

SUSTAINABLE AFFORDABLE HOUSING

“GOOD PROJECT IS SUSTAINABLE AND GREAT PROJECT IS RESPONSIBLE”

BUSINESS PLAN

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WHO ARE WE?

1. ARCHITECTS

2. ENGINEERS-SURVEYORS

3. PLANNERS



- ARCHITECTURE AND ENGINEERING CONSULTANCY
- BUILDING CONSTRUCTION AND INSTALLATION
- LANDSCAPE CARE & WASTE MANAGEMENT

WHAT IS OUR BUSINESS?

- ARCHITECTURE DESIGN
- BUILDING CONSTRUCTION AND
- CONSTRUCTION SUPERVISION
- SELLING HOMES .



WHAT IS OUR BUSINESS CONCEPT ?



- RIGHT TO THE CITY
- SOCIAL EQUITY
- ENHANCING SUSTAINABILITY THROUGH HOUSING

WHAT IS OUR BUSINESS?

<ul style="list-style-type: none">■ Architecture design	(2016—2008)--- PHASE I	[300,000--350,000]
<ul style="list-style-type: none">■ Construction		<ul style="list-style-type: none">■ 1,500,000
<ul style="list-style-type: none">■ supervision		<ul style="list-style-type: none">■ 350,000/Month
<ul style="list-style-type: none">■ Selling homes	2019 PHASE II	<ul style="list-style-type: none">■ 15,000,000
■ SERVIC	■ PERIO	■ PRICE

WHAT PROBLEM ARE WE SOLVING FOR CUSTOMERS

- Promote Social equity
- create new jobs
- Education in construction



- Health and safety of users
- ENHANCING SUSTAINABILITY THOUGH CONSTRUCTION
- Reduce less dependency on Artificial energy.

WHY OUR BUSINESS IS NEEDED?

- High increasing price of water, electricity and land
- High environmental degradation
- resources depletion
- Limited budget.
- National Urban Housing Policy on human settlement and planning

30% of the population must live in planned cities(vision 2020,edprs)



WHY OUR BUSINESS IS NEEDED?

currently (2016)- National Census

- the rate of urbanization stands as 18.7%
- the growth rate of urban population stands as 9% per annum.

Needed housing units	period	location
8,500 - 10,000 units.	Every year	Kigali
15,000units	Every year	The rest of urban center

Growth of city dwellers in rwanda

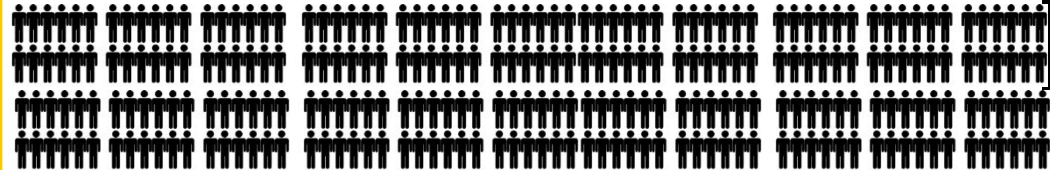


HOW BIG IS OUR INDUSTRY ?

- ☐ DISTRI OSC -KIGALI
-100 PEOPLE/WEEK
- ☐ BANK CUSTOMERS
-10 PEOPLE /WEEK
- ☐ OTHER COMPONIES
-NO SPECIFICITY
- ☐ GOVERNMENT
250,00units;
- ☐ NGO
-NO SPECIFICITY
- ☐ Building RENOATION
-NO SPECIFICITY

Target market —middle high class people

location	%
Kigali	89.5
Urban areas	82.2
Rural area	38.32



75 architects(2015)-

Rwanda institute of architect



WHAT ARE OUR VISION & MISSION?

VISION

- Minimizing startup cost
- Strong financial performance
- Increase high gross margin
- Maintain our uniqueness
- Expand our reputation.

OBJECTIVES

- To give our customers the best value and quickest service.
- build an effective sustainable technology
- To built a stable and effective network between us and loyal customers.
- Respect for Individual

WHY HASN'T THE NEED MEET?

- Lack of strategies for affordability
- No social housing concept and sustainability
- High price of houses
- Lack of consistency.



HOW ARE WE SELLING OUR PRODUCTS?

- open communication
- Networking
- Advertisements.
- Open competition.
- Reference.
- Promotion.



WHY CUSTOMERS WILL BUY FROM US ?

- Excellent PROJECT
- shorter consultancy time
- Delivering what we promise
- Low Impact house design
- competitive staff with a good reputation
- Cheap and simple(easy to build)



WHO ARE OUR COMPETITORS?

Names of the company	Price per design	projects
1.GMK architecture	21,000,000Rwf	Real estate and various project
2.UDL	5,200,000Rwf	Real estate projects
3. ARCHUS § ASSOCIATES	1,200,000Rwf	Various project
4. GR8 CREATIONS LTD	7,000,000Rwf	Real estate projects
5. L & f consultants	1,300,000Rwf	Various projects
5.Fit Engineering Ltd.	250,000Rwf	Various projects
6. BEXCO	900,000Rwf	Various project
7.Students from CST	250,000Rwf	Residential project
8.CAIR	1,200,000Rwf	Various project
9.CAD draftsmen (informal business)	180,000Rwf	Various project (Poor quality)

WHO ARE OUR TEAM ?



Arch. MANIRAGUHA Joe D.

(3YEARS OF EXPERIENCE)
TECHNICAL MANAGER



Arch. UWERA JEANNINE

(2YEARS OF EXPERIENCE)
OPERATIONS MANAGER



Eng. MUBILIGI J. Jacques

(12YEARS OF
EXPERIENCE)
PROJECT MANAGER



Mr. Bonaventure K.

(6YEARS OF
EXPERIENCE)
BUILDING CONSTRUCTOR



Arch. FREDERIC V.

ADVISORS



DR. ILARIA B. (PHD.).

WHERE ARE WE IN DEVELOPMENT?



❖ Affordable house in Masoro



UR/Rusizi campus



Karekezi House -Gatsibo

WHERE ARE WE IN DEVELOPMENT?

Jado twin house-kigali



Proposed restaurant red cross-rwanda



Batarure center (school)-Bugesera



Proposed grace house-kigali



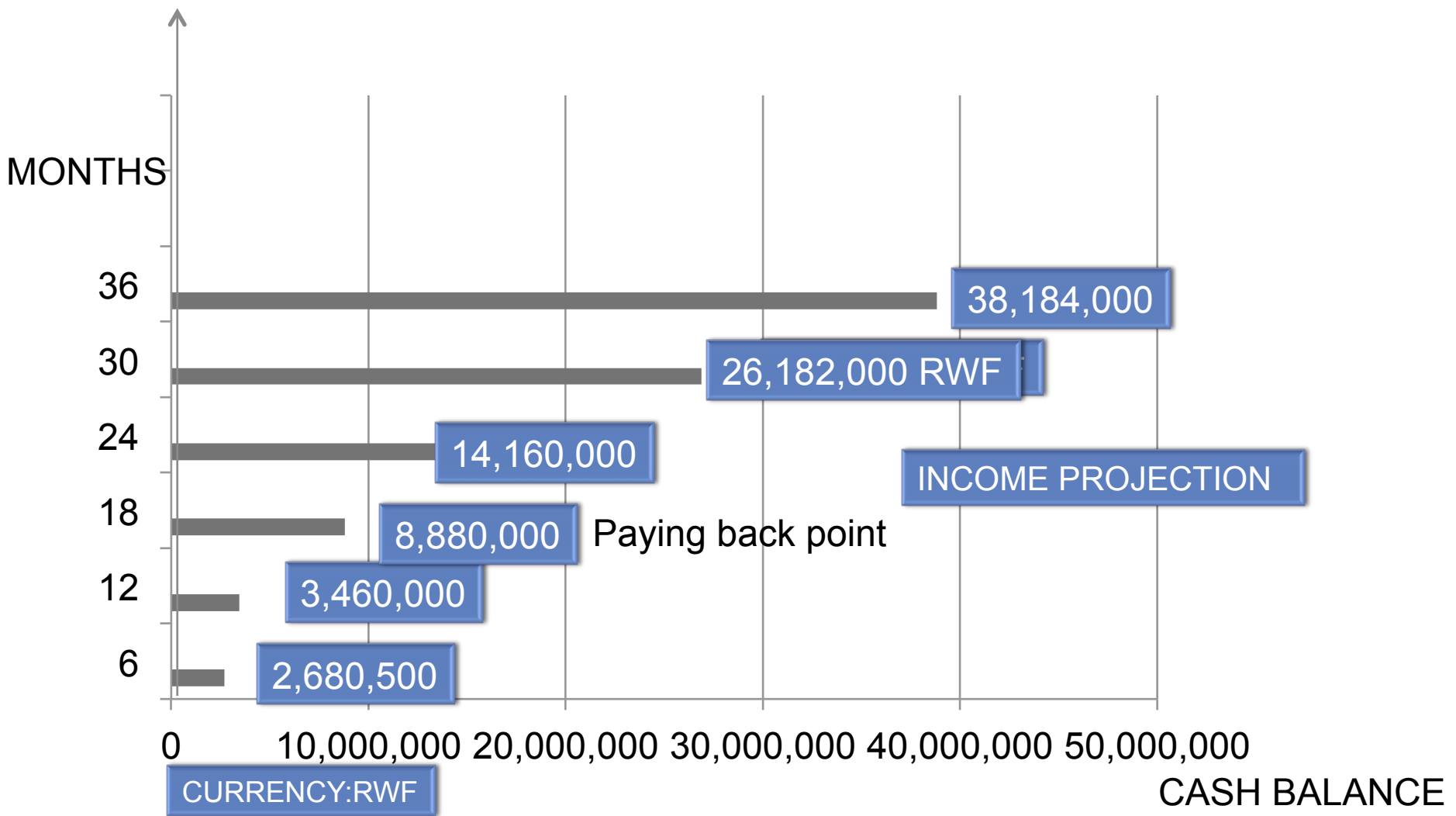
WHAT IS OUR FINANCIAL PLAN STRATEGIES?

PROFIT AND LOSS STATEMENTS 2015&2016

	project	Yearly(2015) Total
Ach.designs	5	2,150,000RWF
Asbestos Removal	1	320,000RWF
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Cost of goods sold		557,000RWF
expenses		170,400RWF
incomes		3,400,000RWF
GROSS PROFIT		2,843,000RWF

	project	Yearly (2016) Total
Ach.designs	2	900,000
Asbestos Removal	0	0
supervision	2	400,000/ month(ongoing expectedproject)
Cost of goods sold		557,000RWF
expenses		21,250
incomes		900,000
GROSS PROFIT		878,750 rwf+2 ongoing project

WHAT IS OUR FINANCIAL PLAN PROJECTIONS?



WHAT IS OUR FINANCIAL PLAN STRATEGIES?

START UP CAPITAL FOR :7,598,900 RW

- ❖ RUNNING CAPITAL:1,200,000
- ❖ LAPTOP(2) :1,864,800 RWF
- ❖ GPS+PRINTER/SCANNER:(1):360,000 RWF
- ❖ CONSTRUCTION TOOLS:952,100
(TAPE MEASURE, TOLLS, SPIADES, HAMMER, TPOWEP,....)
- ❖ FURNITURE:530,000 RWF
- ❖ SOFTWARES:1,100,000 RWF
- ❖ MATERIALS(MODEL MAKING,...):200,000 RWF
(TRACING PAPERS,CURDBOARDS,INKPEN,CUTTERS,...) MARKETING/
COMMISSIONS:1,392,000 RWF



THANK YOU!