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# FW GLASS TECHNOLOGY

(Tax Identification Number: 0043112657)

FEKADU WOLDGEBRAL

Prepared: July 6, 2025

**Prepared by: FW HW IMPORTERS PLC**



## Innovating Ethiopia's Glass Industry for a Safer, Sustainable Future

**Subheading:** Local Manufacturing • Global Standards • Trusted by Industry Leaders

Explore Our Products | Contact Our Team

Executive Summary

FW HW Glass Technology PLC is a premier Ethiopian-owned manufacturer and importer of architectural and safety glass solutions. Based in Addis Ababa, the company was established as the manufacturing arm of FW HW Importers PLC to address the country's growing demand for high-quality, locally produced glass products.

With over two decades of experience in glass technology, the company integrates global expertise with local capability to produce tempered, laminated, and insulated glass that meets international standards.

By combining advanced technology, strategic sourcing from China, Dubai, Turkey, and Egypt, and a highly skilled local workforce, FW HW Glass Technology PLC is setting new benchmarks in Ethiopia's glass manufacturing industry.

The company's products are widely used in construction, real estate, automotive, furniture, and industrial applications, supporting Ethiopia's vision for industrialisation and sustainable urban growth.

#### Founder & Leadership Profile



Ato Fekadu Woldegebriel Kidane

Founder & General Manager, FW HW Glass Technology PLC

Ato Fekadu Woldegebriel is an accomplished Ethiopian entrepreneur with over 23 years of experience spanning glass technology, construction materials, manufacturing, pharmaceuticals, and international trade.

He has successfully established and managed multiple companies in Ethiopia, contributing significantly to job creation, industrial innovation, and economic growth. His leadership is characterised by integrity, foresight, and a hands-on approach to business transformation.

## Group Background & Evolution

The history of FW HW Glass Technology PLC reflects a journey of entrepreneurship, innovation, and strategic growth. The company's foundation was built through a series of successful ventures established and led by Ato Fekadu Woldegebriel Kidane.

### 1. Fekadu General Glass Work

- Established: 23 November 2004
- Registration No.: 0002930648
- Business Licence: 14/666/73152/2004
- Sector: Glass & Construction Materials
- Role: General Manager – Ato Fekadu Woldegebriel Kidane
- Overview: Began as a small-scale glass import and aluminium works business, which laid the groundwork for Ato Fekadu's expertise in glass trading and processing.

### 2. Bamu Trading & Manufacturing PLC

- Established: 1 February 2016
- Registration No.: AKK/AA/2/0015402/2015
- Business Licence: BL/AA/14/673/4651662/2016
- Sector: Furniture, Appliances & Pharmaceuticals

- Shareholders:
  - Ato Fekadu Woldegebriel Kidane – 65%
  - Dr. Haymanot Wassihun Abate – 35%
- Overview: A diversified company engaged in furniture manufacturing, household appliances, and pharmaceutical products, reflecting the founder's vision for multi-sectoral investment and industrial diversification.

### 3. FW HW Importers PLC

- Established: 6 October 2014 (2007 E.C.)
- Status: Privately Owned Public Limited Company
- Sector: Glass Import & Distribution
- Tax Status: Level 1 Taxpayer
- Shareholders:
  - Ato Fekadu Woldegebriel – 95%
  - W/ro Hadas Woldegebriel – 5%

#### Overview:

FW HW Importers PLC was founded to supply high-quality glass sheets and construction materials to Ethiopia's booming real estate and infrastructure sectors. The company built trusted partnerships with suppliers in China, Dubai, Turkey, and Egypt, earning a reputation for reliability, quality, and efficient logistics.

Recognising a gap in the local market for safety glass, FW HW Importers PLC became the foundation for a new chapter: the establishment of FW HW Glass Technology PLC.

### 4. FW HW Glass Technology PLC

- Established: Successor and Manufacturing Arm of FW HHW Importers PLC
- Sector: Glass Manufacturing & Processing
- Flagship Products: Tempered, Laminated, and Insulated Safety Glass

- Factory Location: Koye Feche, Akaki-Kaliti Sub-city, Addis Ababa
- Factory Size: 6,000 m<sup>2</sup>

## Overview:

FW HW Glass Technology PLC represents the transformation from importer to manufacturer a fully integrated company equipped with modern machinery, including high-temperature furnaces, polishing lines, and IGU (Insulating Glass Unit) systems.

The company's operations are designed to deliver world-class safety glass for Ethiopia and the East African region, combining international quality with local production efficiency.

## Vision, Mission & Core Values

### Vision

To become Africa's benchmark in safety glass innovation, empowering infrastructure with sustainable, high-performance glass solutions.

### Mission

To locally manufacture world-class safety glass using advanced technology, reduce import dependency, create skilled employment, and elevate construction safety standards across Ethiopia and beyond.

### Core Values

Quality | Integrity | Innovation | Efficiency | Customer Focus | Reliability | Safety | Sustainability

### Executive Team

Name	Position	Responsibilities
Ato Fekadu Woldegebriel Kidane	General Manager	Strategy, Financial oversight, Supplier & Client relations, Manufacturing Operations
Frezewed W/Mikael	Operation & Logistics Manager	Import Logistics, Customs Clearance, Warehousing, distribution
Mintesinot Desalegn	Sales & Marketing Manager	Manager analysis, customer acquisition, brand promotion
Wubit Gerba	Finance Manager	Budgeting, reporting, financial planning, tax compliance
Sesayet Baraki	Operations Manager	Factory Operations, Workflow management, process optimisation
Meron Kiros	Human Resources Officer	Recruitment, training, staff welfare, HR compliance

#### Facilities & Infrastructure

- Main Factory & Head Office: Koye Feche, Akaki-KalitiSub-city, Addis Ababa (6,000 m<sup>2</sup>)





- Warehouse: Near Gerji Roba Bakery, Bole Sub-city, Addis Ababa (1,350 m<sup>2</sup>)



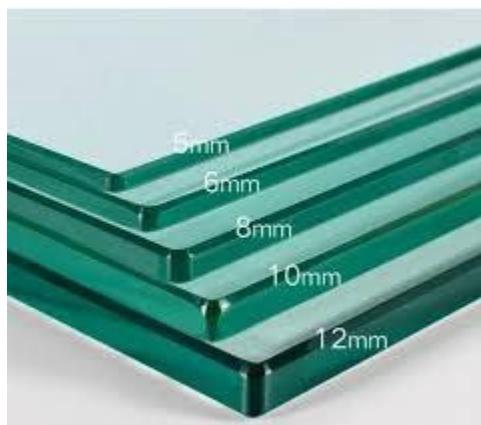
- Machinery: High-temperature furnaces, polishing lines, and advanced IGU systems.
- Connectivity: Strategically located near key construction zones and logistics routes.

## Product Portfolio

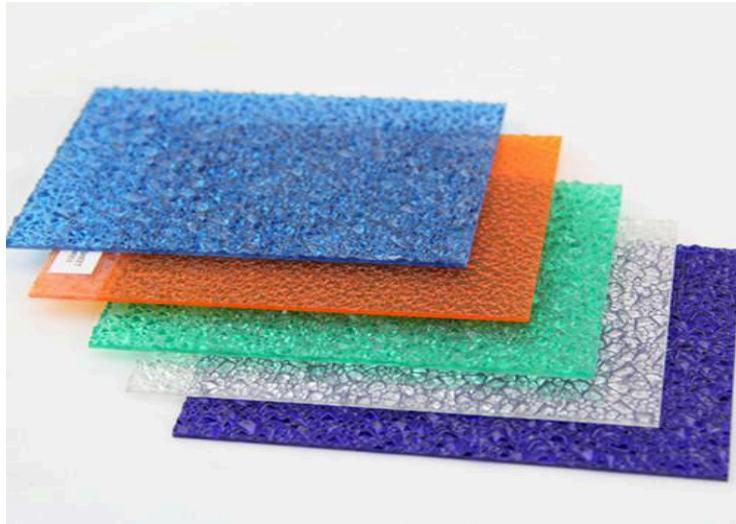
### 1. Imported Semi-Finished Glass

Sourced from China, Dubai, Turkey, and Egypt

Product type	Thickness	Colour/ variant	Notes
Float glass	4mm - 6mm	Dark Grey	Standard sheet
Float glass	6mm	Ford Green	Standard sheet
Float glass	5mm - 6mm	Clear	Standard sheet
Reflective glass	4mm	Bronze	Heat treated reflective
Reflective glass	5mm - 6mm	Ford Blue	Heat treated reflective
Mirror glass	3mm - 4mm	Silver	Standard mirror
Acrylic sheet	3mm - 4mm	Clear, Blue, Black, Red, Yellow	Lightweight alternative
Polycarbonate sheet	2x3x3mm	Clear, Brown, Orange, Blue	Impact resistant



**Fig : 5mm , 6mm , 8mm , 10mm , 12mm Clear Imported glass**



**Fig :Different colour Imported Acrylic Sheet**

## **2. Locally Manufactured Safety Glass**

↳ **Tempered Glass:** Heat-treated glass that is significantly stronger than ordinary glass and, if broken, shatters into small, blunt pieces, greatly reducing the risk of injury. Ideal for windows, doors, shower enclosures, and tabletops.



↳ **Laminated Glass:** Consists of two or more glass layers bonded with a flexible interlayer (typically PVB). If broken, the interlayer holds the fragments together, preventing shattering and enhancing security and sound insulation. Essential for facades, skylights, balustrades, and automotive windshields.



- ↳ **Soundproof Gas Filling Insulating Glass (IGU):** Double or triple glazed units with inert gas (like Argon) filled between panes, significantly improving thermal insulation and noise reduction. Crucial for energy-efficient and quiet buildings.
- ↳ **Precision-cut and Polished Glass:** For various applications requiring exact dimensions and high-quality finishes.
- ↳ **Molded Glass Products:** Customizable shapes for specialized industrial or consumer applications. Emphasis will be placed on meeting international quality and safety standards, ensuring that our products break safely without harming users.

1	<b>6.38 Clear LAMINATED Glass</b>
2	<b>8.38m Clear LAMENATED Glass</b>
3	<b>6.38 BRONZE LAMENATED Glass</b>
4	<b>8.38m BRONZE LAMENATED Glass</b>

<b>5</b>	<b>6.mm Clear tempered Glass</b>
<b>6</b>	<b>8.mm Clear tempered Glass</b>
<b>7</b>	<b>6.mm BRONZE tempered Glass</b>
<b>8</b>	<b>8.mm BRONZE tempered Glass</b>
<b>9</b>	<b>10 clear tempered Glass</b>
<b>10</b>	<b>10 BRONZE LAMENATED Glass</b>

#### Applications:

Building facades, windows, doors, partitions, shower enclosures, furniture, automotive glass, solar panels, and interior decor.

#### Markets & Major Clients

##### Primary Markets:

- Construction and Real Estate Development
- Furniture and Interior Design
- Automotive Industry
- Solar and Industrial Applications

##### Key Clients:

- OVID Construction
- Ethiopian Airlines
- Sunshine Investment Group
- YB Construction
- Kyz Aluminium
- SA Construction
- Yirgalem Construction

- Ruhama General Glass Work
- Ethio Italy Engineering
- Sates Engineering PLC
- Endurance Training PLC

## Market Position & Competitive Advantages

FW HW Glass Technology PLC is one of Ethiopia's most advanced glass manufacturers, combining global imports with domestic production.

### Competitive Advantages:

- Integrated import–manufacturing model
- Advanced production infrastructure
- International sourcing network
- Proven financial performance and compliance
- Long-term client trust and reliability

## Social & Environmental Impact

- Employment Generation: Expanding opportunities for skilled and semi-skilled labour.
- Skill Development: Ongoing technical training, including sessions by international experts.
- Economic Contribution: Reduced import dependency, enhanced industrialisation.
- Environmental Responsibility: Production of energy-efficient and recyclable glass products.



## Awards & Recognition

In 2025, FW HW Importers PLC — under the leadership of Ato Fekadu Woldegebriel — received the Gold Award from the Ethiopian Customs Commission, endorsed by the Office of the Prime Minister.

This recognition, televised nationally by Fana Television, celebrates excellence in tax compliance, transparency, and economic contribution.





## Contact Information

### General Manager:

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### Company Address:

- **Head Office & Main Factory: Koye Feche, Akaki-Kaliti Sub-city, Addis Ababa, Ethiopia**

(GoogleMaps: <https://maps.app.goo.gl/32V6VwHLxQ1axA2V7>)

- **Warehouse:** Gerji Roba Bakery, around **BOLE Sub-city, Addis Ababa, Ethiopia** (Google Maps [https://maps.app.goo.gl/buP2SGkmagfUPv5E7?g\\_st=iw](https://maps.app.goo.gl/buP2SGkmagfUPv5E7?g_st=iw)).

Company Contacts:

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