



HEAD OFFICE: Plot No. 7, Block F, House No. 43, P.O. Box 78783, Segerea, Dar es Salaam
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Executive Summary

Business Profile Summary

Market Research Summary

Marketing Summary

Finance Summary

Business Profile Summary

Signo Quality Building Materials Company is a Tanzanian Company owned by Tanzanian which was established in 2022 aiming at selling quality roofing sheets at reasonable price. This will enable more Tanzanians at different levels of income to get the best for their houses which will improve their living standards. The Company is located at Segerea Dar Es salaam.

Market Research Summary

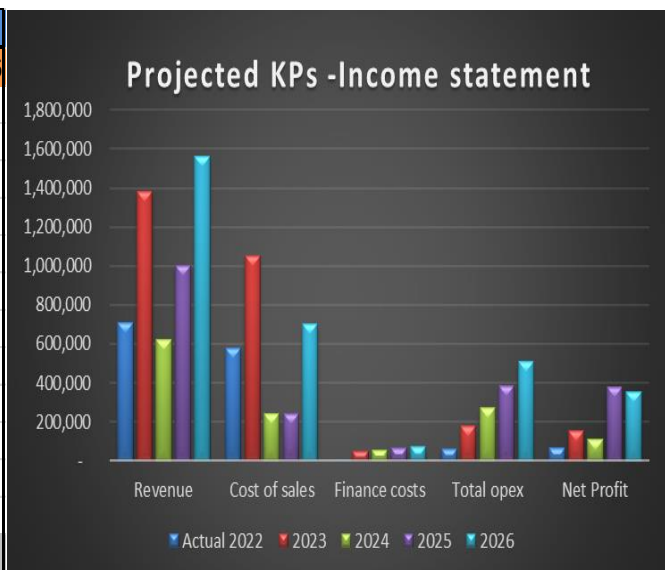
Construction industry in Tanzania is still booming day after day given the Tanzanian culture of considering owning a house as a key success for an individual. This has driven this industry to be involving from all levels of the society from high income earners to low-income earners. The market is mixed in terms of demand for high quality products versus the costs/prices. Thus, the Company need to ensure that it provides high quality products as well as standard products to be able to accommodate the market needs.

Finance Summary

The Company has estimated three years projections which indicated good performance as indicated below;

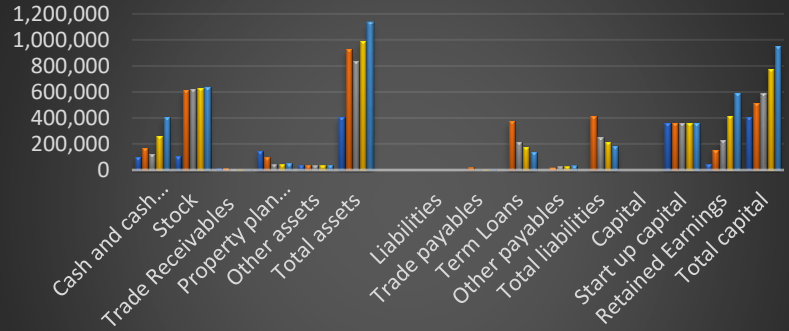
Net Income and Balance sheet

INCOME STATEMENT SUMMARY					
FY "TZS'000'	2022	2023	2024	2025	2026
Revenue	706,969	1,382,976	621,955	1,001,628	1,564,732
Cost of sales	578,969	1,051,221	243,995	243,995	701,894
Gross margin	128,001	331,754	377,960	757,633	862,838
Finance cost	1,042	50,769	56,607	65,810	74,156
Salary	10,225	23,400	63,672	78,049	95,958
Transport	7,130	9,047	20,684	20,684	20,684
Rent	16,100	28,800	33,396	33,396	33,396
Commission	5,010	24,688	21,970	64,769	125,216
Depreciation	8,676	24,002	22,198	39,094	43,003
Other opex	13,970	16,715	51,729	80,148	117,816
Total opex	62,152	177,421	270,256	381,950	510,229
Net Profit	65,848	154,334	107,704	375,684	352,608



BALANCE SHEET SUMMARY					
FY "TZS'000'	2022	2023	2024	2025	2026
Cash and cash equivalent	102,054	168,498	124,135	262,332	400,684
Stock	102,952	611,374	624,005	630,245	636,547
Trade Receivables	14,460	12,008	5,766	8,649	8,735
Property plan and Equipmen	146,750	97,313	47,876	48,355	48,838
Other assets	38,923	39,548	36,131	36,492	36,857
Total assets	405,139	928,741	837,913	986,073	1,131,662
Liabilities					
Trade payables	579	21,024	7,320	8,052	8,857
Term Loans		377,382	215,581	172,465	137,972
Other payables	-	17,742	27,026	29,728	32,701
Total liabilities	579	416,148	249,926	210,245	179,530
Capital					
Start up capital	358,466	358,466	358,466	358,466	358,466
Retained Earnings	46,094	154,127	229,520	417,362	593,666
Total capital	404,560	512,593	587,986	775,828	952,132

BS KPIs



- BALANCE SHEET SUMMARY 2022 ■ BALANCE SHEET SUMMARY 2023
- BALANCE SHEET SUMMARY 2024 ■ BALANCE SHEET SUMMARY 2025
- BALANCE SHEET SUMMARY 2026



Business Overview

Company History

Management

Location

Legal Structure

Vision & Mission

Professional Advisors

Goals & Objectives



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Business Overview

Production and distribution of Building materials in Tanzania is one of the key business activities which contributes to the Development of the country in terms of living standard and health. Thus, the business is connected to the based needs of human being. It is a business which creates its own market due to its importance.

Business Description

SIGNO QUALITY COMPANY LIMITED is involving in manufacturing of roofing sheets and all accessories related to roofing including roofing nails.

Unique Value Proposition

SIGNO QUALITY COMPANY LIMITED is aiming at producing quality and affordable products for all Tanzanians. This justifies our slogan “ Bati bora Nyumba Bora”

Company History

The Company started in June 2022 after clearly analysing the need of most Tanzanian for quality roofing sheets at affordable price. The company differentiated itself from other companies for its ambition to provide better services to Tanzanians and East Africa.

Management

The Company is headed by the Founder and Managing Director, ACPA Deusdedith Edward Mulindwa who has varsity experience in running big business in different industries including financial institutions and manufacturing. The Company has other qualified team in terms of operations and customer services.

Location

The Company is located at PLOT NO.7 SEGEREA near Segerea Prison. It is along Tabata -Segerea road which is easily accessible. The Company is planning to have its business centres across the country in the future.

Legal Structure

The Company is owned in form of Sole proprietorship where it is owned by the managing director. The Company is looking forward to expand into multi-Company in future.

Vision & Mission

Vision

To be one of the leading company in providing quality products and affordable ones across Tanzania and East Africa.



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Mission

Continue exploring on quality of the roofing products according to East Africa standards, Ensuring customers enjoy the value for money when consuming our products which will contribute to Tanzania living standards improvement.

Professional Advisors

The Company has high qualified advisors on this business. The team which has worked in the building materials especially roofing for many years with good experience of the market.

Goals & Objectives

The Company has the following objectives in the first three years of operations;

Goal	Objectives	Date
Goal 1	Reach TZS 675m in sales Introduce our products to all wholesale shops in Dar Es salaam Introduce our products in regions like lake zone, central zone, and Southern zone. Design products which will attract customers. Including warranty on our goods	Year1
Goal 2	Reach 4.9bn in sales Winning big tenders from the Government Establishing business centres in potentials regions especially cities Opening more opportunities to East African countries especially Burundi and Uganda and Congo.	Year2 &3

3. Products

- 30 Gauge roofing sheets;
- 28 Gauges roofing sheets;
- 26 Gauges roofing sheets;
- Roofing nails;
- Roofing hats and valley



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7. Financials

Breakeven analysis

Projected Profit and Loss

Projected Balance Sheet

Projected Cash Flow

Breakeven analysis

The Company managed to breakeven in the first month of operations as indicated in the projections below;

Projected Profit and Loss

As the Profit and Loss table shows the SIGNO QUALITY BUILDING MATERIALS COMPANY expects to have rapid growth in sales revenue and an increase in net profit over the next three years of operations.

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