

**GLORY ALUMINIUM MANUFACTURING LIMITED**

**BUSINESS PLAN**

**FOR**

**MANUFACTURING OF ALUMINUM PROFILES AND**

**RELATED PRODUCT**

## 1.0 EXECUTIVE SUMMARY

### 1.1 COMPANY

GLORY ALUMINIUM MANUFACTURING LIMITED a private Limited company incorporated in Tanzania with Certificate of Incorporation No. 183988956 dated 9<sup>th</sup> April, 2025; the company is new with great vision planning to create a precision manufacturing facility to produce aluminum profiles to be used in construction industry. Our goal is to provide our customers with fast turnaround, exceptional quality, unparalleled customer service, and competitive pricing.

### 1.2 LEGAL ENTITY & OWNERSHIP

GLORY ALUMINIUM MANUFACTURING LIMITED is owned by three foreign investors.

Share Holders	% Of Share	Nationality
ZENG QINGMING	37.5	China
ZHANG XIAOLEI	37.5	China
ZHU XUSHENG	25	China

### 1.3 LOCATION

The new project will be located **at Plot No. 14567, Kigogo Street, Kisarawe II, Kigamboni Dar es Salaam region**

#### 1.4 **OBJECTIVE OF THE STUDY**

The purpose of this study is to work out the technical and commercial viability of the project.

#### 1.5 **COMPETITION**

Currently there are many companies dealing aluminum profiles, the big challenge for the above mentioned is quality, varieties and price charged and customer service. It is very expensive and most of people cannot afford the price, and bad enough most of aluminum profiles are imported from China, Turkey etc., the quality is questionable that why the GLORY ALUMINIUM MANUFACTURING LIMITED came in to fill the gap.

#### 1.6 **COMPETITIVE ADVANTAGE/BARRIERS TO ENTRY**

By relying on our technology and an activity-based costing system, rather than a time-based system, we will be able to maintain competitive prices and sustain high profitability. Our technology and systematic efficiencies will allow us to have advantages in cost, speed and design capability. Ultimately, these advantages will quickly come to define GLORY ALUMINIUM MANUFACTURING LIMITED as an industry leader.

GLORY ALUMINIUM MANUFACTURING LIMITED technology gives us a significant advantage over our competitors, and our patent prevents others from being able to replicate the services we offer.

#### 1.7 **SPECIAL STRENGTHS OF GLORY ALUMINIUM MANUFACTURING LIMITED.**

- The customer care provided by the company
- New technology used by the company

- Directors experience in aluminum profile business
- Experienced technical staff

## **1.8 PRODUCT PRICING**

The pricing policy for the project will be based on the service cost and competition levels from substitute services available in Tanzania market considering various variables namely:

- Service positioning
- Gain market share from competitors
- Stimulating and increasing demand and

Achieving profitability and liquidity financial performance goals for the purpose of this business plan the average price is estimated to be USA\$ 3000 per ton and 256 tons per year

## **1.9 MONITORING AND EVALUATION**

The Management has full commitment to ensuring goods produced maintain the safety and standards required in the market. The quality control unit will establish a system of routine checking and getting feedback from customers, management philosophy is through business process, managers will strive to ensure compliance to standards and safety of products and customers they serve.

## **1.10 ENVIRONMENT PROTECTION**

The company intends to make environment friendly; the company will save the country's environment in particular and global environment in general.

## **1.11 TARGET CUSTOMER**

After extensive research, we decided to initially pursue market segments in the construction industry and furniture and fitting making industries. These are two very distinct markets with very different needs

## **2.0 PRODUCTS & SERVICES**

We design and manufacture aluminum profile include extruded, rolled, sheets, composite panels, diamond plate, and tread plate. Extruded sections are the strongest and most commonly used for structural framing, doors, windows and curtain walls. Rolled shapes are lower-cost alternatives. we will work in real-time with our customers to meet their design needs, which will reduce errors and detect design flaws early in the process. In turn, this will save the customer time and money. We plan to position ourselves as a forward-thinking company that continually invests in new ideas and technologies – unlike our competitors, which are similar profile manufacturing facilities. Because of our unique experience and machines, we will be in a position to potentially compete on price and quality. As this manufacturing business plan will outline, our unique that gives us a definitive advantage.

## **2.1 OVERVIEW OF THE MANUFACTURING PROCESS OF ALUMINUM PROFILES**

Aluminum molding profiles are widely used in various industries due to their lightweight, durability, and versatility. The manufacturing process of these profiles is complex and involves multiple steps to achieve the desired shape, dimensions, and properties. This article provides a comprehensive overview of the manufacturing process of aluminum molding profiles.

### **2.1.1 CASTING**

The first step in the process is casting, where molten aluminum is poured into a mold cavity that has the desired profile shape. The mold is typically made of steel or graphite and is designed to create the intricate contours of the profile. After pouring, the molten aluminum solidifies and takes the shape of the mold.

### **2.1.2 EXTRUSION**

Once the casting is complete, the aluminum billet is extruded through a die to achieve the final desired shape and cross-sectional profile. The die is made of hardened steel and has the profile contour cut into it. As the billet is forced through the die, it takes the shape of the die opening and emerges as a continuous profile.

### **2.1.3 AGING**

After extrusion, the aluminum profiles undergo an aging process to enhance their mechanical properties, such as strength and hardness. Aging involves heating the profiles to a specific temperature and maintaining it for a predetermined time. This process allows the aluminum atoms to rearrange themselves into a stronger and more stable crystalline structure.

### **2.1.4 SURFACE FINISHING**

To improve the appearance and corrosion resistance of the profiles, they can undergo various surface finishing processes. These processes include anodizing, powder coating, and painting. Anodizing creates a protective

oxide layer on the surface, while powder coating and painting provide a decorative and durable finish.

### **2.1.5 CUTTING AND MACHINING**

The extruded profiles can be cut to desired lengths and dimensions using saws or other cutting tools. They can also be machined to create specific features, such as holes, slots, or threads. This allows for the creation of complex profiles and integration with other components in assemblies.

### **2.1.6 QUALITY CONTROL**

Throughout the manufacturing process, stringent quality control measures are implemented to ensure that the profiles meet the required specifications. Inspections are conducted at various stages to check for defects, dimensional accuracy, and surface finish. This ensures that the final products meet the industry standards and customer requirements.

## **3.0 TANZANIA ALUMINUM MARKET SYNOPSIS**

Tanzania Aluminum Market Synopsis

The Tanzania aluminum market is projected to reach USD 1.2 billion by 2026, registering a CAGR of 3.7% during the forecast period (2020-2026). The growth in this market is attributed to the increasing demand for aluminum from various end-use industries such as construction, automotive, and packaging. Additionally, the government initiatives towards promoting investment in industrialization and infrastructure developments are further driving the growth of the Tanzania aluminum market.

Moreover, with growing urbanization and rising disposable income levels, there has been an increasing demand for lightweight materials like aluminum to support various industries' operations. This is likely to fuel product innovation over the coming years leading to increased application scope for different grades of aluminum alloys across numerous sectors including transportation and power industry among others.

However, fluctuating prices of raw materials due to changes in trade policies might impede production costs which could hamper market growth over 2020-2026 timeline.

#### **4.0 STRATEGY & IMPLEMENTATION**

To achieve our business goals, we will create a high-tech, precision manufacturing facility and will implement highly efficient operations processes. We plan to promote GLORY ALUMINIUM MANUFACTURING LIMITED with an aggressive, targeted marketing campaign. This will include a media campaign, print and online advertising and a targeted direct-mail campaign. In addition, we will focus heavily on establishing our presence within the industry at relevant trade shows.

#### **4.1 FEATURES & BENEFITS**

GLORY ALUMINIUM MANUFACTURING LIMITED will be the key to distinguishing and drawing attention to our company. Once we have a particular industry or customer's attention, we will sell them on our fast turnaround, exceptional quality, unparalleled customer service and competitive pricing.

Obviously, speed, quality, service and price are qualities most of our competitors will list in their mission statement. However, GLORY

ALUMINIUM MANUFACTURING LIMITED will – from the beginning – invest in top quality, highly sophisticated machinery as well as implement innovative operations policies. These steps will ensure our ability to deliver beyond normal industry standard and surpass our customers' expectations saving them time and money.

## **4.2 DEVELOPMENT**

As our company grows, we plan to expand our facility and by producing different aluminum profiles. At that point, we will be able to control all operations in-house from initial design to mold creation and even mass production of the finished products. In addition, we will stay atop technology trends and upgrade equipment and processes as needed and can be afforded. We will also continue to research and pursue shares of existing markets such as packing, defense, electronics and telecommunications and update portions of this manufacturing business plan accordingly.

## **5.0 SWOT ANALYSIS**

The SWOT analysis for this manufacturing business plan is as follows:

### **Strengths**

- Potential for East Africa customer base
- Manufacturing & production expertise
- Understanding of emerging technologies
- Understanding of target markets
- Competitive product pricing

- Exceptional quality and customer service
- Implementation of cost saving processes

### **Weaknesses**

- No company history
- Small initial customer base
- New staff
- Lack of leverage with new relationships

### **Opportunities**

- New products & processes
- Bringing new technology into the industry
- Developing a new reputation
- Hiring new talent
- New innovations and applications of our technology

### **Threats**

- Impact of new legislation
- Technologies developed by competitors
- Challenges in building a talented staff
- Retaining key staff members
- Market demand fluctuations

## **6.0 STRATEGY & IMPLEMENTATION**

### **6.1 PHILOSOPHY**

GLORY ALUMINIUM MANUFACTURING LIMITED T's business philosophy is to make the needs of our customers our main priority. It is our mission to provide our customers with fast turnaround, exceptional quality, unparalleled customer satisfaction and competitive pricing. With the introduction unveiling of our modern design and manufacturing facility, we will position GLORY ALUMINIUM MANUFACTURING LIMITED as a superbly innovative company and a future industry leader.

To achieve this position, we will implement our company's plan to create a state-of-the-art mold-manufacturing facility and invest in the most accurate precision machinery available. We will implement the highest standards of operational systems and quality control.

### **6.2 INTERNET STRATEGY**

Our plan is to position GLORY ALUMINIUM MANUFACTURING LIMITED as a technology-driven innovative company within the aluminum profile sector of the industry. To do this, we are putting forth a great amount of time and resources into developing a premiere Web site. We are working with a design firm and have secured a domain.

In addition to describing our manufacturing processes and design capabilities, we will feature numerous success stories and images of prototypes and products we have produced. Our site will also include a simple online form to complete for custom quotes as well as a generic form to submit questions and comments.

Our vision is to create a Web site that will become an integral part of our marketing, sales and daily operations. We will use **Wix** to set up our site. This tool has all of the features we need, including the ability to create and edit the site very quickly. It also has ecommerce and other capabilities. Using **Wix** will also enable us to save money since we can create the site ourselves and will not have to hire a web designer.

## **7.0     MARKETING STRATEGY**

GLORY ALUMINIUM MANUFACTURING LIMITED recognizes the critical importance of marketing. We will require a properly designed and executed marketing plan to ensure market penetration and business success. Until we hire an in-house sales and marketing team, we will work with a marketing and public relations firm. Once a sales and marketing staff is in place, we will reassess the need for an outside firm.

In addition to conveying to our potential customers the fast turnaround, exceptional quality, unparalleled customer service and competitive pricing offered by Titus Mold Manufacturing, we will also position our company as future-minded and a leader in the integration of innovative technology into the mold manufacturing process.

Our marketing plan will include an initial publicity campaign that introduces our company and patented products. Further, we will launch a comprehensive advertising campaign in construction industry and furniture trade publications and related Web sites. The publicity campaign will be closely followed by a direct-mail campaign to targeted customers.

The other main component of our marketing plan will be to attend trade shows which will require booth construction and maintenance, marketing

materials such as brochures, and promotional items such as pens with our logo.

To increase local awareness of our company and to foster a positive public perception, we will participate in and sponsor local charity events.

## **7.1 SALES STRATEGY**

GLORY ALUMINIUM MANUFACTURING LIMITED will build a sales team focused on securing new business in short and long term. The sales team will be motivated by commissions and performance-based bonuses.

Under the direction of executive management, we will employ an outside sales staff as an inside sales staff, which will be cross-trained to handle general customer service calls. The outside sales staff will focus primarily on trade show attendance, comprehensive follow up, relationship building, closing deals, and securing referrals.

## **7.2 STRATEGIC ALLIANCES**

GLORY ALUMINIUM MANUFACTURING LIMITED plan to develop strategic alliances with construction association and furniture making.

## **8.0 PROJECT INVESTMENT COST**

The project is estimated at US Dollars **\$1,000,000** to cover for the acquisition modern machineries, equipment and motor vehicles. Breakdown of the total investment is as proved here below.

### GLORY ALUMINIUM MANUFACTURING LIMITED COST STRUCTURE US\$

<b>PARTICULAR</b>	
Land and Buildings	100,000.00
Machinery & Equipment	400,000.00
Motor Vehicles	180,000.00
Furniture & Fixtures	5,000.00
Pre exp	10,000.00
Others	5,000.00
Working Capital	300,000.00
<b>TOTAL</b>	<b>1,000,000.00</b>

#### 8.1 INVESTMENT PATTERN

It is estimated that a total of US\$ **1,000,000** will be required over a period of five years of the project to acquire the various assets.

<b>Source</b>	<b>Value (\$)</b>
Equity	500,000
Loan	500,000
Total	1,000,000

## **9.0 ECONOMIC BENEFITS:**

The promoter's mission is to contribute maximum benefits to the society and economy at large. They and will continue creating good livelihood for their employees and their families and have a strong tax generation capability.

## **10.0 Financial Analysis**

### **10.1 Considerations and Assumptions:**

The corporate tax charged is 30% of the profits. Capital investment allowance is 50%. The capital assets are exempted from custom duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied, it is assumed to be 5% annual depreciation.

It is assumed that the major raw material will be procured from local market and other will be imported. Revenues have been conservatively estimated based on experience of the promoters and trends in the industry.

8 years financial projections have been worked out

### **10.2 Projected Profit and Loss Statement**

The Income and Expenditure Statement shows the projected income for the 8 years period. The position depicted is that the project earns profit throughout its life. Accumulated after tax profits grow from. US \$ **225,820** in first year to US \$ **2,362,960 in** the 8 years, refer appendix (I)

### **10.3 Projected Cash Flows**

The project's cash flows depict a good liquid position right from the first year. Cash accumulation builds up from US \$ **287,220** in the first year to US

\$ **2,093,059** at the end of 8 years of the project's operations, refer appendix (II)

#### **10.4 Projected Balance Sheet**

The company owners' equity increases from US \$ **500,000** at the end of first year to US \$ **2,301,859** at the end of 8<sup>th</sup> year which is significance increase as you can see, refer appendix (III)

#### **10.5 Projected Risks**

No major risks have been identified for this kind of project so far. Unless a change in the country's political and economic stability and global changes affect Food business.

#### **10.6 Implementation Schedule**

Project implementation is expected to be relatively very short once project has been approved it is estimated that construction of serviced furnished apartment will be completed within two years: -

<b>S/N</b>	<b>ACTIVITY</b>	<b>PERIOD</b>
1	Processing TIC Certificate of Incentive	April 2025
2	Processing Exemptions	May-June 2025
3	Mobilizing Fund	May -July 2025
3	Construction of buildings	August -February 2026

4	Ordering Machines and other equipment	March -May 2026
5	Testing business and in-house training	August –October 2026
6	Commercial operations	November 2026

## 11.0 CONCLUSION & RECOMMENDATION

### 7.1 CONCLUSION

- The project is profitable and contributes to government revenue by way of taxes.
- The project provides employment to **35** people.
- The project is an encouraging sign to prove that we have investors who have confidence with Tanzania and are ready to invest such large sums of investment.

### 7.2 RECOMMENDATION

After the foregoing economic and financial evaluation of the project, we strongly recommend that this project be implement and be given all the support required by all the concerned Government Ministries and Agencies, including the Tanzania Revenue Authority, TRA and the Tanzania Investment Centre – (TIC). The project deserves this support because of its viability, since it is technical feasible, economically viable and socially acceptable.



**APPENDIX I**

**GLORY ALUMINIUM MANUFACTURING LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT " US \$**

	1	2	3	4	5	6	7	8
<b>Revenue</b>	768,000	806,400	846,720	889,056	933,509	980,184	1,029,193	1,080,653
<b>Operating Expenses:</b>	384,000	403,200	423,360	444,528	466,754	490,092	514,597	540,327
<b>Profit before Depreciation &amp;Interest</b>	384,000	403,200	423,360	444,528	466,754	490,092	514,597	540,327
<b>Interest</b>	40,000	32,000	24,000	16,000	8,000	0	0	0
<b>Depreciation</b>	21,400	21,400	21,400	21,400	21,400	21,400	21,400	21,400
<b>Gross Profit</b>	322,600	349,800	377,960	407,128	437,354	468,692	493,197	518,927
<b>Tax (30%)</b>	96,780	104,940	113,388	122,138	131,206	140,608	147,959	155,678
<b>Profit After Tax</b>	225,820	244,860	264,572	284,990	306,148	328,084	345,238	363,249
<b>Accumulated Profit</b>	225,820	470,680	735,252	1,020,242	1,326,390	1,654,474	1,999,712	2,362,960

**APPENDIX II**

**GLORY ALUMINIUM MANUFACTURING LIMITED PROJECTED CASH FLOW US\$**

<b>SOURCES:</b>		1	2	3	4	5	6	7	8
Profit before interest and depreciation	-	<b>384,000</b>	<b>403,200</b>	<b>423,360</b>	<b>444,528</b>	<b>466,754</b>	490,092	514,597	540,327
Equity	500,000								
Loan	500,000								
<b>Total Sources</b>	<b>1,000,000</b>	<b>384,000</b>	<b>403,200</b>	<b>423,360</b>	<b>444,528</b>	<b>466,754</b>	<b>490,092</b>	<b>514,597</b>	<b>540,327</b>
<b>Applications:</b>									
Capital expenditure	690,000	-	-	-	-	-			
working Capital &Others	310,000								
Cash	-	287,220	298,260	309,972	322,390	335,548	349,484	(194,464)	384,649
Tax	-	96,780	104,940	113,388	122,138	131,206	140607.636	709060.356	155677.9687
<b>Sub total</b>	<b>1,000,000</b>	<b>384,000</b>	<b>403,200</b>	<b>423,360</b>	<b>444,528</b>	<b>466,754</b>	<b>490,092</b>	<b>514,597</b>	<b>540,327</b>
<b>Total applications</b>	<b>1,000,000</b>	<b>384,000</b>	<b>403,200</b>	<b>423,360</b>	<b>444,528</b>	<b>466,754</b>	<b>490,092</b>	<b>514,597</b>	<b>540,327</b>
Accumulated cash		287,220	585,480	895,452	1,217,842	1,553,390	1,902,874	1,708,411	2,093,059

APPENDIX III

GLORY ALUMINIUM MANUFACTURING LIMITED ROJECTED BALANCE SHEET US \$

<b>Fixed Assets</b>	-	1	2	3	4	5	6	7	8
Opening balance	-	690,000	668,600	647,200	625,800	604,400	556,956	500,511	444,067
<b>Total Long-term Assets</b>	-	690,000	668,600	647,200	625,800	604,400	556,956	500,511	444,067
<b>Less depreciation</b>	-	21,400	21,400	21,400	21,400	21,400	21400	21400	21400
<b>Closing balance</b>	-	668,600	647,200	625,800	604,400	583,000	535,556	479,111	422,667
Working capital	310,000	310,000	310,000	310,000	310,000	310,000	310,000	310,000	310,000
Accumulated cash	-	287,220	585,480	895,452	1,217,842	1,553,390	1,902,874	1,708,411	2,093,059
<b>Total assets</b>	<b>310,000</b>	<b>1,265,820</b>	<b>1,542,680</b>	<b>1,831,252</b>	<b>2,132,242</b>	<b>2,446,390</b>	<b>2,748,430</b>	<b>2,497,522</b>	<b>2,825,726</b>
Financed by									
Equity	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Accumulated profit	-	225,820	470,680	735,252	1,020,242	1,326,390	1,654,474	1,438,611	1,801,859
Total equity	500,000	725,820	970,680	1,235,252	1,520,242	1,826,390	2,154,474	1,938,611	2,301,859
Long term loan	500,000	400,000	300,000	200,000	100,000	-	-	0	0
<b>Total debts</b>	<b>500,000</b>	<b>400,000</b>	<b>300,000</b>	<b>200,000</b>	<b>100,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total equity and debts</b>	<b>1,000,000</b>	<b>1,125,820</b>	<b>1,270,680</b>	<b>1,435,252</b>	<b>1,620,242</b>	<b>1,826,390</b>	<b>2,154,474</b>	<b>1,938,611</b>	<b>2,301,859</b>

## GLORY ALUMINIUM MANUFACTURING LIMITED PROJECTED LONG-TERM LOAN REPAYMENT US\$

Year	principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	100,000.00	40,000.00	140,000.00	500,000.00
2	100,000.00	32,000.00	132,000.00	400,000.00
3	100,000.00	24,000.00	124,000.00	300,000.00
4	100,000.00	16,000.00	116,000.00	200,000.00
5	100,000.00	8,000.00	108,000.00	100,000.00

## GLORY ALUMINIUM MANUFACTURING LIMITED COST STRUCTURE US\$

<b>PARTICULAR</b>	<b>US\$</b>
Land and Buildings	100,000.00
Machinery & Equipment	400,000.00
Motor Vehicles	180,000.00
Furniture & Fixtures	5,000.00
Pre exp	10,000.00
Others	5,000.00
Working Capital	300,000.00
<b>TOTAL</b>	<b>1,000,000.00</b>

## GLORY ALUMINIUM MANUFACTURING LIMITED FIXED ASSETS SCHEDULE (US\$)

NAME OF ASSETS	1	2	3	4	5	6	7	8
	Land And Buildings	100,000	98,000	96,000	94,000	92,000	90,000	88,000
Machinery, Tools & Equipment	400,000	396,000	392,000	388,000	384,000	380,000	376,000	372,000
Motor Vehicles	180,000	165,600	151,200	136,800	122,400	108,000	93,600	79,200
Furniture & Fixtures	10,000	9,000	8,000	7,000	6,000	5,000	4,000	3,000
<b>Total</b>	<b>690,000</b>	<b>668,600</b>	<b>647,200</b>	<b>625,800</b>	<b>604,400</b>	<b>583,000</b>	<b>561,600</b>	<b>540,200</b>
<b>DEPRECIATION</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>			
Land and buildings	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Machinery tools & Equipment	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Motor Vehicles	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400
Furniture & Fixtures	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
<b>ANNUAL DEPRECIATION</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>	<b>21,400</b>