



Y & D GLASS CO. LIMITED

TOUGHENED GLASS | LAMINATED GLASS | BULLET PROOF | SANDBLASTING

Y AND D GLASS CO. LIMITED

BUSINESS PLAN

Corporate Office:

Y and D Glass Co. Limited.
Sinza Madukani, Shekilango Road.
Plot No. 30.
P.O. Box 54618.
Dar Es Salaam, Tanzania.

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EXECUTIVE SUMMARY

Y AND D GLASS CO. LIMITED, is a private limited company incorporated in the United Republic of Tanzania on 13th March 2024. The company is headquartered at Emirate House, Plot No. 30, Sinza, Dar es Salaam, with a mailing address of P.O. Box 54618.

Y and D Glass Co. Limited is a premier supplier of high-quality toughened glass in Tanzania. With a strong reputation for excellence, the company specializes in producing durable and safe glass products that cater to the growing demand in construction, interior design and automotive industries. Y and D is committed in providing innovative and reliable solutions, ensuring that customers receive the best value in terms of quality safety and aesthetics.

Y and D Glass, specialized in supplying of Toughened glass, which are known for their durability, safety, aesthetics and functionality in modern construction design. This glass will be widely used in the construction industry for applications such as windows, Doors and Partition.

With focus on quality, innovation and customer satisfaction, the company aims to expand its market and solidify its position as a leading toughened glass provider in Tanzania. By leveraging advanced glass processing technology and strategic partnership.

OVERVIEW

Y and D Glass Co. Limited, headquartered at Emirate House Shekilango Road, Plot no. 30, P.O. Box 54618, Sinza, Dar es Salaam, Tanzania, is a distinguished player in the construction industry, specializing in Processing and selling of toughened glass, as well as.

Y and D Glass Co. Limited has a one-year experience of processing toughened glass in the market. So, with the rise in Demand of toughened in today's market, we find that there is a need of growing further by starting our own processing industry within the country which will allow us to be the lead processing of toughened glass but also supplying to our customers and other companies that are importing toughened glass from other countries.

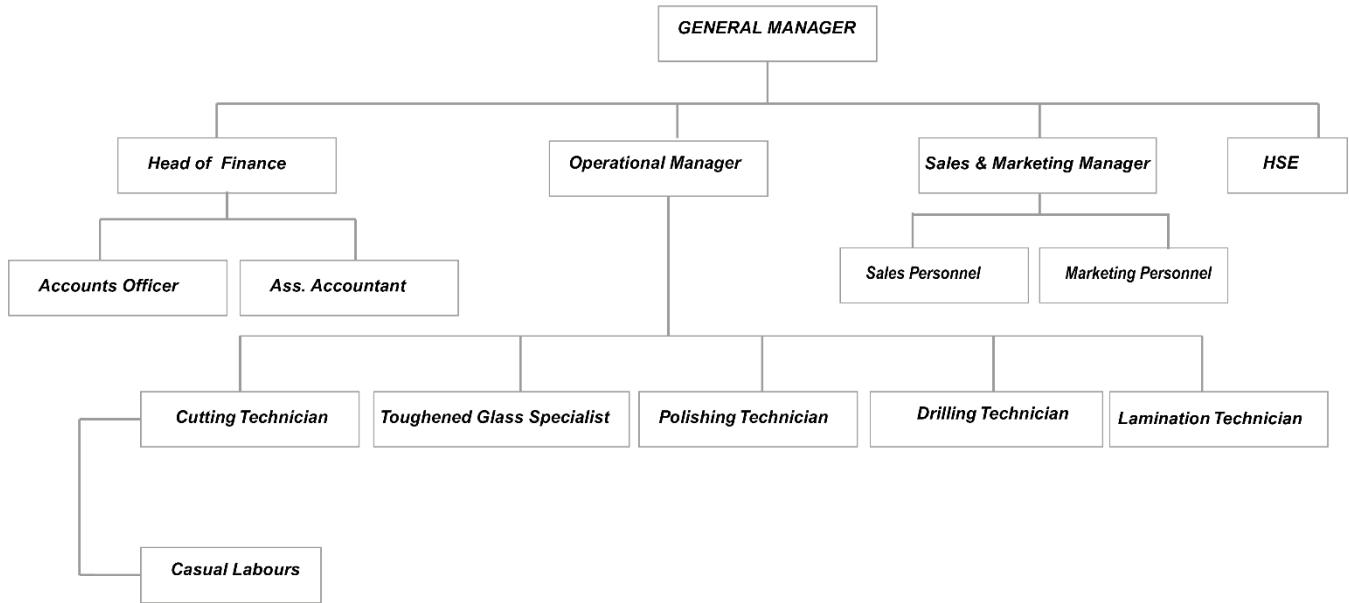
Y and D Glass, was founded with the vision of transforming the glass industry in Tanzania by offering locally processed toughened glass that meets the international standards. The company recognized the growing demand for high- quality, safety- enhanced glass, particularly in modern construction and infrastructure development. By investing in advanced glass processing technology.

Y and D Glass has positioned itself as a key player in industry, reducing reliance on imported toughened glass products and providing faster, more- cost effective solutions to customers.

Y and D Glass' Board of Directors comprises experienced professionals whose combined expertise, along with a well selected team of industry specialists, is a driving force behind the company's success.

The appointed management team provide strong leadership in technical operations, engineering, administration, finance, sales and marketing, ensuring that, Y and D Glass will continue to thrive as a trusted and innovative brand in processing toughened glass in construction industry

ORGANIZATION STRUCTURE



OUR VISION

To revolutionize Tanzania's glass industry by becoming the nation's trusted one-stop solution for all glass needs, transforming space through innovation, accessibility, and unmatched reliability.

OUR MISSION

To deliver high-quality glass products and services with exceptional speed, precision, safety and affordability, ensuring every customer from homeowners to large enterprises seamless satisfaction and lasting value.

OUR VALUES

At Y and D Glass, we deliver high-quality, timely solutions with integrity, innovation and a commitment to customer satisfaction and safety.

- ❖ Integrity
- ❖ Innovation
- ❖ Customer
- ❖ Aesthetics
- ❖ Timework

PRODUCTS DESCRIPTION

Y and D Glass aims at offering a premium range of toughened glass designed to meet the diverse needs of modern construction and architectural projects. Our toughened glass products will be known for their strength, safety, durability and aesthetic appeal for both residential and commercial applications.

Our glass range includes:

- ❖ Toughened Glass
- ❖ Polishing Glass
- ❖ Laminated Glass
- ❖ Tempered with Sandblast

PROCESSING OF TOUGHENED GLASS

Y and D Glass employs a meticulous, multi-stage process to produce toughened glass that meets the highest standards of strength, durability, and safety. Our advanced processing methods are designed to enhance the mechanical properties, thermal resistance, and aesthetic appeal of the glass. Below is a detailed breakdown of the key stages in our toughened glass production:

Cutting

Glass sheets are carefully cut to the required dimensions using advanced cutting tools. Precision cutting ensures that the glass meets exact size specifications and prepares it for further processing.

Polishing

After cutting, the glass edges are polished to achieve a smooth and refined finish. This step enhances both the appearance and safety of the glass by reducing sharp edges.

Drilling

Holes may be drilled into the glass as needed for specific architectural or functional requirements. This is done with specialized tools to maintain accuracy and avoid compromising the glass's integrity.

Tempering

The glass is heated in a furnace and then rapidly cooled. This tempering process increases the strength of the glass, making it up to five times stronger than ordinary glass and more resistant to impact and thermal stress.

Laminating (Optional)

For laminated glass, an additional layer of protective material is placed between two glass sheets and bonded under heat and pressure. This process enhances the glass's safety properties, ensuring that it holds together in case of breakage and reduces the risk of injury.

MATERIAL STORAGE

Proper storage of glass materials is critical to maintain their quality, prevent damage, and ensure efficient processing. At Y and D Glass, we follow strict storage protocols to protect raw glass sheets and other materials before they enter the in the processing of toughened glass and after.



At Y & D Glass sheets are stored upright at a slight angle. Special racks with padded surfaces or rubberized supports are used to cushion the glass and prevent damage.

For Glasses that are to be transported they are stored in special boxes customized specifically according to the quantity and sizes of the glasses

MARKET SWOT ANALYSIS

STRENGTHS (Our Key Strengths are):

- High-Quality Products: Offers premium Toughened glass that meet international standards, appealing to both local and regional markets.
- Diverse Product Portfolio: Provides a wide range glasses for windows, doors, and architectural applications.
- Distribution channels: Proximity to major construction hubs and transportation routes, ensuring timely delivery and reduced logistics costs.
- Experienced Team: Skilled workforce with expertise in processing toughened glass and customer service.
- Business Ethics:
- Stock Availability:
- Presence of Triple 2 Company limited serves as a strength since it's our potential customer dealing with supply of toughened glass.

WEAKNESSES (Our Main Weaknesses are):

- International trade risk: Dependence on Imported Raw Materials, Vulnerability to fluctuating exchange rates and international supply chain disruptions.

- Lack of aggressive: Marketing strategies to differentiate the brand from competitors.
- Unreliable IT infrastructures
- Inadequate market intelligence

OPPORTUNITIES (Key Opportunities in the Market are):

- Growing Construction Industry: Rapid urbanization and infrastructure development in Tanzania create high demand for toughened glass.
- Partnerships with Developers: Collaborating with real estate developers and contractors for bulk supply contracts.
- Technological Upgrades: E-Marketing, use of glasses in construction

THREATS (The main Threats we face are)

- Economic Instability: Inflation, currency fluctuations, and economic downturns in Tanzania may affect purchasing power and project funding.
- Regulatory Challenges: Compliance with local building codes, environmental laws, and import/export regulations.
- Raw Material Costs: Rising global prices of glass could erode profit margins.
- Shifts in Consumer Preferences: Potential for customers to opt for alternative materials due to cost or design trends.
- Political instability: Uncertainty in political environment may disrupt supply chains and investment leading to operational and market unpredictability

COMPETITIVE ENVIRONMENT

The toughened (tempered) glass industry in Tanzania is growing rapidly, driven by increased demand in construction and interior design. The country's booming real estate market, rising of urbanization and infrastructural developments have fueled the need of high-quality, durable and safety-enhanced glass products. As a results, multiple players are competing to capture market shares, including local processing industries, importers and glass retailers.

Y and D Glass operates in a dynamic and competitive industry, where differentiation is key to success. Our strategic approach focuses on quality products and services, superior craftsmanship, technological advancements, and strong industry partnerships to maintain a competitive edge.

Our Key Competitive Advantages:

❖ Quality Products and Services

We prioritize delivering high-quality toughened glass (tempered), that meet industry standards. Our focus on durability, safety, aesthetics, and customer satisfaction ensures long-term value for clients.

❖ Technological Advancements

Investing in modern construction techniques, smart technologies, and sustainable practices allows us to improve efficiency, reduce costs, and stay ahead of industry trends.

❖ **Strategic Partnerships**

We collaborate with suppliers, engineers, architects, and developers to access high-quality materials, specialized expertise, and exclusive opportunities, strengthening our market position.

❖ **Commitment to Compliance**

Adhering to regulatory standards, safety protocols, and ethical business practices enhances our reputation, ensures smooth industry registration, and builds trust with clients and stakeholders.

❖ **Customer-Centric Approach**

We focus on understanding client needs and providing personalized solutions, reliable service, and ongoing support, ensuring high customer satisfaction and loyalty.

SALES MANAGEMENT

Our sales approach is centered on building long-term customer relationships through direct engagement, value-driven solutions, and personalized service offerings. By understanding customer needs, we provide high-quality products and services tailored to their specific requirements, ensuring satisfaction and loyalty.

Compliance is a fundamental part of our strategy, and we obtain all necessary sales licenses and permits to maintain regulatory standards and enhance our credibility in the market. We continuously adapt to changing industry trends by leveraging technology, market insights, and strategic networking to expand our reach and stay competitive.

Our sales team is equipped with the necessary skills and industry knowledge to provide expert guidance and seamless service, fostering trust and confidence among customers. Through a combination of personalized interaction, innovative solutions, and regulatory adherence, we maintain a dynamic sales approach that drives business growth and long-term success.

ADVERTISING

At Y and D Glass, we utilize a data-driven marketing strategy to elevate our brand visibility and engage with a diverse audience. Our efforts are centered around social media outreach, digital advertising, industry exhibitions and strategic partnerships.

On platforms like Google, WhatsApp and Instagram, we create engaging content, sponsored ads, and interactive campaigns, while leveraging analytics to track and optimize performance.

Our digital advertising focuses on driving traffic to our website and mobile application, offering a seamless experience for potential customers and enabling precise targeting.

We also actively participate in key industry exhibitions and trade shows, showcasing our products and fostering relationships with industry professionals and potential clients. Furthermore, we form strategic partnerships with architects, construction companies, and building material suppliers to

expand our reach, collaborating on co-branded campaigns that enhance our market presence and credibility.

THE FINANCIAL ASPECTS

Y and D Glass principal investment structure will be of 2 Equity and 70% Bank Facility.

S/N	DETAILS	COMPANY TZS	BANKS TZS	TOTAL TZS
A				
I	INITIAL INVESTMENT			
	LAND & BUILDINGS			
	Land Acquisition	-	-	-
	Initial civil works for building structures	500,000,000	-	500,000,000
	Factory buildings and supporting structures	-	1,323,000,000	1,323,000,000
	Total Investment in Land & Buildings	500,000,000	1,323,000,000	1,823,000,000
II	EQUIPMENT & MACHINERIES			
	Factory Machines & Equipments	283,767,300	1,350,000,000	1,633,767,300
	Transport, Installation costs	245,065,095	-	245,065,095
	Total Investment in Factory Machines	528,832,395	1,350,000,000	1,878,832,395
	TOTAL CAPITAL EXPENDITURES (CAPEX)	1,028,832,395	2,673,000,000	3,701,832,395
III	WORKING CAPITAL	100,000,000	-	100,000,000
	TOTAL FINANCE	1,128,832,395	2,673,000,000	3,801,832,395

B: MARGIN ANALYSIS (PER ANNUM)

Refer to annexure 1 (Cash – flow projections) for more information.

C: RATIOS

Profit Margin (Profit/Sales Revenue)	30%
Return on Investment (Profit/Total Investment)	17%
Breakeven point (Fixed Cost-Variable cost)	\$ 488,000

FINANCIAL PROJECTIONS					
	Year 1	Year 2	Year 3	Year 4	Year 5
Production per annum	46,957	54,000	62,100	71,415	82,127
Price per unit	\$ 43	\$ 43	\$ 43	\$ 43	\$ 43
Sales per annum	\$ 2,000,000	\$ 2,300,000	\$ 2,645,000	\$ 3,041,750	\$ 3,498,013
Cost of Production	\$ (1,300,000)	\$ (1,495,000)	\$ (1,719,250)	\$ (1,977,138)	\$ (2,273,708)
Gross Profit	\$ 700,000	\$ 805,000	\$ 925,750	\$ 1,064,613	\$ 1,224,304
Operating costs	\$ (420,000)	\$ (483,000)	\$ (555,450)	\$ (638,768)	\$ (734,583)
EBIT	\$ 280,000	\$ 322,000	\$ 370,300	\$ 425,845	\$ 489,722
Tax	\$ (84,000)	\$ (96,600)	\$ (111,090)	\$ (127,754)	\$ (146,917)
EAT	\$ 196,000	\$ 225,400	\$ 259,210	\$ 298,092	\$ 342,805

Y AND D GLASS UNIQUE POSITION

Y and D Glass, aims to be the most preferred vendor for its clients by offering:

- **Safety and Durability:** strength you can trust, toughened glass is designed to break into small, blunt-edged fragment instead of sharp, dangerous shards. This reduces the risks of injury making it ideal for buildings.
- **Extensive Market Reach:** A nationwide presence with robust production and delivery infrastructure.
- **Customer-Centric Approach:** An industry leader, focusing on customer solutions for architectural and interior design needs
- **Innovative Technology.** A pioneer in utilizing advanced technology in glass processing industry.
- **Aesthetics and Functionality:** sustainable strength, Y and D Glass, targeting premium projects that require both beauty and durability.
- **High Production Capacity:** The undisputed leader with the highest production capacity in the toughen glass processing industry.
- **Uncompromised Quality:** Delivering the highest quality toughened glass consistently
- **Efficient Logistics:** Operating a self-managed logistics system to ensure timely and reliable deliveries.
- **Reliability and Speed:** The most dependable supplier for fulfilling large orders within short timeframes.

Contact Us

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