the <b>UK, Germany and France.</b>
3	Asia Pacific	Accounting for around 50% of global demand, due to Rapid industrialization and urbanization, Infrastructure development, and Energy transition and countries like <b>China</b> and <b>India</b> has a colossal demand for consumer goods such as smartphones, computers, and appliances, all of which contain copper.
5	Latin America	Due to rapid and continuous industrialization, the demand of copper cathode is high in countries like Mexico and Argentina.
6	Middle East and	Some of the major copper-consuming countries in the region

	Africa	include <b>Egypt</b> and <b>Saudi Arabia</b> . Egypt has been increasing its copper imports in recent years to meet the growing demand from its construction and power industries. Saudi Arabia's copper demand has been driven by its booming construction and infrastructure development projects, including the Riyadh Metro and Neom City.
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#### 4.1 Competitive Advantage

**ORM's** competitive advantage extends beyond the local business environment in Tanzania/East Africa. The company has a global perspective and leverages its strategic location, high-quality products, and customized solutions to compete in the global market.

- 1) Production of high-quality copper cathodes that meet or exceed industry benchmarks, making them highly competitive in the global market. **ORM** adheres to strict quality control measures and utilizes the latest technology and equipment to ensure that its products are of the highest quality. This enhances the company's reputation and appeals to customers around the world who value quality and reliability.
- 2) **ORM's** competitive advantage extends beyond the local business environment in Tanzania, and the company has a global perspective that enables it to compete in the global market.
- 3) Strong Partnerships: **ORM** has established strong partnerships with suppliers, customers, and government officials in Tanzania and Israel. This enables the company to navigate complex business environments and leverage its network for growth and success.
- 4) Strong Partnerships: The company has established strong partnerships with suppliers, customers, and government officials in Tanzania and Israel. This enables the company to navigate complex business environments and leverage its network for growth and success.
- 5) Customized Solutions: **ORM** offers customized solutions to meet the unique needs of its customers, including the development of specialized alloys and coatings to enhance the performance and durability of its products.
- 6) The processing plant will allow **ORM** to optimize its production processes, reduce costs, and increase efficiency. The company will be able to reduce its reliance on third-party suppliers for raw materials and instead source copper ore locally, thereby reducing transportation costs and enhancing its environmental and social responsibility.
- 7) **ORM** works with experts that oversee the entire copper cathode manufacturing process, from the sourcing of raw materials to the production and delivery of finished products. They ensure that the products meet or exceed industry benchmarks and adhere to strict quality control measures. The experts will also work closely with the company's management team to identify opportunities for growth and development and to develop strategies to meet the demand for copper cathodes in the global market.

## **5.0 Source of Supply of Inputs**

To ensure the smooth operation, ORM Global Limited has established contracts with various copper mines in Same region to source the raw materials needed to produce high-quality Copper Cathode. These contracts provide ORM with a reliable and consistent supply of copper ore, which is critical to the success of the program.

In addition to the contracted mines, ORM will implement quality control measures to ensure that the raw materials sourced from these mines meet the necessary standards for producing high-quality Copper Cathode. The company's commitment to quality is demonstrated through its core business values, which prioritize producing products that meet or exceed the expectations of its customers.

Furthermore, ORM Global Limited will put in place transportation and facilitation measures to ensure that the raw materials are delivered to the manufacturing facility in a timely and efficient manner. The company understands that transportation and logistics are critical components of its supply chain, and has invested in the necessary infrastructure and resources to manage this aspect of the business effectively.

## **6.0 Marketing and Sales Plan**

ORM's marketing and sales plan is designed to reach customers in the global market and maximize sales opportunities. The company will adopt a multi-faceted approach that combines both traditional and digital marketing strategies to increase brand awareness and generate leads.

ORM's plan is to leverage the existing country trade portals existing in Tanzania like the **EU Business Group, British Business Group, the American Chamber of Commerce, Swiss Business Group**, and other foreign power systems like embassies and trade diplomatic missions to ensure that the company is well-connected locally and globally.

On the other hand, the marketing and sales plan will involve establishing partnerships with major distributors, wholesalers, and retailers across different regions. ORM will also engage in direct sales by reaching out to potential customers through email campaigns, trade shows, and social media platforms.

We operate using the partnerships strategy, by signing long terms purchase agreements with the clients to meet their required demands. In the partnership agreement, we define the dimensions, technical, business structure, and functionality, we highlight the capital constraints in regard to the cost implications and financial risks.

### **Our customer/partnership onboarding process is outlined below;**

1. Scout for the manufacturing companies in our network
2. Send our partnership proposal
3. Meet for the high-level discussion
4. Our team, visits their workplace and conducts a vetting/due diligence process
5. Signed agreed-on terms and scope of work
6. We deliver per order

## 7.0 Key Implementation Steps

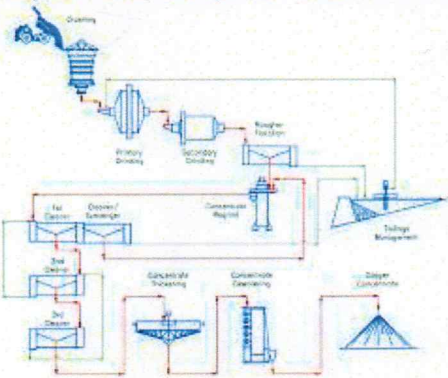
ORM Global Limited's ongoing operational strategy is focused on ensuring the long-term sustainability and profitability of its copper cathode manufacturing business. This includes a range of activities and initiatives related to mine leasing, planning, construction, and plant installation.

### a. Planning Phase (3-6 months)



One key aspect of ORM's operational strategy is **securing long-term mine leasing** agreements for 20-30 years. This involves identifying and negotiating lease agreements with reputable mine owners in the Same region. By securing long-term leases, the company can ensure a steady supply of high-quality copper ore to feed its processing plant and reduce the risk of disruptions to its operations.

**Plant Design:** Once the mine has been acquired, the next step is to design the plant layout and blueprint. This will involve identifying the different processing stages and equipment required and determining the optimal layout to ensure efficient material flow and minimize downtime.



**Equipment Selection:** The next step is to select the equipment required for each processing stage. This will involve identifying the most suitable suppliers and equipment types based on factors such as capacity, reliability, and maintenance requirements.

**Infrastructure Planning:** Once the equipment has been selected, the next step is to plan the required infrastructure, such as power and water supply, waste management, and worker accommodation.

**Roads and Access to Exportation:** The plant's location and access to transportation infrastructure will be considered during the building stage. Roads and access points will be built or improved to ensure efficient transportation of raw materials and finished products to and from the plant.

**Permitting and Environmental Compliance:** Before construction can begin, ORM will need to obtain the necessary permits and comply with environmental regulations like NEMC, OSHA, and other compliances from the Ministry of Works and the Ministry of Energy and Natural Resources. This will involve working with local authorities to ensure that all necessary permits are obtained and that the plant is built to the required standards. Also includes setting HSSEQ (Health, Safety, Security and Quality Control) policies and systems at every point of operations.

At this stage, ORM will be **employing international and local staff**, by signing contracts, setting employee directories, policies, and rules that govern the ORM, and entering into agreements as per legal and employee compliance of the government of the United Republic of Tanzania and setting operational process flow.

**b. Installation Phase (3-6 months)**



Once the blueprint has been finalized, the next step is to install the plant. This involves building the required foundations and installing the various processing stages and equipment in their designated locations as per the blueprint.

**Energy Systems and Water Step-up:** A reliable energy supply and water source are crucial for the plant's successful

operation. As such, the company will invest in high-quality energy systems and water step-up systems to ensure that the plant has a reliable supply of power and water.

**Plant Installation and Grading Systems:** The plant installation process will involve installing the various processing stages and equipment required for the production of copper cathodes. Additionally, grading systems will be installed to maintain an optimal standard of copper.

**Warehouse Positioning:** A strategically positioned warehouse is built to store the finished copper cathodes before exportation. The warehouse will be located near the plant for easy accessibility and efficient logistics management. At this stage also, it contains the building of offices, staff houses, a cafeteria, and other necessary infrastructure.



**Procurement of the Trackers and excavators** play which are essential for the mining and excavation of copper ore from the ground, which is the raw material used in the production of copper cathodes.

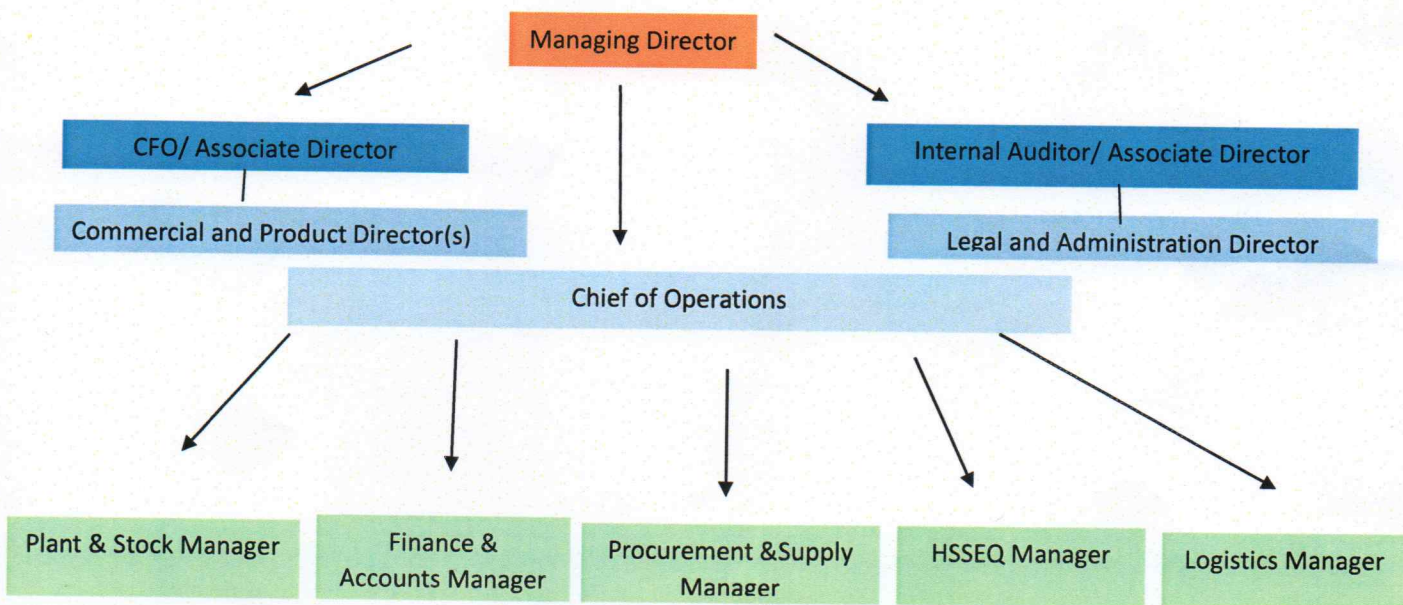
Excavators are used for digging and extracting copper ore from the ground. They are large machines with powerful hydraulic systems that enable them to excavate large amounts of material quickly and efficiently. Excavators are also used for loading the extracted copper ore onto the trackers for transportation to the processing plant. Acquiring trackers with **good conditions and heavy-duty** designed to transport large quantities of copper ore from the mining site to the processing plant.

## 8.0 Company Management

The company will require skilled personnel to run the various departments and ensure efficient operations. These positions include the Managing Director (1), Chief of Finance (1), Internal Auditor (1), Commercial and Product Directors (2), Legal and Administrative Director (1), Chief of Operations (1), Finance and Accounts Department (4), Procurement and Supply Managers (3), Health, Safety, Security, Environment and Quality Control (HSSEQ) Managers (2), and Logistics Managers (3). Recruitment for these positions will be done locally, and the company will prioritize hiring Tanzanians with the required qualifications and experience.

In addition, ORM Global will also require more than 20 unskilled labors for tasks such as cleaning, loading, and offloading raw materials, and general support tasks. The company will prioritize hiring from the local community, including those with limited education and training. By providing training and skill development opportunities, ORM can also promote upward mobility within the company and contribute to the long-term economic growth of the region.

**ORM will adopt a good gender-balanced leadership merged with diverse management skills as showcased below;**



## 9.0 Financial Implications

Setting up the factory, ORM will incur the following costs;

Table 2 Initial Investments Costs

S/n	Item	Cost Per Unit	Total
1	RECTIFIER 8000 AMP X 2 SET	@ 32,000,000	4,000,000
2	STAINLESS STEEL PLATES 0.5MM	@ 320,000 X 350	35,200,000
3	LEAD RODS	400PCS X 18,000	7,200,000
4	SULFURIC ACID 20 TON		17,000,000
5	STAINLESS/PLASTIC PUMPS	8PCS @ 2,500,000	20,000,000
6	JAW CRUSHER 1SET	@25,000,000	25,000,000
7	TARPAULIN/PLASTIC SHEET 100 X 60M X 2		34,000,00
8	PVC TANKS 8 PCS X 10,000LTS	@ 3,600,000	28,000,000
9	PVC PIPES VARIOUS – 500MTS		4,500,000
10	PVC CELLS – 6” CLASS ‘B’ = 400 MTS		2,600,000
11	PVC CEMENT – 200LTS	@ 12,000	2,400,000
12	ELECTRIC ROUND SAW		2,500,000
13	HARDWOOD – 2” X 2” X 400MTS		6,000,000
14	WOOD GLUE 20 LTS		100,000
15	ELECTRICITY – 3 PHASES		1,300,000
16	WATER SYSTEMS		30,000,000
17	ELECTRICAL SWITCHES – 6 LIGHTING		4,000,000
18	BUSSBAR RODS 100MTS (1/4 & 1/2”)		2,200,000
19	INITIAL LABOUR		4,000,000
20	TECHNICIANS & TECHNOLOGY		25,000,000
21	EXCAVATOR AND TRUCK 50 TONES		400,000,000
22	CONSTRUCTION OF OFFICE AND WAREHOUSE		200,000,000
			626,531,000 TSHS

### 9.1 One Year Financial Projections

ORM Global Limited on a quarterly basis for the first year of operations. Please note that these projections are estimates and actual results may vary based on a variety of factors, including market conditions, production efficiency, and changes in expenses.

Table 3 One-year financial projections

Quarter	Q1	Q2	Q3	Q4
Revenue	16,000,000	20,000,000	22,000,000	25,000,000
Expenses	8,714,333	9,214,333	9,714,333	10,214,333
Net Income	7,285,667	10,785,667	12,285,667	14,785,667

#### Assumptions:

Expected copper production per week: > 500 tons

Expected copper selling price per ton: \$8,000

Total expenses to set up the company: 626,531,000 TSHS

Revenue is based on the expected selling price of copper, assuming that the company produces and sells more than 500 tons of copper per week.

Expenses are based on the initial cost of setting up the company and ongoing operating expenses, such as salaries, utilities, and maintenance costs.

Net income is calculated as revenue minus expenses. Overall, the financial projections suggest that ORM Global Limited is expected to generate positive net income each quarter, which indicates that the company is expected to be profitable.

### 9.1 Five Years Financial Projections

To provide financial projections for five years, we will assume that the company will operate at the same capacity as in the previous year, producing more than 500 tons of copper per week and selling one ton for 8,000 USD. We will also assume that the expenses will remain relatively constant, with minor adjustments for inflation.

Table 4 financial projections for the next five years

Year	Revenue (USD)	Expenses (USD)	Net Income (USD)
1	208,000,000	14,294,137	193,705,863
2	416,000,000	28,588,274	387,411,729
3	624,000,000	42,882,411	581,117,589
4	832,000,000	57,176,548	774,823,452
5	1,040,000,000	71,470,685	963,529,315

**Note:** that these projections are based on the assumptions mentioned above and may not reflect actual performance. It is important to regularly review and adjust financial projections based on actual results and changes in the business environment

