

QICHUANG INVESTMENT COMPANY LIMITED
P.O.BOX 25630
DAR ES SALAAM, TANZANIA

BUSINESS PLAN

FOR

**MANUFACTURING AND PROCESSING OF GLASS PRODUCTS LIKE
UNSEALED GLASS, SHELLS GLASS, GLASS FIBERS,
TECHNICAL GLASS PRODUCT, DAILY GLASS PRODUCT,
DOORS AND WINDOWS, DOOR AND WINDOW FITTINGS, ELECTRONIC
ACCESS CONTROL PRODUCTS, ALUMINUM PANEL SHEETS, CURTAIN
WALLS.E.TC**

QICHUANG INVESTMENT COMPANY LIMITED
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Prepared By:

**QICHUANG INVESTMENT COMPANY LIMITED
P.O. BOX 25630
KIGAMBONI, DAR ES SALAAM
TANZANIA**

1. EXECUTIVE SUMMARY

Company & Project Concept:

QICHUANG INVESTMENT COMPANY LIMITED is a limited company incorporated in Tanzania under the Companies Act of 2002. The Company was incorporated on 29th May 2025 and bears Certificate of Incorporation No. 185393569.

QICHUANG INVESTMENT COMPANY LIMITED will be located in Dar es Salaam region, Kigamboni District, Kisarawe II Industrial Area.

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Our goals and objectives are clear and focused on operating a professional, profitable, and ethical enterprise, establishing lasting relationships with customers, suppliers, and stakeholders in the glass manufacturing industry.

Company Goals and Objectives:

In summary, QICHUANG INVESTMENT COMPANY LIMITED aims to:

- Engage in the manufacturing, processing, and sale of unsealed glass, shells glass, glass fibers, technical glass products, and daily glass products.
- Establish efficient production processes to meet domestic and regional market demands.
- Build a reputable brand recognized for quality, innovation, and compliance with national standards.
- Contribute to Tanzania's industrial growth and create employment opportunities.

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Purpose of the Business Plan:

This document has been prepared as a pre-feasibility study report for QICHUANG INVESTMENT COMPANY LIMITED for investment in the glass manufacturing sector within Dar es Salaam Region.

The pre-feasibility study report will also be submitted to relevant authorities, including the Tanzania Investment Centre, for consideration and potential award of investment incentives.

The implementation of this project will involve the following activities:

- Importation, procurement, and installation of advanced machinery and equipment for glass manufacturing.
- Equipping the production facility with modern fixtures, utilities, and supporting infrastructure.
- Sourcing raw materials locally and internationally to ensure sustainable production.
- Recruiting and training skilled and semi-skilled personnel for operations.

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2. THE PROJECT PROMOTERS

The project will be managed and operated by QICHUANG INVESTMENT COMPANY LIMITED which is owned by Chinese nationals from China with the following share distribution.

NAME OF SHAREHOLDERS	NATIONALITY	SHARES%
GENG LIQUN	CHINESE	30
ZENG LITING	CHINESE	40
LIU JUAN	CHINESE	30

2.1 Company legality

The legal certificates and documents such as Memorandum and Articles of Association, Certificate of Incorporation, Tax Identification Number. Justify that QICHUANG INVESTMENT COMPANY LIMITED is operating within the ambit of the law of the Land.

2.2 Investment Structure

The project is estimated to cost \$1,500,000 the money covers building structures but also allocated fund include investment in, building structure, Machineries and Equipment, furniture and fittings, pre-expenses and working Capital. T

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Forecasted financial Information, Financial information of QICHUANG INVESTMENT COMPANY LIMITED is projected within three years. The company projected profit and loss account show a respectable turnover (for refence you shall see on the last page.

2.3 Purpose of the project

This document is prepared to the serve the purpose as a feasibility study for QICHUANG INVESTMENT COMPANY LIMITED for establishment of the wood Industry Company. The implementation of the project will compromise of the following: -

- Procurements and installation Machinerics and Equipment for this project.
- Equipping the project will all necessary modern furniture and facilities
- Procurement semi –processed raw materials
- Employing more than 100 people

2.4 Summary of Expected Results:

At full implementation, the project is expected to achieve:

- Introduction of advanced glass manufacturing technology in Tanzania.
- Creation of at least 100 direct employment opportunities.
- Enhanced capacity to meet regional demand for high-quality glass products.
- Increased tax contributions and foreign exchange earnings for the national economy.

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3. BUSINESS DESCRIPTION

QICHUANG INVESTMENT COMPANY LIMITED is a limited company incorporated in Tanzania under the Companies Act of 2002. The company was incorporated on 29th May 2025 and bears Certificate of Incorporation No. 185393569. The company operates within the manufacturing sector, specifically focusing on the production and sale of glass products including unsealed glass, shells glass, glass fibers, technical glass products, and daily glass products

3.1 Legal Status

Legal certificates and documents such as Memorandum and Article of Association, certificate of incorporation, business license, Tax Identification Number, and value added Tax certificates Justify that **CHANGRONG WOODEN INDUSTRY COMPANY LIMITED** is operating within the ambit of the law of the Land.

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3.2 Mission and Vision

Vision:

To become a leading manufacturer and supplier of high-quality glass products within Tanzania and the broader East African region.

Mission:

To deliver innovative, reliable, and sustainable glass solutions that meet the diverse needs of customers, while upholding standards of quality, safety, and environmental responsibility.

The company will achieve this mission by:

- Establishing efficient and modern production processes
- Fostering strong relationships with clients, suppliers, and stakeholders
- Ensuring compliance with Tanzania Bureau of Standards and environmental regulations
- Offering fair remuneration and professional development to employees

3.3 The Project Promoters

The project will be managed and operated by QICHUANG INVESTMENT COMPANY LIMITED. The shareholding structure is as per the company's Memorandum and Articles of Association, and includes local and foreign investors committed to advancing Tanzania's industrial sector.

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NAME SHAREHOLDERS	OF	NATIONALITY	SHARES%
GENG LIQUN		CHINESE	30
ZENG LITING		CHINESE	40
LIU JUAN		CHINESE	30

3.4 Operations

The project will be managed and operated by QICHUANG INVESTMENT COMPANY LIMITED. The Company is finalizing acquisition of operation permits and Tax exemption clearance for machineries and equipment to start the implementation of the project. Management will establish sound operating guidelines to conduct the day-to-day operations of this project.

3.5 Project location

The project shall be implemented at constructed warehouses, administration block which will be spacious to accommodate project of this nature. The project shall be located in DAR ES SALAAM-TANZANIA

3.5 Postal address

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4. CORE ACTIVITIES OF THE COMPANY

QICHUANG INVESTMENT COMPANY LIMITED will engage in the following core activities:

- **Manufacturing and processing of glass products:**
Production lines will be established for unsealed glass, glass shells, glass fibers, technical glass, and daily-use glassware.
- **Importation and installation of machinery and equipment:**
Modern glass manufacturing equipment will be sourced and installed to ensure efficient and consistent production quality.
- **Product marketing and sales:**
Finished products will be distributed to domestic and regional markets through wholesalers, retailers, and export channels.
- **Environmental management:**
The company will implement sustainable waste management practices and comply with all NEMC requirements.

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5. EXPORT INDUSTRY

5.1 EXPORT INDUSTRY IN TANZANIA

The manufacturing industry is increasingly recognized as a cornerstone of Tanzania's economic transformation and long-term development agenda. Over the past decade, the Government of Tanzania has prioritized industrialization as a strategic pathway to diversify the economy beyond agriculture and mining, stimulate value addition, and create sustainable employment opportunities for a growing population. Manufacturing activities in Tanzania span a broad spectrum of subsectors, including agro-processing, textiles and garments, construction materials, chemicals and plastics, and more recently, glass manufacturing.

One of the key drivers behind the growth of the manufacturing sector is the rapid pace of urbanization and infrastructure expansion taking place in major cities such as Dar es Salaam. As the largest urban center and commercial hub, Dar es Salaam provides a uniquely advantageous environment for manufacturing enterprises. The city offers access to relatively developed infrastructure, including transport corridors, port facilities, and power distribution networks, which are essential for the efficient procurement of raw materials and the distribution of finished products to domestic markets. The concentration of construction projects, real estate development, and commercial activities in the city has created sustained demand for high-quality building materials, such as glass products for windows, facades, interior fittings, and industrial applications.

The Tanzanian Government has implemented a number of policies and regulatory reforms to support manufacturing growth and attract both local and foreign investors. These measures include the establishment of Export Processing Zones (EPZs) and Special Economic Zones (SEZs) designed to offer tax incentives, streamlined licensing procedures, and dedicated infrastructure to reduce the cost of doing business. The introduction of the Second Five-Year Development Plan (2016–2021), which emphasized industrialization

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as a driver of economic development, underscored the government's commitment to creating an enabling environment for manufacturing investments.

Despite the progress achieved, the sector continues to face several structural challenges that constrain its full potential. Limited access to reliable and affordable electricity, inefficiencies in logistics and port operations, dependence on imported machinery and specialized inputs, and compliance with standards and regulatory requirements can increase operational costs. Nevertheless, these challenges present opportunities for businesses that are able to introduce modern production technologies, establish efficient supply chains, and leverage local partnerships to strengthen capacity and competitiveness.

Overall, the manufacturing industry in Tanzania offers promising prospects for companies that are able to combine efficient production methods, adherence to quality standards, and responsiveness to market needs. The establishment of modern glass manufacturing facilities aligns with the government's industrialization agenda and demonstrates commitment to strengthening domestic capacity, reducing dependence on imports, and fostering sustainable job creation.

5.2 IMPORTANCE OF THE MANUFACTURING INDUSTRY IN TANZANIA

- **Economic Growth and Diversification**
Manufacturing contributes significantly to Tanzania's Gross Domestic Product (GDP) by adding value to raw materials and reducing reliance on primary commodity exports.
- **Employment Creation**
The sector generates both direct and indirect employment opportunities for skilled, semi-skilled, and unskilled workers across the country.
- **Import Substitution**
Local manufacturing reduces dependence on imported products, strengthens domestic supply chains, and conserves foreign exchange reserves.
- **Technological Transfer and Innovation**
Investment in manufacturing introduces modern production techniques, machinery, and know-how, improving overall productivity and competitiveness.
- **Infrastructure Development**

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Establishment of manufacturing enterprises stimulates the development of transport networks, power supply, and industrial zones, benefitting other sectors of the economy.

- **Government Revenue Generation**
Manufacturing companies contribute to tax revenues through value-added tax (VAT), corporate taxes, duties on raw materials, and fees.
- **Industrial Linkages**
Manufacturing creates demand for locally sourced inputs and services, supporting the growth of small and medium enterprises in agriculture, logistics, and trade.
- **Market Expansion for Local Products**
Manufacturing enables Tanzanian businesses to meet domestic demand and eventually explore regional markets with competitive products.
- **Skill Development and Human Capital Enhancement**
The sector provides training and skills development opportunities, building the capacity of the local workforce.
- **Contribution to National Development Goals**
Manufacturing aligns with Tanzania's Vision 2025 and industrialization strategies, positioning the country as a more resilient and self-sufficient economy.

5.3 PROJECT JUSTIFICATION

The proposed project is under management of QICHUANG INVESTMENT COMPANY LIMITED is in line with Tanzania Government efforts in accordance to support investment. This has also been noted of recent drive of attracting investors in Tanzania in order to maximize annual earnings from investment and also compete effectively with regional competitors. This also

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has been complemented by following measures

The government is making a critical review of all existing laws and regulations, taxation and policies with ultimate aim of improving and creating conducive environment for private sector Investment.

5.4 SOCIAL AND ECONOMIC IMPACT OF THE PROJECT

The proposed project will result into the following social and economic impacts:

- Improvement of the glass industry in Tanzania
- Increased competitiveness among the glass and manufacturing industry in Tanzania
- The project will provide employment to the Tanzanian people
- The Government and other agencies will benefit from various taxes, fees and commissions that will be paid to the Treasury etc. by this Company.

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6. OPPORTUNITY DRIVERS

6.1 UNIQUENESS LOCATION OF THE PROJECT

The project is uniquely situated in Kisarawe II Industrial Area within Kigamboni District, Dar es Salaam. This location offers a strategic combination of logistical, infrastructural, and market-related advantages that make it highly suitable for establishing a modern glass manufacturing facility. Dar es Salaam is the largest city in Tanzania and serves as the country's principal seaport and economic center. Its proximity to the port significantly reduces the time and cost associated with importing raw materials and specialized machinery required for glass production.

In addition, Kigamboni is an area designated for industrial development and is supported by government initiatives to improve infrastructure, utilities, and transport connectivity. The site benefits from access to major road networks linking the factory to other regions of Tanzania and neighboring markets. The availability of industrial plots, reliable power supply, and expanding logistics services makes the location ideal for manufacturing operations that require consistent utilities and distribution channels.

Being positioned within Dar es Salaam also ensures access to a large and growing market for glass products driven by the construction, real estate, and hospitality sectors. As urban development accelerates, demand for high-quality building materials—including unsealed glass, technical glass, and daily glass products—is expected to increase steadily. The project location therefore provides a strong foundation for efficient operations, competitive production costs, and sustainable market access.

6.2 GOVERNMENT POLICY

The Tanzanian government has implemented several policies and initiatives to promote the development of the wood and furniture industry, aiming to enhance economic growth, job creation, and sustainable resource management.

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7. MARKETING INFORMATION

7.1.1 Marketing Strategy

7.1.1 Overview

QICHUANG INVESTMENT COMPANY LIMITED will focus on producing high-quality glass products that meet national standards and customer expectations. The company will target wholesalers, construction companies, and retailers who require reliable and competitively priced glass materials.

To build market presence, the company plans to engage directly with clients, participate in industry exhibitions, and distribute product information highlighting the benefits of locally manufactured glass. Management will also prioritize maintaining a strong reputation for quality, timely delivery, and professional service to encourage long-term customer relationships.

Management will endeavor to create and maintain a positive, appealing image for the customers. This image will be consistently portrayed throughout all marketing channels and sales promotions. The following exemplifies some of the tactics we will use to drive more sales. The management team of QICHUANG INVESTMENT COMPANY LIMITED planned to be constituted by the following management team:

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7.1.2 Board of directors

QICHUANG INVESTMENT COMPANY LIMITED be managed by the board of Directors which is the apex body for strategic decision making of the project. Directors of the Company are the ones who having shares in QICHUANG INVESTMENT COMPANY LIMITED, The Company which shall manage this project.

7.1.3 General manager

Immediate after Board of Director they shall be a General Manager who will be responsible to take care of mater pertaining operation and managing daily activities of the project as well as other staffs' welfares and report them to the board of directors.

7.1.4 Production manager

Production Manager will be employed who expected to have an extensive background in the manufacturing industry. As the production Manager will be directly responsible for all processing functions including processing of glass and related products.

Under production manager there shall be reasonable number of technical staffs who will be involved in daily processing within this project.

7.1.5 Accountant/cash

An accountant will be employed who expected to have good experience in accounting system as well as he will be responsible in managing cash of QICHUANG INVESTMENT COMPANY LIMITED but also keeping books of accounts properly.

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7.1.6 Management Agreements

Management Agreements will be executed between QICHUANG INVESTMENT COMPANY LIMITED and other team managers. The purpose of these agreements is to define the expectations of both parties, establish an incentive structure, and define the grounds under which the agreement may be terminated.

7.1.7 Confidentiality agreements

QICHUANG INVESTMENT COMPANY LIMITED will enforce that all employees sign a confidentiality agreement. Confidentiality agreements with our employees and partners will protect our products, operating systems, policies and procedures. Having confidentiality agreement in place is essential to protect the company's trade secrets, and show our employees that we take our business seriously.

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8. CONCLUSION

QICHUANG INVESTMENT COMPANY LIMITED is a duly incorporated company under the Companies Act of 2002 and holds all the necessary legal permissions to operate a modern glass manufacturing facility in Kigamboni, Dar es Salaam. The company's Industrial License authorizes the production of unsealed glass, shells glass, glass fibers, technical glass products, and daily-use glass products to serve the growing needs of Tanzania's construction and commercial sectors.

The project is technically feasible and commercially viable, supported by access to essential infrastructure, a strategic location near the main port and urban markets, and a clear commitment to quality standards as required by the Tanzania Bureau of Standards. In addition, the project aligns with government policies aimed at promoting industrialization, import substitution, and employment creation.

Through the establishment of this facility, QICHUANG INVESTMENT COMPANY LIMITED expects to create direct jobs for more than 100 people, generate revenue for the government through taxes and fees, and contribute to technology transfer and skills development in the manufacturing sector. Management is committed to implementing the project professionally and efficiently to ensure long-term success and positive economic and social impact.

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INVESTMENT COST PLAN

<i>COST INVESTMENT STRUCTURE</i>	\$
Land and building	300,000.00
Plant and machinery	300,000.00
Vehicles	100,000.00
Furniture and fittings	100,000.00
Pre expenses	100,000.00
others	100,000.00
Working capital	500,000.00
TOTAL	1,500,000.00

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**FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2028 PROJECTED STATEMENT OF FINANCIAL POSITION FOR 5
YEARS FROM 2025-2029**

DETAILS	2025	2026	2027	2028	2029
PPE	150,000.00	160,000.00	170,000.00	180,000.00	190,000.00
Total Non-Current Assets	150,000.00	160,000.00	170,000.00	180,000.00	190,000.00
Inventory	370,000.00	380,000.00	390,000.00	400,000.00	410,000.00
Trade Receivables	90,000.00	95,000.00	100,000.00	105,000.00	110,000.00
Working Capital	500,000.00	500,000.00	500,000.00	500,000.00	500,000.00
Cash & Cash Equivalent	460,000.00	470,000.00	480,000.00	490,000.00	500,000.00
Total Current Assets	1,420,000.00	1,445,000.00	1,470,000.00	1,495,000.00	1,520,000.00
TOTAL ASSETS	110,270.00	145,270.00	180,270.00	215,270.00	250,270.00
Share Capital	40,270.00	40,270.00	40,270.00	40,270.00	40,270.00
Retained Earnings	20,000.00	45,000.00	70,000.00	95,000.00	120,000.00
Total Equity	60,270.00	85,270.00	110,270.00	135,270.00	160,270.00
Trade Payables	25,000.00	28,000.00	30,000.00	32,000.00	34,000.00
Other Payables	25,000.00	32,000.00	40,000.00	48,000.00	56,000.00
Total Liabilities	50,000.00	60,000.00	70,000.00	80,000.00	90,000.00
TOTAL EQUITY & LIABILITIES	110,270.00	145,270.00	180,270.00	215,270.00	250,270.00

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**FINANCIAL PROJECTION SUMMARY FROM 2025 TO 2029 PROJECTED STATEMENT OF
PROFIT/LOSS AND OTHER COMPREHENSIVE INCOME FOR 5 YEARS**

DETAILS	2025	2026	2027	2028	2029
Sales	880,000.00	898,000.00	986,000.00	900,000.00	950,000.00
Total Inflow	880,000.00	898,000.00	986,700.00	900,000.00	950,000.00
Opening Inventory	330,260.00	350,689.00	356,000.00	299,990.00	375,000.00
Add: Production Cost	498,000.00	499,000.00	496,000.00	495,000.00	495,000.00
Less: Closing Inventory	(350,689.00)	(356,000.00)	(299,990.00)	(370,000.00)	(370,000.00)
Cost of Sales	477,571.00	493,689.00	552,010.00	424,990.00	500,000.00
Gross Profit	402,429.00	404,311.00	434,690.00	475,010.00	450,000.00
Administration Expenses	90,400.00	90,500.00	90,600.00	100,000.00	130,000.00
Sales & Distribution Expenses	92,300.00	90,200.00	90,300.00	102,000.00	104,000.00
Finance Cost	92,300.00	90,400.00	90,500.00	90,900.00	92,000.00
Depreciation Expense	8,000.00	8,000.00	8,000.00	8,000.00	8,000.00
Total Operating Expenses	283,000.00	279,100.00	279,400.00	300,900.00	307,000.00
Profit for the Year	119,429.00	125,211.00	155,290.00	174,110.00	143,000.00