

## **Business & Financial Plan for :**

- **Global Gases Tanzania Limited**

### **Company Profile**

Global Gases Tanzania Limited is an integrated manufacturer and supplier of Compressed Argon & Argon + Co<sub>2</sub> mixture gases for the Industrial and Construction markets. The Global Gases Group is firmly rooted in Africa with Manufacturing sites and Distribution centers across the African Continent. Global Gases Group footprint has also grown to South Africa, Uganda, Nigeria,

To operate and manage the business over a large geographical span, Global Gases Group employs local and international expertise that manages this diverse operation. Honesty and Integrity, Innovation, Knowledge-sharing, and Entrepreneurship is core values that we embrace and foster to grow a team of empowered employees. Specialized training programs are developed and conducted continuously to grow the organization and to empower our partners in the Paint and Coatings Application industry.

Safety, Health, and Environmental Responsibility is central to our management systems. We are QMS ISO-9001 and EMS ISO-14001 certified, and these Management Systems are the backbone to execute this responsibility. Employees are continuously trained in the management and execution of the Production Processes in a Safe and Environment Friendly manner. We do risk analyses on these processes to assess SHE risks and improve and manage these risks.

Global Gases Tanzania is proud to produce and sell quality products that are environment friendly and consumer safe.<sup>1</sup>Our innovation and development resources spend considerable time and effort to improve existing products to

suit customer demand and to develop new products for a continuous changing market. Global Gases Group invests in the development of proprietary technology and has developed all its in-house formulations which gives us a competitive advantage in the markets we serve.

We serve our customers through a well-developed Sales and Marketing team. Our customer service delivery is supported by a complete Logistics and Supply Chain competency that is developed for the African Market. Global Gases Tanzania can claim that it reaches where competitors do not go.

## **Introduction**

Global Gases Tanzania Limited, a Tanzanian Company incorporated as private company on 04<sup>th</sup> July 2023 under Cap 212 of the Companies Ordinance of United Republic of Tanzania.

Global Gases Tanzania Limited has, as part of its strategic plan, expanded its operations in Tanzania with manufacturing facility strategically located at Tanga, Tanzania. Global Gases Tanzania Limited is planning to be one of the major manufacturer and distributor of Compressed Argon & Compressed Argon + CO<sub>2</sub> Mixture Gas.

## **Vision, Mission, and Core Values at Global Gases Tanzania Limited**

### **Vision:**

Global Gases Tanzania Limited is committed to being a Dynamic, Diversified, Global Group offering innovative solutions with a drive to excel in the interest of its Customers, Employees, Shareholders, Business Partners, and the Society at large.

### **Mission:**

1. We will invest in our People, set time-bound goals for employees, and will recognize outstanding performers by evaluating and monitoring their

performance at regular intervals.

2. We will encourage and promote open and continuous communication with our stakeholders by adhering to core elements of our culture.
3. We are committed to provide highest quality of products and services with affordable costs.
4. We are part of the society and are committed to be socially responsible.

**Values:**

- Knowledge
- Quality
- Innovation
- Integrity
- Speed of thought and action
- Passion and Commitment
- Execution
- Performance
- Transparency
- Teamwork

**Project Objective:**

Global Gases Group is well established business name in Africa & globally in countries like Australia, UK, Malaysia, India & other countries.

Considering the market expanse and demand for quality products, Global Gases Group has developed a full-scale Research & Development facility over the years, to ensure production of superior quality products and innovation for continual improvement. It is important that it further expands its product base and operations to produce world-class products with the most modern technology and processes.

Continuing to seek excellence in the segment, Global Gases Group has set forth following objectives for next five years:

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- Installation & Commissioning of plant for the manufacturing of

Compressed Argon & Argon + CO<sub>2</sub> Mixture gas, essentially required for the fabrication of Pipeline for the EACOP Project which will be running majorly in Tanzania.

- Installation of an Air Separation Unit in Uganda for the manufacturing of Liquid Medical Oxygen. An MOU has already been signed with Government of Uganda.
- Installation of PSA plants in 30 Hospitals in for the in-house production & supply of Medical Oxygen in remote hospitals in Uganda.
- Installation of Medical Oxygen Storage & supply facility in all the major hospitals of Uganda.
- Installation of LPG cylinder manufacturing & Cylinder Refilling Centre in Uganda.
- Explore diversification with possibilities of local manufacturing of following range of products to curb imports:
  - Manufacture of Compressed Nitrogen
  - Manufacture of Helium
  - Manufacture of Compressed Oxygen
  - Manufacture of Carbon dioxide gases

## **Locations**

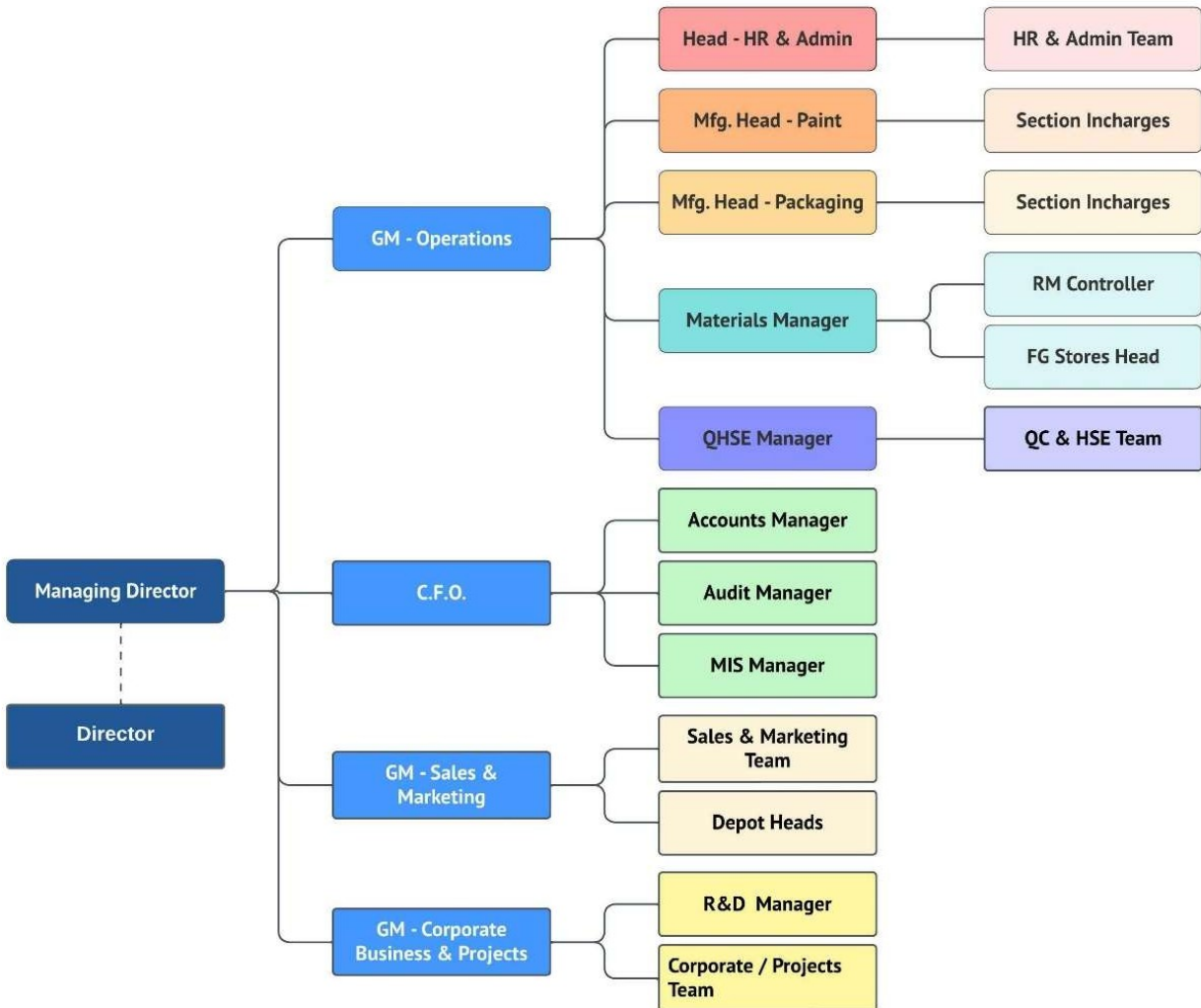
The business will be having the following manufacturing locations in Tanzania:

### **1) Head Office and Main Factory**

Global Gases Tanzania Limited  
P. O. Box 3979,  
Plot Nos. 123, 124, Gofu Area,  
Tanga City, Tanzania Email:  
[Arnab.Das@globalgases.com](mailto:Arnab.Das@globalgases.com)

## Management Structure

The organization of Global Gases Group is well managed team of experienced professionals in all disciplines that carry out the business affairs and its activities within the framework of corporate policy. Team is committed to doing job right the first time, exceeding the customer's requirements, everyone is contributing to quality and having a positive commitment to continual improvement. The company's Apex Management structure is as follows:



## **Business Outlook, Plans and Needs Assessment**

### **Business Outlook:**

Tanzania has been benefitting from the economic growth in the East African region which has averaged at 5.54% over the last 10 years. Expansion plans is on the forefront due to upcoming commercial and residential building projects, infrastructure projects national highways, mining sector and overall growth plan of all the sector. Additional to that the population growth estimate is at 3 % per annum.

This leads to demand for Industrial Gases including the Compressed Argon & Argon GO<sub>2</sub> Mixture Gas in the country increasing day by day.

The potential demand for Industrial Gases manufacturing is not only for local market but export markets also as there is rising demand in the neighboring countries like DRC, Rwanda, Burundi, and Uganda.

### **Imports**

A considerable amount of Compressed Argon & Compressed Argon + CO<sub>2</sub> Mixture is being imported from Middle East, South Africa, and Kenya.

**Project Investments:**

**A) Initial for Land, and Basic Utilities**

S. No.	Particulars	Tentative Quantity	Amount (USD)
1	Land Lease	Built up 612 Sq.mtr,	18000.00
2	Legal, and other statutory fees		
3	Boundary Wall		0
4	Utilities - Electricity, Water etc.	a) Transformer b) Borehole c) Pipelines d) Cabling	0
5	Residences Block	90.19 SQM- included in warehouse lease	0
6	Internal Roads	Various widths and lengths	1000
<b>Total</b>			

**B) Additional Capital Goods**

Total USD 500,000 in Phases – Phase 1 = USD 300 000, Phase 2 = USD 200,000

**Total Investment = USD 500,000**

## **Project Analysis**

### **International quality products:**

With the improved and automated manufacturing processes, Global Gases Tanzania will deliver world class quality products at affordable prices that will offer value for the money to Tanzanian market.

With planned technology upgrades, along with capacity augmentation, Global Gases Tanzania will deliver best in class products to customers across the region.

Thus, Global Gases Tanzania will create more opportunities for exporting their products to neighboring countries, bringing in more Forex into the country.

## **Financial Benefits**

### **Increased Revenue**

This project will earn steadily increasing revenue which will also contribute to government income by way of various taxes, duties and levies and support the economic development of the country.

### **Project evaluation**

With the current market demand and limitation on supplies this Project will bring benefits to all and ensure to give world class products and services at affordable price and give value for the money.

## **Business Financial Projections**

### **Project Management and Implementation**

This project is started with the support of an internal technical team at Global Gases Tanzania Limited, with outsourcing of certain activities as need be. All work is coordinated at the Head Office in Tanzania.

Detail Project Management Team are as follows:

- Project Leader : Mr. Arnab Das (General Manager)
- Project Engineer : Mr. Amit Sawant (Engineering Manager)
- Project Accountant : Mr. Grace Joachim (Accounts Manager)

## **Risk Assessment**

### **Demand**

The Demand situation will be influenced by consumer liquidity. Seen against the GDP growth prediction this is not seen as a medium to long term risk – rather as an opportunity.

### **Market competition**

The project may be affected by the current/future competition. Any new entrant in the market or expansion of the existing capacity by the current manufacturers may influence the business. Global Gases Tanzania believes that its strength in locally developed products for the African market combined with its supply chain know-how to reach customers in Africa will give the business an advantage over any competition.

### **Government Policies**

Project likely to be affect by change in Government Fiscal policy like VAT, other taxes and levies, Tanzanian Investment Policies, General Trade Agreement of EAC, SADC, or COMESA. Tanzania is one of the most stable East African countries in terms of Government policy and this is not seen as a major risk.

### **Financial Risk**

Exchange rate fluctuations may affect costs involved in the project.

### **Viability of the Project:**

The important financial indicators and ratios are significantly positive for this project. Together with the business knowledge and understanding that made Global Gases Tanzania one of the largest Compressed Argon & Argon CO<sub>2</sub> Mixture Gas Manufacturer and Distributor in Tanzania, these projects will perform to expectation and are viable as an undertaking. Insignia's strengths in the industry will support its growth expectation and turn the weaknesses into significant strengths.

## Site Layouts and Photographs

