

ANG-xxxxxx-xxxxxx

Offer for a Market Study, Feasibility Study and Business Plan for a Container Glass Production Plant in XXX, with a nominal production capacity of XXX tpd

A. Market Study

1. Prerequisites

- 1.1 Purpose and scope of the market study
- 1.2 Survey methodology and calculation basis
- 1.3 Initial situation
- 1.4 About container glass
- 1.5 General information about XXX (size, population, GDP, inflation, exchange rates, incl. forecast)
- 1.6 Geographical location of XXX
- 1.7 Natural resources of XXX
- 1.8 XXX in global ratings

2. Executive Summary

- 2.1 Overview of key findings
- 2.2 Recommendations and actions

3. Container glass production / Competitor analysis

- 3.1 Largest global player groups, production capacities
- 3.2 Total container glass production in target regions and countries
- 3.3 Beverage and food container glass production in target regions and countries
- 3.4 Pharma and cosmetics container glass production in target regions and countries
- 3.5 Overview about new container glass production capacities in target regions and countries (if applicable)

4. Container glass market

- 4.1 Import and export trade statistics in target regions and countries
- 4.2 Container glass consumption in target regions and countries
- 4.3 Evaluation of key export destinations
- 4.4 Container glass price analysis

5. Container glass market forecast

- 5.1 Container glass demand from expected development of population and GDP in target regions and countries

6. Trends and applications

- 6.1 Evaluation of new products

7. Logistics

- 7.1 Analysis of transport options and cost for shipping container glass to target regions and countries

8.1 Business development strategy

- 8.1 Approaches for entering and establishing markets in target regions and countries
- 8.2 Identification of promising markets in target regions and countries

- 8.3 Identifying key sales channels (direct sales, distributors, partnerships)
- 8.4 Potential alliances with European companies

9. Customer analysis

- 9.1 Locations and container glass demand in target regions and countries
- 9.2 Population in target regions and countries

B. Feasibility Study

1. Prerequisites

- 1.1 Purpose and scope of the feasibility study
- 1.2 Brief description of the project
- 1.3 Information about the project initiator
- 1.4 Container glass production steps
- 1.5 Raw materials and batch composition
- 1.6 Glass containers quality requirements

2. Executive Summary

- 2.1 Overview of key findings
- 2.2 Recommendations and actions

3. Review and evaluation

- 3.1 Overall review and evaluation of the project
- 3.2 Evaluation of the selected glass bottles

4. Technical evaluation, factory analysis

- 4.1 Typical plant capacity pharma and cosmetics furnaces
- 4.2 Typical plant capacity beverages and food furnaces
- 4.3 Applicable container glass melting furnace types
- 4.4 Important trends in production
 - 4.4.1 Coating
 - 4.4.2 Glass decoration techniques
 - 4.4.3 Printing
 - 4.4.4 Decoration techniques
 - 4.4.5 Sleaving
 - 4.4.6 Labelling
 - 4.4.7 Sand blasting
 - 4.4.8 Matting, satination, acid etching
 - 4.4.9 Laser engraving
- 4.5 Environmental protection
 - 4.5.1 Furnace decarbonization
 - 4.5.2 Reducing emissions
 - 4.5.3 Heat recovery
 - 4.5.4 Energy saving and recovery
 - 4.5.5 Reducing water consumption
 - 4.5.6 Cradle-to-Cradle certification
- 4.6 Land requirements
- 4.7 Gas consumption
- 4.8 Electricity consumption
- 4.9 Raw material consumption
- 4.10 Potential suppliers of energy and raw materials

4.11 Certification of products

5. Technical feasibility

- 5.1 Glass types to be produced
- 5.2 Production technology and processes
- 5.3 Machinery and equipment requirements
- 5.4 Plant layout and design considerations
- 5.5 Schedule for the construction of a container glass plant with milestones
- 5.6 Raw materials sourcing and quality requirements
- 5.7 Waste management

6. Location analysis

- 6.1 Site selection criteria
- 6.2 Comparison of potential locations (if applicable and pre-selected)
- 6.3 Land acquisition and regulatory considerations
- 6.4 Environmental impact and compliance requirements

7. Sustainability and energy management

- 7.1 Energy sources and consumption analysis
- 7.2 Sustainability practices
- 7.3 Renewable energy integration options
- 7.4 Glass recycling

8. Market-related feasibility study, macro-view

- 8.1 Market overview, if applicable:
- 8.2 Economic and political factors
- 8.3 Incentives and government support
- 8.4 Supply chain and raw materials availability
- 8.5 Energy availability
- 8.6 Technology availability
- 8.7 Market demand and sales projections
- 8.8 Export potential
- 8.9 Financial feasibility
- 8.10 Conclusion and recommendations

9. Organisational feasibility study, macro-view

- 9.1 Organisational overview, if applicable:
- 9.2 Measures of state support
- 9.3 Strategic alignment and objectives
- 9.4 Synergies with existing operations
- 9.5 Organisational structure and leadership
- 9.6 Leadership and management capability
- 9.7 Decision-making process
- 9.8 Human resources and talent management
- 9.9 Labour relations and compliance
- 9.10 Organisational capacity and resources
- 9.11 Project management capacity
- 9.12 Technology and R&D capabilities
- 9.13 Logistical and supply chain readiness
- 9.14 Operational feasibility
- 9.15 Supply chain management
- 9.16 Risk management
- 9.17 Conclusion and recommendations

10. Development effects of the project

- 10.1 Sustained, inclusive and sustainable economic growth contribution
- 10.2 Productive employment and decent work
- 10.3 Resilient infrastructure
- 10.4 Sustainable industrialisation and innovation
- 10.5 Local Production: strengthening of local industry
- 10.6 Employment: creation of qualified jobs in glass making and periphery
- 10.7 Environmental protection: replacement of glass imports

11. Critical issues

- 11.1 SWOT analysis
- 11.2 How to use and capitalize strengths
- 11.3 How to improve weaknesses
- 11.4 How to exploit and benefit from opportunities
- 11.5 How to mitigate threats

12. Regulatory requirements, PESTEL analysis

- 12.1 Political factors
- 12.2 Economic factors
- 12.3 Social factors
- 12.4 Technological factors
- 12.5 Environmental factors
- 12.6 Legal factors
- 12.7 PESTEL analysis conclusion

13. Financials

- 13.1 Estimated CAPEX calculation
- 13.2 Estimated OPEX calculation
- 13.3 Estimated ROI Return on investment forecast
- 13.4 Estimated raw material cost
- 13.5 Estimated payback period for the investment
- 13.6 Estimated production cost share

C. Business Plan

1. Projection of the financials

- 1.1 Summary of the project cost
- 1.2 Cost of the land
- 1.3 Cost for civil engineering and office equipment
- 1.4 Capital investment for a BAT production line
- 1.5 Cost for vehicles and internal transport
- 1.6 Pre-operative expenses
- 1.7 Contingency and escalation
- 1.8 Working capital requirements
- 1.9 Average costs of sales
- 1.10 Annual salaries and wages calculation
- 1.11 Estimate for administrative expenses
- 1.12 Cash flow statement
- 1.13 Cost of interest if applicable
- 1.14 Sales realisation
- 1.15 Working results incl. operating cost, operating profit, profit after tax

- 1.16 IRR calculation (total capital and equity)
- 1.17 Net Present Value NPV
- 1.18 Projected balance sheet
- 1.19 Sensitivity analysis
- 1.20 Payback period
- 1.21 Business plan executive summary

D. Project Timeline

The offered studies and the Business Plan are based on basic information and responses to information submitted to and compiled by the glassglobal Group.

We will evaluate the information and discuss the concept and project within our team and with experienced engineers. All information submitted will be treated as strictly confidential and will not be passed on to parties outside this team or not covered by NDA.

We hereby guarantee and assure that glassglobal is a completely independent and neutral institution and that we will prepare this assessment to the best of our knowledge.

We are not liable for any damages if the information base changes for political, economic, technical or other reasons.

We about us: glassglobal Group / the global glass competence

Business Segments

glassglobal Community

www.glassglobal.com is the leading portal for the international glass industry. Visitors use the portal as expert marketing channel, browse the portal to get updated information, execute researches or successfully trade equipment or glass.
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Access to data from glass producers worldwide – display factories by furnace details, capacities, glass types, year of construction, IS-machines, etc. Glass market and product statistics.
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Our team of glass production and market experts prepares general and customized glass market studies, being leader in that topic, worldwide. Moreover, our team prepares marketing concepts, conducts price and competitor analyses, SWOT analyses and evaluation of investments, and develops sales strategies and bankable business plans e.g. for greenfield glass production plants.
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glassglobal Finance

We support companies with bankable business plans, in-depth market studies, and comprehensive feasibility analyses for large-scale investment projects in glass production. Together with our experienced partners, we can provide complete conceptual development and technical execution of projects when required. Additionally, we assist investors and companies in securing financing and assessing the commercial and financial viability of new facilities. www.glassglobal-finance.com

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