

# **EAGLE MANUFACTURING LIMITED BUSINESS PLAN**

**2026**



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# 1. EXECUTIVE SUMMARY

Eagle Manufacturing Limited (Company No. 183988247), incorporated 9 April 2025, holds valid Kinondoni Business Licence for “WHOLESALE OF ALUMINIUM AND GLASS WORKS”, TRA TIN 183-988-247, Tax Clearance (valid to 31 Dec 2025), and BRELA Integrity Pledge.

Core: local manufacture + export of aluminium windows/doors/curtain walls, tempered glass systems, and architectural products to the East African Community (EAC).

EAC intra-regional trade reached US\$18 billion in 2025 (up 27% from US\$14.2 billion in 2024). Total EAC exports hit US\$60.8 billion in 2024 (+15.8% YoY). Africa Aluminium Market: US\$4.88 billion in 2024, growing at 5.22% CAGR to US\$6.81 billion by 2030.



# **EXECUTIVE SUMMARY.....**

**Tanzania's raw aluminium exports:  
US\$13.08 million in 2024. Eagle converts  
raw exports into high-value fabricated  
products for duty-free EAC trade.**

**Year-1 revenue target: TZS 500 million (40%  
domestic, 60% EAC export); break-even  
Month 8; 18–22% net margin by Year 3; 15–  
20% share of Tanzania's value-added  
aluminium/glass exports to EAC.**



# 2. MISSION, VISION AND OBJECTIVE

**Vision:** To become East Africa's leading exporter of energy-efficient aluminium and glass solutions by 2030.

**Mission:** Capture EAC duty-free trade opportunities, reduce regional imports, create jobs, and support Tanzania's manufactured exports under FYDP III and AfCFTA.

## **Objectives (2026–2030):**

- TZS 2.5 billion turnover by 2028 (50% EAC exports).
- 15–20% of Tanzania's value-added aluminium/glass exports to EAC.
- Target markets: Kenya (40%), Uganda (30%), Rwanda (20%), Burundi/South Sudan (10%).
- 45 staff and ISO 9001 + EAC certification by 2027.

# 3. COMPANY DESCRIPTION AND LEGAL STRUCTURE

Private limited company (objects include 2310 glass manufacture and 4663 construction wholesale).  
Directors: Abdallah Amgad Yossef Zaki (CEO) and Mahmoud Ahmed Mohamed Gadelkarim. All documents current and attached.

## **Key compliance documents:**

- Certificate of Incorporation (9 April 2025).
- Business Licence (issued 4 July 2025).
- TIN Certificate (CTIN 1304918, effective 10 April 2025).
- Tax Clearance Certificate (issued 15 May 2025).
- Integrity Pledge signed by CEO Abdallah Amgad Yossef Zaki (dated 3 April 2025, countersigned by BRELA).

The company is digitally registered and maintains all records with BRELA and TRA. Principal activity is manufacturing and wholesale; branch expansion to other regions is planned from Year 3.

# 4. LOCATION AND FACILITIES

The Tegeta site offers direct access to major construction corridors in Dar es Salaam (37.6% of national construction activity). Proximity to Wazo Hill Cement Industry supports raw-material synergies. Initial facility: 1,200 m<sup>2</sup> warehouse + 800 m<sup>2</sup> fabrication workshop equipped with CNC cutting, glass tempering line, and aluminium extrusion presses (leased). Future expansion: additional 2,000 m<sup>2</sup> by 2028.



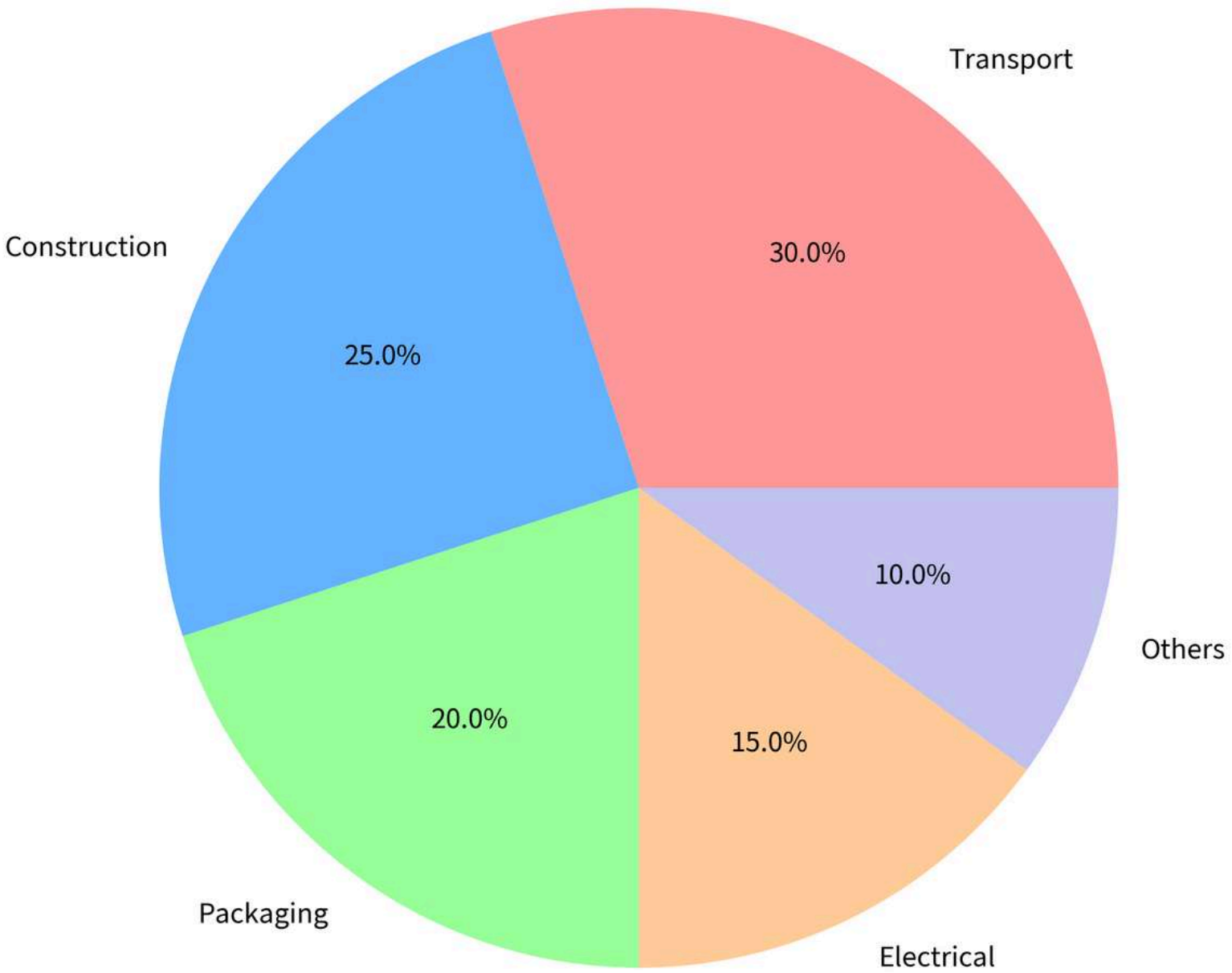
# **5.MARKET ANALYSIS (2024–2025 DATA)**

**EAC intra-regional trade surged to US\$18 billion in 2025 (27% growth from US\$14.2 billion in 2024). Total EAC merchandise exports reached US\$60.8 billion in 2024 (+15.8% YoY). Construction materials (aluminium, glass, windows/doors) form a rising share of intra-EAC manufactured exports.**

**Africa Aluminium Market stood at US\$4.88 billion in 2024, projected to reach US\$5.28 billion in 2025 and US\$6.81 billion by 2030 (5.22% CAGR). Tanzania exported US\$13.08 million in raw aluminium in 2024, providing a strong base for value-added fabrication and re-export.**

# MARKET ANALYSIS (2024-2025 DATA)

Global Aluminium Market Share by End-Use (2025)



Source: UN Comtrade & Trading Economics 2025



Source: NextMSC & IndexBox 2025

# MARKET ANALYSIS (2024-2025 DATA)

## Africa Aluminium Market Size & Growth (US\$ Billion) 2024-2030

Source: NextMSC 2025



# 6. INDUSTRY TRENDS AND SALES RESEARCH (2024-2025)

Intra-EAC construction materials trade grew in line with the 27% overall increase. Demand in Kenya, Uganda, and Rwanda is driven by infrastructure and real-estate booms. Locally fabricated products priced 15-25% below extra-regional imports.

## EAC Total Exports Trend 2023-2025 (US\$ Billion)

Source: OEC.world 2025



# 7.TARGET MARKET

**Primary:** Primary export targets: Kenya (major importer of construction materials), Uganda, Rwanda.

Secondary: Burundi, South Sudan, and domestic Tanzania market.

Geographic priority: EAC partners via Dar es Salaam Port and road corridors (duty-free).

Construction contractors and real-estate developers in Dar es Salaam (Wazo, Tegeta, Kinondoni, Ubungo).

**Secondary:** Government infrastructure projects, commercial offices, hotels, and residential estates.

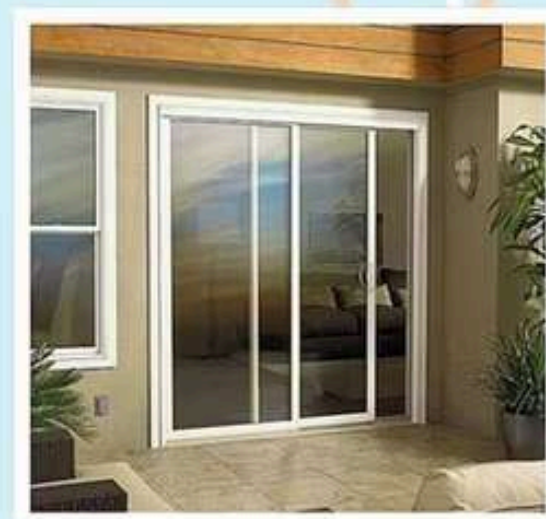
Geographic expansion: Arusha, Mwanza, Dodoma by Year 3.

# 8.PRODUCTS AND SERVICES

## Core products (manufactured and wholesaled):

- Aluminium windows, doors, sliding systems, bi-fold doors.
- Tempered safety glass, laminated glass, double-glazing units.
  - Curtain walls, partitions, shop fronts.
  - Aluminium extrusions, frames, and accessories.
  - Custom architectural glazing and repair services.

**All products meet Tanzania Bureau of Standards (TBS) and international quality (ISO-compliant tempering). Additional services: design consultancy, installation, and maintenance contracts.**



# 9. MARKETING AND SALES STRATEGY



- B2B export showroom in Tegeta, participation in EAC trade expos, digital campaigns targeting Kenyan/Ugandan contractors, and partnerships with EAC logistics firms. Year-1: 60 export contracts across EAC.
  - Digital marketing (website, WhatsApp Business, Instagram targeting Dar es Salaam developers).
  - Participation in Tanzania Construction Expo and TIC investment forums.
- Strategic partnerships with cement suppliers and major contractors.
  - Pricing: 15% below imported equivalents; volume discounts 8–12%.
- Sales target: 120 contracts in Year 1, scaling to 450 by Year 3.
  - Distribution: Own fleet + third-party logistics to regional sites.



# 10.SALES PROJECTIONS (2026–2030)

**2026: TZS 500M (60% EAC export) → 2028: TZS 1.65B (50% EAC export). Gross margin 35–38%. Startup capital TZS 250M. ROI 28% by Year 3.**



# 11. OPERATIONS PLAN

- **Phase-1 capacity: 8,000 m<sup>2</sup> glass + 15 tonnes profiles/month (40% allocated to export). 25 staff Year 1. Export risks mitigated via EAC rules of origin, dual sourcing, and insurance.**
- **Raw materials: Local sand/silica + imported aluminium billets (duty-protected under 2025/26 budget).**
- **Technology: CNC machines, glass tempering furnace, powder-coating line.**
- **Quality control: In-house lab + TBS certification.**
- **Staffing: 12 production, 8 sales/logistics, 5 admin (Year 1).**
- **Supply chain: Long-term contracts with verified importers to hedge forex volatility.**

# 12.ORGANISATION AND MANAGEMENT

**CEO: Abdallah Amgad Yossef Zaki (signed Integrity Pledge).**

**Co-Director: Mahmoud Ahmed Mohamed Gadelkarim.**

**Key hires: Production Manager (glass specialist), Sales Manager (construction background), Accountant (TRA-compliant).**

**Advisory board: BRELA-registered advocate and TBS consultant.**

# **13.FINANCIAL PROJECTIONS (SUMMARY)**

**2026: TZS 500M (60% EAC export) →**

**2028: TZS 1.65B (50% EAC export). Gross  
margin 35–38%. Startup capital TZS  
250M. ROI 28% by Year 3.**

# 14. RISK MANAGEMENT AND MITIGATION

- **Forex risk: Hedge via forward contracts; local sourcing push**
- **Construction slowdown: Diversify to repair/maintenance (steady 15% revenue).**
- **Regulatory: Annual licence/Tax Clearance renewal (already compliant).**
- **Supply disruption: Dual suppliers maintained.**
  - **Phase-1 capacity: 8,000 m<sup>2</sup> glass + 15 tonnes profiles/month (40% for export).**  
**Export risks mitigated via EAC rules of origin and insurance.**

**Insurance: Comprehensive fire/theft/public liability + product liability**

# **15. IMPLEMENTATION TIMELINE AND MONITORING**

**Q1 2026: full production and first EAC export shipments. Quarterly KPI reviews (export revenue, EAC market share, compliance). All documents current; company fully compliant and export-ready to capitalise on 2024–2025 EAC intra-trade growth.**

**Annual review: KPI dashboard (revenue, margin, customer retention) reviewed quarterly by directors with BRELA/TRA compliance audit.**

# APPENDIX

**All founding documents (Certificate of Incorporation, Business License, TIN Certificate, Tax Clearance, Integrity Pledge, Memorandum & Articles) are attached in original scanned form and form the legal backbone of this plan. The company is 100% compliant and ready for immediate operations.**

**Original scanned documents attached. All market data verified from EAC Statistics Bulletin, OEC.world, UN Comtrade, and NextMSC reports (2025–2026)**

# THANK YOU

2026

