

**BUSINESS PLAN FOR  
INVESTMENT OF  
MANUFACTURING OF IRON  
SHEETS AND BARS**

**HUA FU STEEL COMPANY  
LIMITED**

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## EXECUTIVE SUMMARY

**HUA FU STEEL COMPANY LIMITED** is limited Company incorporated in Tanzania under the Company act of 2002. The Company was incorporated 23, January 2014, and bears Certificate of Incorporation No. 105365.

**HUA FU STEEL COMPANY LIMITED** will be located at Kibaha Municipal Council, Disunyara Industrial Area Street. The outreach Office will be located at Pwani at Disunyara Industrial Area. Mlandizi Kibaha Coast Region.

### Company Goals and Objectives:

In Summary **HUA FU STEEL COMPANY LIMITED** aims to;

- To conduct the business of wholesale of construction materials, agricultural machinery, equipment and supply, construction of buildings, hardware, plumbing and heating equipment and supplies.
- Manage **HUA FU STEEL COMPANY LIMITED** by human resource policies which encourage and reward individual and unified effort and achievement, provide training and personal development opportunities and create a working environment in which staff can feel a real sense of job involve
- Build relationships with investors in the sector and conducts the business of manufacture of engines and turbines, except aircraft, cycle engines and other retail sale of new goods in specialized stores.
- Represent persons at meetings of local, national and international organizations and bodies concerned with activities connected or associated with any of the business of the company, to provide services of all kinds to such organizations and bodies and to negotiate and enter into national and international agreements/standards relating to matter of concern or interest to the company.
- To enter into any commercial or other arrangements with authority, corporation, government, company or persons to obtain or enter into any legislation, orders, charters, contracts, decrees, rights, privileges, licenses, franchise, permits and concessions for any purpose and to carry out, exercise and comply with the same and to make prosecute and defend all steps, contacts, arrangements, negotiations, legal and other proceedings, compromises, arrangements and schemes and to do all other acts that shall at any time appear conducive or expedient for the advantage of the company.
- Adopt best commercial practice and ethical standards in dealing with clientele, suppliers of goods and services and other contacts.

The project will be managed and operated by **HUA FU STEEL COMPANY LIMITED** is owned by Chinese citizens form China with the following share distribution;

| NAME OF SHAREHOLDERS | NATIONALITY | SHARES% |
|----------------------|-------------|---------|
| WANG SHENGJU         | Chinese     | 4%      |
| WANG WENQIAN         | Chinese     | 44.818% |
| MOHAMED SAID KILUWA  | Tanzania    | 25.227% |
| ZHU JING FENG        | Chinese     | 25.955% |

## PURPOSE OF BUSINESS PLAN

The investment objective of this business plan is to establish Manufacturing of Iron Sheets and Bars company in Pwani, Tanzania, which will produce high-quality manufacturing of Iron Sheets and Bars including hardware, plumbing, supplies while buying, selling, importing industrial materials, Manufacturing of Iron Sheets and Bars and construction installation. The need of manufacturing of building materials in Tanzania has significant growth potential due to the increasing demand for manufacturing of building materials in the country and the East African region.

The products of the company will be conducted from sustainable sources, ensuring environmental sustainability and social responsibility. The company will target both domestic and international markets.

## INDUSTRY OVERVIEW:

The Tanzania construction market is fragmented with domestic and international businesses, **HUA FU STEEL COMPANY LIMITED** being one among them. The construction industry is characterized by a huge number of microentrepreneurs, most of whom work in the country's informal economy. The country's formal construction business comprises indigenous and indigenized corporations as well as several big civil engineering and construction firms. However, the demand for manufacturing of building materials in Tanzania and the East African region is growing rapidly, driven by the growth of various industries. This presents an opportunity for manufacturing of building materials to capture a significant market share.

## MARKET ANALYSIS:

The target market for the manufacturing of Iron Sheets and Bars will be the industrial and commercial sectors, including buying, selling, importing, exporting, industrial, manufacturing of Iron Sheets and Bars and all other sectors manufacturing and producing company. Tanzania has a growing population of approximately 65 million people, and the demand for manufacturing of building materials is expected to grow at a compound annual growth rate of 8% over the next five years. The market is expected to be worth over \$6.75 billion by 2028, providing ample opportunities for growth and expansion.

Tanzania's heavy investment in building infrastructure has raised its indebtedness in recent years, as more infrastructure projects are being built around the country. Fiscal spending in 2021 was USD 15.7 billion with donors covering only 8% of the total. From 2021 to 2023, the government anticipates the economy to grow at a rate of 6.3%. Tanzania was promoted from a low-income country to a lower-middle-income status by 2030. The Tanzania's government is working to develop its infrastructure, energy and agriculture sectors to grow its economy and expand export opportunities.

## INVESTMENT OBJECTIVE:

The primary investment objective of the business is to import and sale of manufacturing of Iron Sheets and Bars in Pwani Region, Tanzania with a mission of establishing world-class manufacturing of Iron Sheets and Bars that will make a wide range availability from top manufacturing brands at affordable prices. The structural of manufacturing of Iron Sheets and Bars account for more than 42.3 percent of sales, its types include glue-lam, laminated veneer, floor and roof trusses, connectors, joist hangers, tie-downs and framed wall panels.

## PRODUCTS:

The proposed business will establish the following building materials:

**Natural Construction Materials:** This are those that are unprocessed or minimally processed by industry such as lumber or glass.

**Ceramic:** Clay is chemically similar to sand; in addition to silicon dioxide, it contains aluminum oxides and water; however the size of its particles is much finer and when wet, it is plastic in consistency.

When mixed with dust and other elements from the soil, clay forms mud, when clay is heated at high temperatures (800C or higher) it hardens creating ceramic materials like brick, roofing tiles, stoneware, ceramic tiles etc.

**Metallic:** The popular metals are iron and aluminum, the former alloyed with carbon to make steel, which used in structures by itself or with concrete to create reinforced concrete. Other metals include copper, zinc and titanium.

**Synthetic:** mainly plastics derived from petroleum though they can also often be synthesized, these are widely used in construction due to their unchanging nature which also makes them very non-eco-friendly due to the difficulty in recycling them. Tars and other polymers as well as synthetic products of different kinds are also used. Synthetic materials used in products such as binders, sealants, waterproofing agents and insulators. They can as well be in form of paints, enamels and varnishes.

The basic process of manufacturing of Iron Sheets and Bars typically involves the following steps:

### 1. Planning and Designing

- The planning phase is critical to the construction project because it lays the foundation for project implementation. It involves an in-depth explanation of the project, with timelines and milestones established according to the project's scope and goals; it also involves estimating, outlining and approving a budget.
- Designing is where the assistance of architects comes into play. Designing takes into consideration the project objectives in addition to the regulations and building codes specific to the region.

### 2. Preconstruction

- The preconstruction phase is the period in which the bidding is completed and the contractor selected. A team selected for project execution and roles like project manager, field engineer, health and safety manager, contract administrator and superintendent are assigned.
- Project materials are also selected during the preconstruction phase, formal building contracts, finance applications, land settlement applications and building licenses applications are also submitted during this stage.
- During this phase, many contractors make use of technological solutions to ensure successful preconstruction e.g. it can be used to proactively plan and avoid the need for reconstruction and rebuilds. This headset allows users to layer and delayer large models for real-time clash detection minimizing the chance of costly delays and rework.

### 3. Procurement

- Procurement is the phase in which materials decided upon are purchased. This is one of the most important phase of construction as it involves necessary materials being ordered and collected. This is also a stage at which a project's main workforce is hired, it is mostly assigned to a general contractor.

### 4. Construction

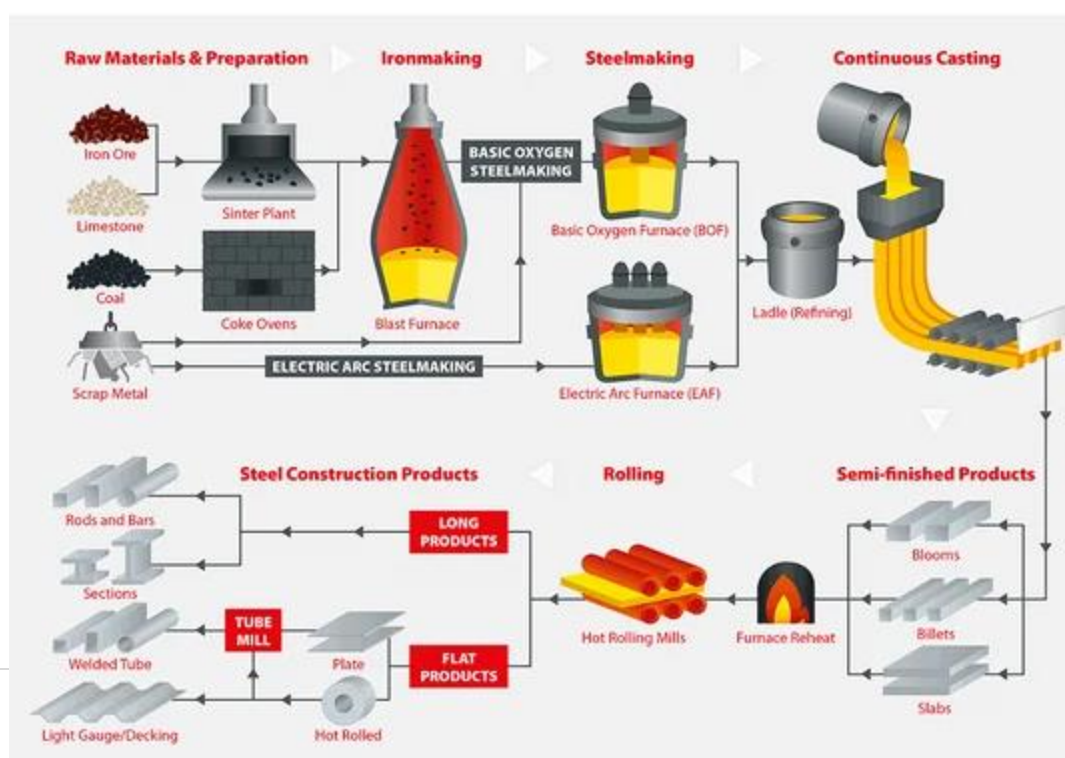
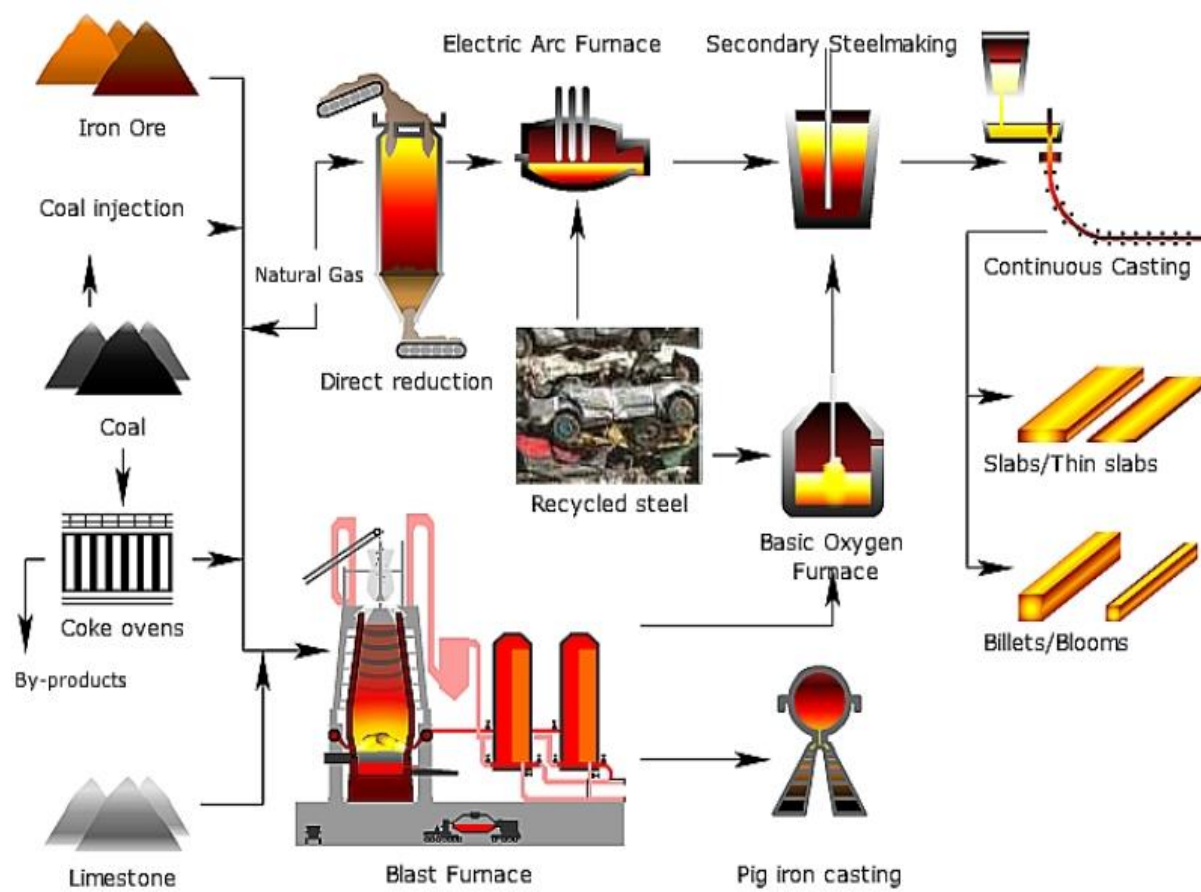
- The construction phase sees all the materials prepared being used to bring blueprints to reality. The work carried out during this phase will determine the quality of the project once its completed.
- During this phase, subcontractors collaborate with general contractors to ensure every aspect of the project is completed according to plan, working according to a schedule and a set of instruction assigned to them.

### 5. Closeout

- The closeout phase sees ensuring that the project is completed correctly and that its ready for occupancy. Here, building inspectors will conduct a safety examination to evaluate whether the building meets all the specifications and regulatory requirements.
- Project managers often conduct a post-project review during this phase to tick all the checkboxes from the contract, this ensures all the developmental plans are met according to the agreement to prevent the possibility of legal issues.

### 6. Post-Construction

- The post-construction phase involves builders providing new occupants a set frame in which they will perform necessary maintenance checks. Problems are not always apparent immediately after the completion of a construction project so a particular revisit time frame helps to identify any problems so they can be addressed.
- If there are any issues with the building's electrical systems, plumbing or the structure overall, a maintenance team will be sent out to conduct repairs or contact relevant subcontractors to address the problem.



### Investment Costs and Sources of Finances:

The total investment required for the project is estimated around \$3 million. The funding will be an equity financing from shareholders.

### JOB CREATION:

The proposed business of import and sale of manufacturing of building materials is expected to create over 150 direct jobs and an additional 300 indirect jobs in the supply chain and related industries. The business will employ skilled and experienced personnel, including engineers, technicians, economist, production staff and local people to ensure smooth operations and adherence to quality standards. Additionally, indirect employment opportunities will be created in the supply chain, including transportation, raw material suppliers, and other support services.

### Investment Funds Expenditure Breakdown:

The funds raised from the equity will be utilized as follows (USD):

|                       |                   |
|-----------------------|-------------------|
| Import:               | \$400,000,000,000 |
| Materials:            | \$2,000,000,000   |
| Vehicles:             | \$200,000,000,000 |
| Furniture & Fittings: | \$100,000,000,000 |
| Pre-expenses:         | \$100,000,000,000 |
| Others:               | \$100,000,000,000 |
| Working capital:      | \$100,000,000,000 |

### OPERATIONS PLAN:

Location: **HUA FU STEEL COMPANY LIMITED** will be headquartered in a strategic urban location that offers easy access to construction sites and client meetings.

Premises: Our office space will be designed with sustainability in mind, incorporating energy-efficient features and eco-friendly materials.

Equipment: We will invest in state-of-the-art construction equipment to ensure efficient project execution and maintain high standards of quality.

Staffing: Our team will consist of experienced architects, engineers, project managers and skilled laborers who share our passion for innovation and sustainability.

### MARKETING PLAN:

The marketing plan for the import and sale of manufacturing of building materials will focus on the following strategies:

Use word of mouth marketing: This marketing strategy is quite common and simple however; besides the influencers, customers also depend on hear-say when making their decisions on where to purchase materials, therefore, it is essential to control what is said by other customers, employees and even the influencers thus market share will definitely decrease. One effective way of controlling word of mouth is by maintaining close follow up with the customers.

Impress the Influencers: Influencers include architects, contractors and builders while the consumers are your actual customers having the influencers at your corner. This is because most of the time, actual customers depend on the influencers to decide on their behalf or advise them on which materials to use therefore, demonstrating the quality and affordability of the products.

Building a business name: This is the most significant bit of marketing, as far as manufacturing of building materials are concerned. While customers depend hugely on influencers and word of mouth, it is also essential to build a reputable name so that it can speak for itself because of the good quality and reasonable pricing.

Utilize online marketing: The internet has become the core of everything, under the construction industry it has no exception. Building material retailers are also adapting to these changes. In order to keep up, we are active in social media platforms like Facebook, Twitter, Instagram, LinkedIn, Email and YouTube.

**IMPLEMENTATION SCHEDULE:**

The implementation schedule for the manufacturing of furniture’s is estimated to be 15 months, as follows:

Pre-construction phase: 2 months. This will involve site selection, land acquisition, and obtaining necessary permits and approvals.

Design and engineering phase: 2 months. This phase will involve the design and engineering of the materials, including the layout, equipment and machinery selection, and other technical aspects.

Construction phase: 10 months. This phase will involve the construction of the materials and installation of equipment and machinery.

Testing and commissioning phase: 1 months. This phase will involve testing and commissioning of the material and equipment to ensure proper functioning before the start of production.

**FINANCIAL PROJECTION:**

The financial projections for the Furnitures manufacturing primary input are as follows:

**HUA FU STEEL COMPANY LIMITED**

**CASH FLOWS PROJECTION FOR FIVE YEARS FROM 2023 TO 2028**

|  | Pre-Startup EST | ,2024            | 2025             | 2026             | 2027             | 2028             | Total             |
|--|-----------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| <b>Cash on Hand</b><br>(beginning of month)      | \$ -            | \$ 1,000,000,000 | \$ 1,000,000,000 | \$ 2,400,000,000 | \$ 3,840,000,000 | \$ 5,424,000,000 | \$ 13,664,000,000 |
| <b>CASH RECEIPTS</b>                             |                 |                  |                  |                  |                  |                  |                   |
| Cash Sales                                       |                 |                  | \$ 1,000,000,000 | \$ 1,000,000,000 | \$ 1,100,000,000 | \$ 1,210,000,000 | \$ 4,310,000,000  |
| Collections from CR accounts                     |                 | \$ -             | \$ 400,000,000   | \$ 440,000,000   | \$ 484,000,000   | \$ 532,400,000   | \$ 1,856,400,000  |
| Estimated Capital for startup                    | \$ 500,000,000  |                  | \$ -             | \$ -             | \$ -             | \$ -             | \$ 500,000,000    |
| Loan   | \$ 500,000,000  |                  |                  |                  |                  |                  | \$ 500,000,000    |
| <b>TOTAL CASH RECEIPTS</b>                       | \$1,000,000,000 | \$ -             | \$ 1,400,000,000 | \$ 1,440,000,000 | \$ 1,584,000,000 | \$ 1,742,400,000 | \$ 7,166,400,000  |
| <b>Total Cash Available</b><br>(before cash out) | \$1,000,000,000 | \$ 1,000,000,000 | \$ 2,400,000,000 | \$ 3,840,000,000 | \$ 5,424,000,000 | \$ 7,166,400,000 | \$ 20,830,400,000 |

| <b>CASH PAID OUT</b>                |                  |                  |                |                  |                |                |                 |
|-------------------------------------|------------------|------------------|----------------|------------------|----------------|----------------|-----------------|
| Purchases other fixed               |                  | \$ -             | \$ 7,200,000   | \$ 7,920,000     | \$ 8,712,000   | \$ 9,583,000   | \$ 33,415,000   |
| Purchases vehicles                  |                  | \$ 80,000,000    | \$ -           | \$ 41,000,000    | \$ -           | \$ -           | \$ 121,000      |
| Gross wages (exact withdrawal)      |                  | \$ 15,000,000    | \$ 60,000      | \$ 60,000        | \$ 60,000      | \$ 60,000      | \$ 255,000      |
| Payroll expenses (taxes,            |                  | \$ 4,500,000     | \$ 20,400      | \$ 20,400        | \$ 20,400      | \$ 20,400      | \$ 86,100       |
| Supplies (office & operation.)      |                  | \$ 1,000,000     | \$ 1,100       | \$ 1,210         | \$ 1,331       | \$ 1,464       | \$ 6,105        |
| Repairs & maintenance               |                  | \$ 1,250,000     | \$ M1,375      | \$ 1,513         | \$ 1,664       | \$ 1,830       | \$ 7,631        |
| Advertising                         |                  | \$ 150,000       | \$ 165         | \$ 182           | \$ 200         | \$ 220         | \$ 916          |
| Car, delivery & travel              |                  | \$ 1,800,000     | \$ 1,980       | \$ 2,178         | \$ 2,396       | \$ 2,635       | \$ 10,989       |
| Accounting & legal                  |                  | \$ 4,500,000     | \$ 4,950       | \$ 5,445         | \$ 5,990       | \$ 6,588       | \$ 27,473       |
| Rent                                |                  | \$ 360,000       | \$ 36,000      | \$ 36,000        | \$ 36,000      | \$ 36,000      | \$ 180,000      |
| Telephone & internet                |                  | \$ 120,000       | \$ 132         | \$ 145           | \$ 160         | \$ 176         | \$ 733          |
| Utilities                           |                  | \$ 150,000       | \$ 165         | \$ 182           | \$ 200         | \$ 220         | \$ 916          |
| Insurance                           |                  | \$ 212,000       | \$ 21,412      | \$ 21,626        | \$ 21,842      | \$ 22,061      | \$ 108,141      |
| Taxes (real estate, etc.)           |                  | \$ 240,000       | \$ 240         | \$ 240           | \$ 240         | \$ 240         | \$ 1,200        |
| Interest                            |                  | \$ 75,000        | \$ 75,000      | \$ 75,000        | \$ 75,000      | \$ 75,000      | \$ 375,000      |
| Miscellaneous                       |                  | \$ 200           | \$ 220         | \$ 242           | \$ 266         | \$ 293         | \$ 1,221        |
| <b>SUBTOTAL</b>                     | \$ -             | \$ 241,110       | \$ 230,339     | \$ 273,282       | \$ 234,400     | \$ 236,710     | \$ 1,215,840    |
| Loan principal payment              |                  | \$ 750,000       | \$ 750,000     | \$ 750,000       | \$ 750,000     | \$ 750,000     | \$ 2,431,681    |
| Capital purchase (land)             |                  | \$ 100,000       |                |                  |                |                | \$ 4,829,946    |
| Capital purchase (excavators)       |                  | \$ -             | \$ 1,000,000   | \$ 100,000       | \$ -           | \$ -           | \$ 9,538,892    |
| Owners' Withdrawal                  |                  |                  | \$ -           | \$ -             | \$ 10,000,000  | \$ 12,500,000  | \$ 18,736,684   |
| <b>TOTAL CASH PAID OUT</b>          | \$ -             | \$ 1,091,110,000 | \$ 1,980,339   | \$ 1,123,282     | \$ 10,984,400  | \$ 13,486,710  | \$ 36,753,042   |
| <b>Cash Position (end of month)</b> | \$ 1,000,000,000 | \$ (91,110,000)  | \$ 419,661,000 | \$ 2,716,718,000 | \$ (5,560,400) | \$ (6,320,310) | \$ (15,922,642) |

As shown in the cash flow statement, we expect to have a steady inflow of cash from sales in the next three years. Our outflow will mainly consist of inventory costs, employee salaries, rent and utilities and marketing and advertising expenses. The net cash flow and cumulative net cash flow are expected to increase annually due to the growth in sales and efficient operation of the

business. We aim to achieve profitability within the first five years of operations and this projected cash flow statement shows that we are on track to achieving

These projections assume that the company will gradually increase production capacity and expand its customer base over the years. It also assumes that the cost of raw materials and operating expenses might have slightly variation.

It is important to note that these projections are only estimates and are subject to change based on market conditions, operating costs, and other factors.

#### **CAPACITY OF THE PROJECT:**

The proposed manufacturing of building materials will have a production capacity of 60000 tons per annul. This will be achieved through the installation of modern machinery and equipment, utilizing the latest technology in the manufacturing of furniture's industry. The plant will operate 24 hours a day, seven days a week, ensuring efficient production processes and meeting the growing demand for paper products in Tanzania and the East African region.

#### **CONCLUSION:**

Sustainable manufacturing of furniture's is those which are produced or sourced locally, these materials are containing recycled & industrial waste materials and by-products, sustainable materials have a lower impact on the environment & are thermally efficient. The production of these manufacturing of building materials requires considerably less amount of energy in production when compared to modern or traditional construction materials. The advantages in the selection of sustainable manufacturing of building materials lie in the fact that they are not only economically viable but also reduce toxic emissions thereby reducing overall environmental impact.

Sustainable construction should be considered as an important component in creating a sustainable development to the country. Therefore, a need to make a proper selection of construction materials, which have minimum environmental burdens, is of great significance in order to boost a building environmental performance. One important consideration is to integrate building design and manufacturing of building materials from the design process stage.

As the business grows, we intend to hire knowledgeable and experienced staff that can provide exceptional customer service and technical advice. We will offer competitive hourly wages and benefits that include health and dental insurance, paid time off and retirement plans. Our employees will be an integral part of our business operations, working together to provide a seamless shopping experience for our customers.