

CANWORKS MANUFACTURING LIMITED

BUSINESS PLAN

FOR

SETTING UP A PLASTIC AND METALLIC CAN

MANUFACTURING

PREPARED FOR

CANWORKS MANUFACTURING LIMITED

Dar es Salaam

1.0 Executive Summary

CANWORKS MANUFACTURING LIMITED is a company incorporated in Tanzania with Certificate of Incorporation No. 187188482 dated 23rd July, 2025, the company plan to manufacture high quality plastic cans and metallic (steel/aluminum) cans for beverages, processed foods, and industrial applications.

1.2 Project Location

The project will be located at Plot No. P24804, Kisarawe II. Kigamboni district, Dar es Salaam region, the area is industrial area leveraging port access and infrastructure.

1.3 Mission

Provide high-quality, recyclable packaging while supporting sustainable practices and boosting local manufacturing.

1.4 Project Sponsors

CANWORKS MANUFACTURING LIMITED will be sponsoring this project. The Company is currently jointly owned by two shareholders.

Share Holders	% of Share	Nationality
CHEN ZANJUN	70	China

LIU QUANFENG	30	China
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1.5 Objective of Study

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

2.0 Market Analysis

2.1 Plastic Cans

In 2024, the Tanzania plastic injection molding market—which includes production of plastic containers like cans, jars, bottles, and food-grade packaging—was valued at approximately US 113.2 million.

It is projected to grow to about US 145.5 million by 2030, at a CAGR of roughly 4.1 %

Injection-molded products account for a substantial portion of packaging demand in key sectors—especially food, beverage, pharmaceuticals, and consumer goods—all of which heavily rely on rigid plastic containers like cans and jars.

Tanzania's total packaging sector (covering plastic, metal, paper, glass) was estimated at around US 1.1 billion in 2024, with a projected growth rate of ~6.5 % annually till 2025

Plastic packaging typically constitutes 40%+ of total plastic consumption both globally and locally. Tanzania generates between 0.84 and 1.21 million tons of plastic packaging waste per year, with under 4% being recycled, this volume underscores the massive domestic consumption and usage of plastic containers, including rigid packaging.

Key Drivers of Demand

- Rapid urbanization and rising incomes: Growth in supermarkets, retail, and e-commerce is boosting demand for packaged goods
- Sector expansion: Food & beverage, pharmaceutical, cosmetics, and consumer manufacturing increasingly require plastic cans/jars.
- Shift toward recyclable and sustainable packaging: Stronger regulatory push and environmental awareness encourage demand for food-safe, recyclable containers, especially those made with post-consumer recycled (PCR) content

Demand is expected to grow at mid-single-digit to low double-digit compound annual rates, particularly given rising consumption, regulatory changes, and sustainability trends.

2.2 Metallic Can

The Tanzania metal containers market (including cans, drums, aerosol cans, pails, IBCs, etc.) is projected to grow at a CAGR of ~8.6% between 2024 and 2030.

Metal containers are used widely in sectors such as food & beverage, chemicals, automotive lubricants, pharmaceuticals, cosmetics, and building materials, metal packaging market in Tanzania is valued at USD 8.39 billion in 2025, expected to reach USD 9.59 billion by 2030, growing at ~2.7% annually. Increasing demand is led by food & beverage and aerosol packaging needing durable, sustainable materials such as steel and aluminum.

Key Demand Drivers in Tanzania

- Food & Beverage sector growth: Canned foods (vegetables, fish, tomato paste, corned beef) and beverages drive consumption. Locally canned goods like tomato paste and sardines are widely consumed.
- Industrial lubricant and chemical packaging: Companies such as Oryx and automotive suppliers use lube cans and drums.
- Aerosol and personal care products: Cosmetics, paints, sprays use steel cans and drums.
- Sustainability focus: Recyclability of steel and aluminum supports environmental regulations and corporate recycling initiatives.

Domestic demand for metal cans in Tanzania is robust and growing, especially across food & beverage, industrial lubricants, and aerosols. Metal containers likely represent a significant portion (40–60%) of Tanzania's broader metal packaging market.

2.3 Potential Customers for Plastic Cans

i. Agrochemical Companies

Use for packaging pesticides, fertilizers, and plant nutrients.

Examples:

- Balton Tanzania
- Yara Tanzania
- Tanzania Fertilizer Company (TFC)

ii. Food & Beverage Processors

Plastic jars used for peanut butter, honey, spices, cooking oil, pickles, etc.

Examples:

- Azam Bakhresa Group
- Sundown Naturals
- Malkia Food Products
- Neelkanth Salt Limited

iii. Cosmetics & Personal Care

For shampoos, creams, lotions, gels, etc.

Examples:

- Shear Illusions Cosmetics
- Abeid Cosmetics
- Africhem Industries

iv. Pharmaceutical & Health Products

Used for packaging syrups, tablets, supplements.

Examples:

- Shelys Pharmaceuticals
- Zenufa Laboratories
- AIM Group

v. Cleaning Products Manufacturers

Packaging for detergents, bleach, sanitizers, etc.

Examples:

- Kinga Soap Industries
- Super Clean Products
- Nice House of Plastics (from Uganda, also exports)

vi. Water & Beverage Bottlers (bulk/utility)

Large plastic cans used for bulk bottled water (5–20L) or oil packaging.

Examples:

- Uhai Water
- Masafi Water
- Sayona Group

2.4 Potential Customers for Metallic Cans

i. Beverage Companies

Aluminum cans for soft drinks, energy drinks, juices, etc.

Examples:

- Coca-Cola Kwanza
- Pepsi Tanzania
- Sayona Drinks
- Azam Cola

ii. Paint & Chemical Manufacturers

Metal cans for storing and transporting paint, thinner, resin, adhesives.

Examples:

- Coral Paints
- Plasco Paints
- Sadolin Paints Tanzania
- Goldstar Paints

iii. Cooking Oil Producers

Large tin containers (e.g. 5L, 10L) for edible oil.

Examples:

- Murzah Oil Mills
- Azania Group

- East Coast Oils

iv. Lubricants & Industrial Oil Suppliers

Use metallic drums and cans for oils and grease.

Examples:

- Total Energies Tanzania
- Gulf Oil Tanzania
- Puma Energy

v. Food Preservation Companies

Metal cans for fish, tomatoes, beans, fruits, etc.

Examples:

- Kilimanjaro Cannery
- Mikono Expo Group (distributes preserved goods)
- Small agroprocessors across Arusha, Morogoro, Mbeya

vi. Exporters of Processed Goods

Those requiring robust metal packaging for international shipping (tea, coffee, tobacco, processed foods).

Additional Target Segments

Sector	Plastic Cans	Metal Cans
Supermarkets	Repackaging brands	Store-brand cooking oil/tins
NGOs/Relief Distributors	Sanitation kits, water	Bulk food aid tins
Hospitals/Pharmacies	Health liquids/sanitizers	Medical waste containment
Construction Suppliers	Cleaning, resins, fluids	Paints, adhesives, lubricants

3.0 Manufacturing Setup & Technology

- Factory site: Identified Industrial Area in Kisarawe II, Kigamboni , the area is ideal place for such kind of manufacturing facility with easy connectivity (port, roads).
- Equipment: Injection-molding machines (CNC/automated) and metal can form lines. Opt for modular scalable lines.
- Technology investments: Automate for waste reduction and consistency; invest in machinery supporting PCR plastic functionalities

3.1 Raw materials sourcing

- Plastics: Locally procured PP resin or recycled PCR materials collected via PETpro network and importation
- Metals: Local steel suppliers or imported aluminium sheets.

4.0 Risk Analysis

- Capital intensity: Significantly high initial costs for modern plant and machinery.
- Raw material price volatility: Plastic resin tied to global petroleum prices; metals vary.
- Regulatory enforcement: Strict penalties for non-compliance with plastic bag and seal bans; must maintain full compliance
- Competition from imports: Lower-cost imported packaging could undercut prices—focus on responsiveness and local sourcing.

5.0 Sustainability & CSR

- Circular economy: Formal partnership with PETpro to collect and recycle post-consumer bottles, integrate PCR content.
- Community engagement: Employ and support local waste-collection hubs; provide safe jobs and reduce environmental stigma
- Regulatory alignment: Engage with TCCIA to stay informed and compliant with policy, secure incentives or training support

6.0 Marketing & Sales Strategy

- Target customers: Local food processors, beverage companies, pharma firms, industrial users, hospitality sector.
- Distribution channels: Direct B2B sales, contracts with packaging buyers, partnerships with recycling collectors.

- Environmental angle: Emphasize recyclability, PCR content, and compliance with plastic regulation.
- Develop tiered product lines: small containers (e.g., 250 ml–1 L) for cosmetics and food, large cans (5–25 L) for chemicals and water.
- Partner with regional associations: e.g., TAHA (Tanzania Horticulture Association), CTI (Confederation of Tanzanian Industries), for bulk buyer access.
- Attend trade fairs like Saba Saba (DITF), AgroExpo, or Food & Beverage Tanzania Expo to network with manufacturers.

7.0 key market players in Tanzania’s plastic can/container and metallic can/container industries

7.1 Plastic Can / Container Manufacturers (Tanzania)

- Cello Industries (T) Ltd
- Omar Packaging Industries Ltd
- Modern Flexible Packaging Ltd
- UNOPLAST (T) Ltd
- Polypet Industries Ltd
- Industrial Packaging Ltd (IPL)
- M&M Packaging Co. Ltd
- Creative Packaging Ltd
- Lenny Plastics Co. Ltd
- Pet Pack Industries Ltd

These businesses often produce bottles, jars, and containers suitable for food, beverages, cosmetics, and pharmaceuticals. PET-based packaging is also common.

7.2 **Metallic Can / Container Manufacturers**

- Nampak Tanzania Ltd
- KK Cans (Khambete Kothari Group)
- TanUk Africa Ltd,
- M.M. Integrated Steel Mills Ltd,
- Cotex Industries Ltd,
- Lake Steel & Allied,
- Kamal Steels,
- AIM Steel,
- MAX Steel, etc.

Many operate in Dar es Salaam; some have annual revenues of USD 5–10M.

Key Takeaways

- **Plastic Segment:** Dominated by firms like Cello and a network of PET and flexible packaging businesses in Dar es Salaam.
- **Metal Segment:** Nampak Tanzania Ltd is the leading producer of metal cans and drums, especially for food, lubricant, and beverage sectors. KK Cans serves the dairy industry with stainless steel milk cans.
- **Support Capability:** Multiple local steel producers and fabricators contribute raw material and ancillary supply capacity that can underpin metal can production.

8.0 The average price

8.1 The estimated factory of Plastic Cans / Jars (Plastic Injection Molding)

- 500 ml jar: USD 0.50–0.60)
- 750 ml jar: USD 0.45–0.50)
- 1,000 ml jar: USD 0.60–0.80)

8.2 The estimated factory price for Metallic Cans (Steel / Aluminium Cans)

- **Basic steel/aluminium food cans or drums:** likely **USD 0.25–0.60** per unit, depending on size, lid type, and standards (e.g. tinplate, pull-tab closures).
- **Larger drums (e.g. 200 L cobalt drums)** or lubricant containers: pricing may range **USD 5–15 per unit**, depending on gauge, lining, and certification.

Summary Table

Product Type	Capacity / Size	Estimated Factory Price
Plastic Jar	500 ml	USD 0.50–0.60)
Plastic Jar	750 ml	USD 0.45–0.50)
Plastic Jar	1,000 ml	USD 0.60–0.80)
Metal Food Can	≤ 0.5 L (plain, import baseline)	USD 0.25–0.60 (local)
Metal Drum / Lubricant Can	200 L / industrial size	USD 5–15 depending on specs

Key Considerations

- Factory pricing will be negotiated based on volume, customization (e.g. printing/branding), material quality (PCR for plastic, tinfoil vs aluminium for metal), and delivery terms.
- The Management will offer volume discounts of 10–20% off distributor retail pricing.

8.3 Annual Production Capacity

The company is planning to produce 1,000,000 units per year

8.3 Cost of goods available for sale

- Plastic jars: expect average production cost around USD 0.50/unit at scale, rising to USD 1–2 at lower runs.
- Metal cans: small consumer cans typically cost USD 0.25–0.60/unit, while large industrial drums can cost USD 5–15/unit.

The company has estimated the cost of goods available for sale plus other operating costs to be 65% of the total revenue

9.0 **Project's Investment Capital**

The estimated capital investment cost of the project is **US\$ 5,525,000**

CANWORKS MANUFACTURING LIMITED COST STRUCTURE US\$

Land and Buildings	1,000,000
Machinery & Equipment	2,500,000
Motor Vehicles	300,000
Furniture & Fixtures	5,000
Pre exp	20,000
Others	200,000
Working Capital	1,500,000
TOTAL	5,525,000

9.1 **Financing pattern**

The project will be financed by long term loan US\$2,525,000 and equity and cash generated from investment US\$ 3,000,000

9.2 **Considerations and Assumptions:**

The capital investment allowance is 50%. The capital assets are exempted from customs duty and Value Added Tax. The straight-line method to depreciate the project's capital items has been applied.

Revenues have been conservatively estimated based on the promoters' experience and industry trends.

9.3 **Projected Profit and Loss Statement**

The Income and Expenditure Statement shows the projected income for the 8 years. The position depicted is that the project earns profit throughout its life. refer Appendix III

9.4 Projected Cash Flows

This is shown in the financial statements. The project has a positive end-of-year cash flow from the year, refer Appendix IV

9.5 Projected Balance Sheet Statement

The projected shareholder's equity increase, refer Appendix V

9.6 Projected payback period

The project payback period is within 5 years, refer Appendix VI

10.0 Economic Aspects

Implementation of this project will have the following social and economic values

- The project is an ideal option for utilization of the available domestic market
- The project will create employment for 90 people on a permanent contract basis as well as on a temporary basis.
- It will create more business opportunities to local suppliers which will also have a economic trickledown.
- It will generate substantial revenue to the government in the form of corporate tax, value added tax and pay as you earn.
- The project will have transfer of knowledge and skills to gold process management

- Increase of foreign currency

11.0 Implementation

Project implementation is expected to be relatively very short once the project has been approved it is estimated to be completed within one year: -

CANWORKS MANUFACTURING LIMITED IMPLEMENTATION

S/N	ACTIVITY	PERIOD
1	Processing TIC Certificate of Incentive	August 2025
2	Placing order of machines	October– January 2026
3	Installing machines	February -December 2026
4	Recruitment	January 2027
5	In house training	January- February 2027
4	Testing production	March – April 2027
6	Commercial operations	May 2027

12.0 Conclusion & Recommendations

The project is technically feasible, financially viable, and economically sound, provided the sponsors will manage it efficiently.

It is recommended that the project be approved by TISEZA and be granted the Certificate of Incentives.

CANWORKS MANUFACTURING LIMITED COST STRUCTURE US\$

Land and Buildings	1,000,000
Machinery & Equipment	2,500,000
Motor Vehicles	300,000
Furniture & Fixtures	5,000
Pre exp	20,000
Others	200,000
Working Capital	1,500,000
TOTAL	5,525,000

Appendix II

CANWORKS MANUFACTURING LIMITED PROJECTED FIXED ASSETS (US\$)

NAME OF ASSETS	1	2	3	4	5
Land And Buildings	1,000,000	980,000	960,000	940,000	920,000
Machinery, Tools & Equipment	2,500,000	2,475,000	2,450,000	2,425,000	2,400,000
Motor Vehicles	300,000	270,000	240,000	210,000	180,000
Furniture & Fixtures	5,000	4,500	4,000	3,500	3,000
Total	3,805,000	3,729,500	3,654,000	3,578,500	3,503,000
DEPRECIATION	1	2	3	4	5
Land and buildings	20,000	20,000.00	20,000.00	20,000.00	20,000.00
Machinery tools & Equipment	25,000	25,000.00	25,000.00	25,000.00	25,000.00
Motor Vehicles	30,000	30,000	30,000	30,000	30,000
Furniture & Fixtures	500	500.00	500.00	500.00	500.00
ANNUAL DEPRECIATION	75,500	75,500	75,500	75,500	75,500

CANWORKS MANUFACTURING LIMITED PROJECTED INCOME & EXPENDITURE STATEMENT (US\$)

	1	2	3	4	5
Revenue	4,500,000	4,860,000	5,103,000	5,358,150	5,626,058
Operating Expenses:	2,925,000	3,159,000	3,316,950	3,482,798	3,656,937
Profit before Depreciation &Interest	1,575,000	1,701,000	1,786,050	1,875,353	1,969,120
Interest	202000	121200	90900	60600	30300
Depreciation	75,500	75,500	75,500	75,500	75,500
Gross Profit	1,297,500	1,504,300	1,619,650	1,739,253	1,863,320
Tax (30%)	389,250	451,290	485,895	521,776	558,996
Profit After Tax	908,250	1,053,010	1,133,755	1,217,477	1,304,324
Accumulated Profit	908,250	1,961,260	3,095,015	4,312,492	5,616,816

CANWORKS MANUFACTURING LIMITED PROJECTED CASH FLOW STATEMENT US\$

SOURCES:		1	2	3	4	5
Profit before interest and depreciation	-	1,575,000	1,701,000	1,786,050	1,875,353	1,969,120
Equity	3,000,000					
Loan	2,525,000					
Total Sources	5,525,000	1,575,000	1,701,000	1,786,050	1,875,353	1,969,120
Applications:						
Capital expenditure	3,805,000	-	-	-	-	-
working Capital & Others	1,720,000					
Cash	-	1,185,750	1,249,710	1,300,155	1,353,577	1,410,124
Tax	-	389,250	451,290	485,895	521,776	558,996
Sub total	5,525,000	1,575,000	1,701,000	1,786,050	1,875,353	1,969,120
Total applications	5,525,000	1,575,000	1,701,000	1,786,050	1,875,353	1,969,120
Accumulated cash		1,185,750	2,435,460	3,735,615	5,089,192	6,499,316

CANWORKS MANUFACTURING LIMITED PROJECTED BALANCE SHEET US \$

Fixed Assets		1	2	3	4	5
Opening balance	-	3,805,000	3,729,500	3,654,000	3,578,500	3,503,000
Total Long-term Assets	-	3,805,000	3,729,500	3,654,000	3,578,500	3,503,000
Less depreciation	-	237,000	237,000	237,000	237,000	237,000
Closing balance	-	3,568,000	3,492,500	3,417,000	3,341,500	3,266,000
Working capital	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000
Accumulated cash	-	1,185,750	2,435,460	3,735,615	5,089,192	6,499,316
Total assets	1,720,000	6,473,750	7,647,960	8,872,615	10,150,692	11,485,316
Financed by						
Equity	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Accumulated profit	-	908,250	1,961,260	3,095,015	4,312,492	5,616,816
Total equity	3,000,000	3,908,250	4,961,260	6,095,015	7,312,492	8,616,816
Long term loan	2,525,000	2,020,000	1,515,000	1,010,000	505,000	-
Total debts	2,525,000	2,020,000	1,515,000	1,010,000	505,000	-
Total equity and debts	5,525,000	5,928,250	6,476,260	7,105,015	7,817,492	8,616,816

CANWORKS MANUFACTURING LIMITED PROJECTED LONG TERM LOAN REPAYMENT SHEET US \$

Year	Principle	Loan Interest (8%)	Total Amount Paid	Loan Balance
1	505,000.00	202,000.00	707,000.00	2,525,000
2	505,000.00	121,200.00	626,200.00	2,020,000.00
3	505,000.00	90,900.00	595,900.00	1,515,000.00
4	505,000.00	60,600.00	565,600.00	1,010,000.00
5	505,000.00	30,300.00	535,300.00	505,000.00

