

# DETAILED PROJECT REPORT DALIYA MAKING UNIT



#### **UNDER PMFME SCHEME**

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# 1. PROJECT SUMMARY

| 1. Name of the proposed project                    |   | Daliya Making Unit   |
|--|---|--|
| 2. Nature of proposed project                      |   | Proprietorship/Company/Partnership   |
| 3. Proposed project capacity                       |   | 228000 Kg/annum(50,55,60,65& 70% capacity utilization in 1 <sup>st</sup> to 5 <sup>th</sup> Year respectively) |
| 4. Raw material                                    | : | Whole Wheat Grains   |
| 5. Major product outputs                           | : | Daliya   |
| 6. Total project cost                              | : | Rs. 16.53 Lakh   |
| Land development, building & Civil<br>Construction | : | Nil  |
| Machinery and equipment's                          | : | Rs. 8.47 Lakh  |
| Miscellaneous Fixed Assets                         | : | Rs. 1.50 Lakh  |
| Working capital                                    | : | Rs. 6.56 Lakh  |
| 8. Means of Finance                                |   |  |
| Subsidy (max 10lakhs)                              | : | Rs. 3.49 Lakh  |
| Promoter's contribution (min10%)                   | : | Rs. 1.65 Lakh  |
| Term loan  | : | Rs. 5.48 Lakh  |
| Working Capital Requirement                        | : | Rs. 5.90 Lakh  |
| 9. Profit after Depreciation, Interest & Tax       |   |  |
| • 1 <sup>st</sup> year                             | : | Rs. 1.08 Lakh  |
| • 2 <sup>nd</sup> year                             | : | Rs. 2.50 Lakh  |
| • 3 <sup>ru</sup> year                             | : | Rs. 4.21 Lakh  |
| • 4 <sup>th</sup> year                             | : | Rs. 5.71 Lakh  |
| • 5th year   | : | Rs. 7.70 Lakh  |
| 11. Average DSCR                                   | : | Rs. 4.02   |
| 12. Term loan repayment                            |   | 5 Years with 6 months grace period   |

#### 2. ABOUT THE PRODUCT

#### 2.1. PRODUCT INTRODUCTION:

Broken wheat or cracked wheat or couscous is made by milling whole raw wheat grains coarsely. Wheat is cleaned and husked and then processed to the required size. It is highly nutritious as it does not undergo refining. Such cracked wheat has a large number of uses, especially as a dietary supplement. When broken wheat is cooked, it has a hearty, warm aroma and a delightful, grainy taste. It is slightly nutty and chewy.

Bulgur wheat is also made by cracking wheat kernels. Bulgur however is made kernels that are steamed and toasted before cracking, so they develop rich, nutty flavor. Bulgur also requires minimal cooking, since it is already partially-cooked. Daliya is loaded with a range of health benefits. It has long been a part of the Indian cuisine since ages. Made with broken wheat, Daliya is easy to digest and is full of nutrition. It is high in fibre and is believed to be one of the best foods for weight loss. Daliya can be made in several ways and is one of the healthiest options for breakfast/lunch and dinner.

#### **Benefits:**

- ➤ Good for your muscles: This nutritious diet works great for building muscles. Daliya is a rich source of proteins and if you are one of those who are looking to gain muscle mass, include Daliya in your diet. It is loaded with essential vitamins.
- Aids in weight loss: Daliya contains high fibre content. It gives you a feeling of fullness and you do not indulge in over-eating.

- For diabetic patients: For diabetics, Daliya acts as a great healer. It contains low glycemic index and complex carbohydrates. This ensures a slow and steady release of glucose into blood. Daliya keeps your blood sugar levels under control.
- The fibre content in Daliya helps in proper digestion and prevents constipation. It also improves the consistency of stool, which helps relieve constipation.
- ➤ Increases metabolism: This wholesome food is good for improving metabolism. It is a whole wheat product which enhances metabolism rate.
- ➤ Provides essential nutrients: By providing essential nutrition to our body, this food is a great source of magnesium.
- A good source of energy: It is a good source of energy. Eat it after an intense workout session and you will replenish your lost energy.

#### **2.2.** MARKET POTENTIAL:

Daliya is a sweet dish used all over India known as "Lapsi". It has high fiber content, which not only helps in keeping the digestive system healthy but also keeps the hunger at bay for a longer time.

Breakfast cereals is a growing market in India which was pegged at USD 283 million in 2017 with the promise of, double-digit growth over the next five years. Within this, hot cereals and muesli have been the fastest growing product categories in the recent past. Among hot cereals, Daliya has gained high acceptance and popularity; this can be attributed to the consumers' awareness of the grain's health benefits. India, being a large market with growing middle-income group and double-income households, holds great potential for the breakfast which in turn must provide healthy, convenient, and tasteful options.

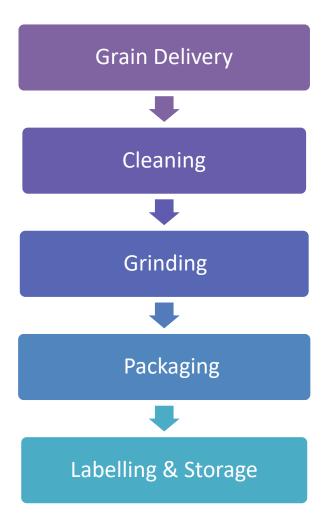
#### 2.3. RAW MATERIAL DESCRIPTION:

The only raw material that is used for Daliya making unit is whole wheat grains only.

#### 3. PROCESS FLOW CHART

- ➤ Grain delivery: Grain is delivered to mills by covered trucks and hopper railcars. The distance the grain has travelled varies greatly. In some cases, it has travelled hundreds of miles in a 110-car unit train. In other instances, it is being delivered from a local farm in the same county. Grain deliveries will frequently have gone through a number of aggregation steps prior to arriving at the mill (farmer, country elevator, terminal elevator etc.). The number of conveyances making deliveries of grain can vary depending on the time of year with more deliveries at harvest time.
- ➤ Cleaning the Wheat: The first milling steps involve equipment that separates grain from seeds and other grains, removes foreign materials that might have originated during the farmer's harvest such as metal, sticks, stones and straw; and scours the kernels of Wheat. Wheat is cleaned properly that is washed under running water and subsequently softened in water for 5to6 hrs. After germination it is dried in sunlight.
- > The flow of material from the feeding hopper is regulating by means of side handle easily to suit the load. Rotor runs in anti-clockwise direction.
- The beater passes just beneath the ratchet teeth liner fitted inside the top half of the crushing chamber, leaving a suitable gap between the liner teeth and the tips of the rotating beater.

- This cuts the material caught between the liner teeth like a sword with a scissors action at a 450/650 RPM.
- After the required size reduction, the material will pass through the screen fitted inside the lower discharge end of the grinding chamber.
- The air generated in the crushing chamber forces the powder to pass through the screen fitted at the bottom discharge end of the crushing chamber, into a filter attached to the delivery trough below. (When crushing wet-pulpy materials, the balloon should not be use)
- ➤ Packaging of Product: The packaging is carried out in a much simple process then milling, the wheat is fed to holding tank of the packaging machine, which simply seals one end of continuous packaging first, then it simply fills the packet as per required weight & seals the other end, generating the required packet.



## 4. ECONOMICS OF THE PROJECT

#### 4.1. BASIS & PRESUMPTIONS

- 1. Production Capacity of Daliya is 100 kg per hr. First year, Capacity has been taken @ 50%.
- 2. Working shift of 8 hours per day has been considered.
- 3. Raw Material stock is for 30 days and Finished goods Closing Stock has been taken for 15 days.

- 4. Credit period to Sundry Debtors has been given for 20 days.
- 5. Credit period by the Sundry Creditors has been provided for 10 days.
- 6. Depreciation and Income tax has been taken as per the Income tax Act, 1961.
- 7. Interest on working Capital Loan and Term loan has been taken at 11%.
- 8. Salary and wages rates are taken as per the Current Market Scenario.
- 9. Power Consumption has been taken at 8 KW.
- 10. Increase in sales and raw material costing has been taken @ 5% on a yearly basis.

# 4.2. CAPACITY, UTILIZATION, PRODUCTION & OUTPUT

| COMPUTATION OF PRODUCTION OF I            | <u> DALIYA</u> |             |
|---|----------------|-------------|
| Items to be Manufactured                  |                |             |
| Daliya                                    |                |             |
|   |                |             |
| Machine capacity Per hour                 | 100            | Kg          |
| Total working Hours                       | 8              |             |
| Machine capacity Per Day                  | 800            | Kg          |
| Working days in a month                   | 25             | Days        |
| Working days per annum                    | 300            |             |
| Wastage Considered                        | 5%             |             |
| Raw material requirement                  | 240000         | Kg          |
| Final Output per annum after wastage      | 228000         | Kg          |
| Final Product to be packed in 1 kg packet |                |             |
| Number of packets per annum               | 228000         | 1 Kg Packet |

| Production of Daliya |          |          |  |  |  |
|----------------------|----------|----------|--|--|--|
| Production           | Capacity | KG       |  |  |  |
| 1st year             | 50%      | 1,14,000 |  |  |  |
| 2nd year             | 55%      | 1,25,400 |  |  |  |
| 3rd year             | 60%      | 1,36,800 |  |  |  |
| 4th year             | 65%      | 1,48,200 |  |  |  |
| 5th year             | 70%      | 1,59,600 |  |  |  |

| Raw Material Cos | st          |          |               |
|------------------|-------------|----------|---------------|
| Year             | Capacity    | Rate     | Amount        |
|                  | Utilisation | (per Kg) | (Rs. in lacs) |
| 1st year         | 50%         | 18.00    | 21.60         |
|                  |             |          |               |
| 2nd year         | 55%         | 19.00    | 25.08         |
| 3rd year         | 60%         | 20.00    | 28.80         |
| 4th year         | 65%         | 21.00    | 32.76         |
| 5th year         | 70%         | 22.00    | 36.96         |

| Particulars           | 1st year | 2nd year | 3rd year | 4th year | 5th year |
|-----------------------|----------|----------|----------|----------|----------|
| Op Stock              | -        | 5,700    | 6,270    | 6,840    | 7,410    |
| Production            | 1,14,000 | 1,25,400 | 1,36,800 | 1,48,200 | 1,59,600 |
| Less: Closing Stock   | 5,700    | 6,270    | 6,840    | 7,410    | 7,980    |
| Net Sale              | 1,08,300 | 1,24,830 | 1,36,230 | 1,47,630 | 1,59,030 |
| Sale price per packet | 45.00    | 47.00    | 49.00    | 51.00    | 54.00    |
| Sales (in Lacs)       | 48.74    | 58.67    | 66.75    | 75.29    | 85.88    |

#### 4.3. PREMISES/INFRASTRUCTURE

The approximate total area required for complete factory setup is 2000-2500 Sq. ft. for smooth production including storage area. It is expected that the premises will be on rental.

## 4.4. MACHINERY & EQUIPMENTS

| Machine Name                     | Description  | Machine Image. |
|----------------------------------|--|----------------|
| Vibrating screen grain separator | This is a multipurpose machine widely used for pre cleaning of wheat milling, Daliya milling, maize milling, oil processing, animal feed production and other grain and separating and cleaning industries. By changing different sieves, this machine is capable of cleaning various materials such as wheat, corn, ice and oilseeds. |                |
| Automatic Daliya  Making Machine | Daliya making Machine are used for making Daliya from Wheat. It's available in different capacities starting from 50kg per hour to 500kg per hour.   |                |

| Daliya packaging machine | It is used for plastic packaging of Daliya is different volume (50 GM to 1 KG) according to suitability of market.   |  |
|--------------------------|--|--|
| Unloading Bin            | These are large bins designed for unloading of grains & similar product; they are equipped with large rod mess to prevent big impurities from entering system.   |  |
| SS Storage Tanks         | It's a simple tank designed to hold required product.  |  |
| Silos                    | These equipment's are class of storage equipment's which are specifically designed for dry grain raw material of small granule composition. Usually used to store grains but can also be used to store cement & aggregate. |  |

| Material handling  | These Equipments are used for |           |
|--------------------|-------------------------------|-----------|
| Equipments & other | material handling.            |           |
| equipments         |                               | <b>20</b> |
|                    |                               | 000       |
|                    |                               |           |
|                    |                               | **        |

| Machine                     | Unit | Rate     | Price    |
|-----------------------------|------|----------|----------|
| Vibrating screen grain      | 1    | 75,000   | 75,000   |
| separator                   |      |          |          |
| (100-200 Kg/hr)             |      |          |          |
| Automatic Dalia Making      | 1    | 75,000   | 75,000   |
| Machine (100-200 kg/hr)     |      |          |          |
| Dalia packaging machine     | 1    | 1,40,000 | 1,40,000 |
| (500-1000 pouches per hour) |      |          |          |
| Unloading Bin               | 1    | 27,000   | 27,000   |
| SS Storage Tanks (          | 2    | 40,000   | 80,000   |
| Silos (100-150 Ton)         | 1    | 2,50,000 | 2,50,000 |
| Material handling & other   | -    | 2,00,000 | 2,00,000 |
| equipments                  |      |          |          |

**Note:** Approx. Total Machinery cost shall be Rs 8.47 Lakh including equipment's but excluding GST and Transportation Cost.

#### 4.5. MISCELLANEOUS FIXED ASSETS

- Water Supply Arrangements
- Furniture & Fixtures
- Computers & Printers

#### 4.6. TOTAL COST OF PROJECT

| COST OF PR                        | OJECT             |
|-----------------------------------|-------------------|
|                                   | (in Lacs)         |
| PARTICULARS                       | Amount            |
| Land & Building Plant & Machinery | Owned/Rented 8.47 |
| Miscellaneous Assets              | 1.50              |
| Working capital                   | 6.56              |
| Total                             | 16.53             |

#### 4.7. MEANS OF FINANCE

| MEANS OF FINANCE               |        |  |  |
|--------------------------------|--------|--|--|
| PARTICULARS                    | AMOUNT |  |  |
| Own Contribution (min 10%)     | 1.65   |  |  |
| Subsidy @35%(Max. Rs 10 Lac)   | 3.49   |  |  |
| Term Loan @ 55%                | 5.48   |  |  |
| Working Capital (Bank Finance) | 5.90   |  |  |
| Total                          | 16.53  |  |  |

**4.8. TERM LOAN:** Term loan of Rs. 5.48 Lakh is required for project cost of Rs. 16.53 Lakh

## 4.9. TERM LOAN REPAYMENT & INTEREST SCHEDULE

|      | REPAYMENT SCHEDULE OF TERM LOAN |        |          |       |          |           |                 |  |  |
|------|---------------------------------|--------|----------|-------|----------|-----------|-----------------|--|--|
|      |                                 |        |          |       |          | Interest  | 11.00%          |  |  |
| Year | Particulars                     | Amount | Addition | Total | Interest | Repayment | Closing Balance |  |  |
| 1st  | Opening Balance                 |        |          |       |          |           |                 |  |  |
|      | 1st month                       | -      | 5.48     | 5.48  | -        | -         | 5.48            |  |  |
|      | 2nd month                       | 5.48   | -        | 5.48  | 0.05     | -         | 5.48            |  |  |
|      | 3rd month                       | 5.48   | -        | 5.48  | 0.05     | -         | 5.48            |  |  |
|      | 4th month                       | 5.48   | -        | 5.48  | 0.05     |           | 5.48            |  |  |
|      | 5th month                       | 5.48   | -        | 5.48  | 0.05     |           | 5.48            |  |  |
|      | 6th month                       | 5.48   | -        | 5.48  | 0.05     |           | 5.48            |  |  |
|      | 7th month                       | 5.48   | -        | 5.48  | 0.05     | 0.10      | 5.38            |  |  |
|      | 8th month                       | 5.38   | -        | 5.38  | 0.05     | 0.10      | 5.28            |  |  |
|      | 9th month                       | 5.28   | -        | 5.28  | 0.05     | 0.10      | 5.18            |  |  |
|      | 10th month                      | 5.18   | -        | 5.18  | 0.05     | 0.10      | 5.08            |  |  |
|      | 11th month                      | 5.08   | -        | 5.08  | 0.05     | 0.10      | 4.98            |  |  |
|      | 12th month                      | 4.98   |          | 4.98  | 0.05     | 0.10      | 4.87            |  |  |
|      |                                 |        |          |       | 0.54     | 0.61      |                 |  |  |
| 2nd  | Opening Balance                 |        |          |       |          |           |                 |  |  |
|      | 1st month                       | 4.87   | -        | 4.87  | 0.04     | 0.10      | 4.77            |  |  |
|      | 2nd month                       | 4.77   | -        | 4.77  | 0.04     | 0.10      | 4.67            |  |  |

| 1   |                 |      |   |      |      |      | 1    |
|-----|-----------------|------|---|------|------|------|------|
|     | 3rd month       | 4.67 | - | 4.67 | 0.04 | 0.10 | 4.57 |
|     | 4th month       | 4.57 | - | 4.57 | 0.04 | 0.10 | 4.47 |
|     | 5th month       | 4.47 | - | 4.47 | 0.04 | 0.10 | 4.37 |
|     | 6th month       | 4.37 | - | 4.37 | 0.04 | 0.10 | 4.26 |
|     | 7th month       | 4.26 | - | 4.26 | 0.04 | 0.10 | 4.16 |
|     | 8th month       | 4.16 | - | 4.16 | 0.04 | 0.10 | 4.06 |
|     | 9th month       | 4.06 | - | 4.06 | 0.04 | 0.10 | 3.96 |
|     | 10th month      | 3.96 | - | 3.96 | 0.04 | 0.10 | 3.86 |
|     | 11th month      | 3.86 | - | 3.86 | 0.04 | 0.10 | 3.76 |
|     | 12th month      | 3.76 | - | 3.76 | 0.03 | 0.10 | 3.66 |
|     |                 |      |   |      | 0.47 | 1.22 |      |
| 3rd | Opening Balance |      |   |      |      |      |      |
|     | 1st month       | 3.66 | - | 3.66 | 0.03 | 0.10 | 3.55 |
|     | 2nd month       | 3.55 | - | 3.55 | 0.03 | 0.10 | 3.45 |
|     | 3rd month       | 3.45 | - | 3.45 | 0.03 | 0.10 | 3.35 |
|     | 4th month       | 3.35 | - | 3.35 | 0.03 | 0.10 | 3.25 |
|     | 5th month       | 3.25 | - | 3.25 | 0.03 | 0.10 | 3.15 |
|     | 6th month       | 3.15 | - | 3.15 | 0.03 | 0.10 | 3.05 |
|     | 7th month       | 3.05 | - | 3.05 | 0.03 | 0.10 | 2.94 |
|     | 8th month       | 2.94 | - | 2.94 | 0.03 | 0.10 | 2.84 |
|     | 9th month       | 2.84 | - | 2.84 | 0.03 | 0.10 | 2.74 |
|     | 10th month      | 2.74 | - | 2.74 | 0.03 | 0.10 | 2.64 |
|     | 11th month      | 2.64 | - | 2.64 | 0.02 | 0.10 | 2.54 |
|     | 12th month      | 2.54 | - | 2.54 | 0.02 | 0.10 | 2.44 |
|     |                 |      |   |      |      |      |      |

|     |                 |      |   |      | 0.34 | 1.22 |      |
|-----|-----------------|------|---|------|------|------|------|
| 4th | Opening Balance |      |   |      |      |      |      |
|     | 1st month       | 2.44 | - | 2.44 | 0.02 | 0.10 | 2.34 |
|     | 2nd month       | 2.34 | - | 2.34 | 0.02 | 0.10 | 2.23 |
|     | 3rd month       | 2.23 | - | 2.23 | 0.02 | 0.10 | 2.13 |
|     | 4th month       | 2.13 | - | 2.13 | 0.02 | 0.10 | 2.03 |
|     | 5th month       | 2.03 | - | 2.03 | 0.02 | 0.10 | 1.93 |
|     | 6th month       | 1.93 | - | 1.93 | 0.02 | 0.10 | 1.83 |
|     | 7th month       | 1.83 | - | 1.83 | 0.02 | 0.10 | 1.73 |
|     | 8th month       | 1.73 | - | 1.73 | 0.02 | 0.10 | 1.62 |
|     | 9th month       | 1.62 | - | 1.62 | 0.01 | 0.10 | 1.52 |
|     | 10th month      | 1.52 | - | 1.52 | 0.01 | 0.10 | 1.42 |
|     | 11th month      | 1.42 | - | 1.42 | 0.01 | 0.10 | 1.32 |
|     | 12th month      | 1.32 | _ | 1.32 | 0.01 | 0.10 | 1.22 |
|     | O : D1          |      |   |      | 0.21 | 1.22 |      |
| 5th | Opening Balance |      |   |      |      |      |      |
|     | 1st month       | 1.22 | - | 1.22 | 0.01 | 0.10 | 1.12 |
|     | 2nd month       | 1.12 | - | 1.12 | 0.01 | 0.10 | 1.02 |
|     | 3rd month       | 1.02 | - | 1.02 | 0.01 | 0.10 | 0.91 |
|     | 4th month       | 0.91 | - | 0.91 | 0.01 | 0.10 | 0.81 |
|     | 5th month       | 0.81 | - | 0.81 | 0.01 | 0.10 | 0.71 |
|     | 6th month       | 0.71 | - | 0.71 | 0.01 | 0.10 | 0.61 |
|     | 7th month       | 0.61 | - | 0.61 | 0.01 | 0.10 | 0.51 |
|     | 8th month       | 0.51 | - | 0.51 | 0.00 | 0.10 | 0.41 |
|     | 9th month       | 0.41 | - |      | 0.00 | 0.10 | 0.30 |

|                            |      |               | 0.41 |      |      |      |
|----------------------------|------|---------------|------|------|------|------|
| 10th month                 | 0.30 | -             | 0.30 | 0.00 | 0.10 | 0.20 |
| 11th month                 | 0.20 | -             | 0.20 | 0.00 | 0.10 | 0.10 |
| 12th month                 | 0.10 | _             | 0.10 | 0.00 | 0.10 | -    |
|                            |      |               |      | 0.07 | 1.22 |      |
| DOOR TO DOOR<br>MORATORIUM | 60   | MONTHS        |      |      |      |      |
| PERIOD                     | 6    | MONTHS        |      |      |      |      |
| REPAYMENT PERIOD           | 54   | <b>MONTHS</b> |      |      |      |      |

# 4.10. WORKING CAPITAL CALCULATIONS

| COMPUTATION OF CLOSING STOCK & WORKING CAPITAL |                |          |          |          |          |  |  |  |  |
|--|----------------|----------|----------|----------|----------|--|--|--|--|
| PARTICULARS                                    | 1st year       | 2nd year | 3rd year | 4th year | 5th year |  |  |  |  |
| Finished Goods                                 | Finished Goods |          |          |          |          |  |  |  |  |
|  | 1.92           | 2.18     | 2.45     | 2.73     | 3.04     |  |  |  |  |
|  |                |          |          |          |          |  |  |  |  |
| Raw Material                                   |                |          |          |          |          |  |  |  |  |
|  | 2.16           | 2.51     | 2.88     | 3.28     | 3.70     |  |  |  |  |
| Closing Stock                                  | 4.08           | 4.69     | 5.33     | 6.00     | 6.74     |  |  |  |  |

| COMPUTATION OF WORKING CAPITAL REQUIREMENT |          |            |      |            |         |  |  |
|--|----------|------------|------|------------|---------|--|--|
| TRADITIONAL METHOD                         |          |            |      | (i         | n Lacs) |  |  |
| Particulars                                | Amount   | Own Ma     | rgin | Bank Finar | ice     |  |  |
| Finished Goods & Raw Material              | 4.08     |            |      |            |         |  |  |
| Less: Creditors                            | 0.72     |            |      |            |         |  |  |
| Paid stock                                 | 3.36     | 10%        | 0.34 | 90%        | 3.02    |  |  |
| <b>Sundry Debtors</b>                      | 3.25     | 10%        | 0.32 | 90%        | 2.92    |  |  |
|  | 6.60     |            | 0.66 |            | 5.94    |  |  |
| MPBF                                       |          |            |      |            | 5.94    |  |  |
| WORKING CAPITAL LIMIT I                    | DEMAND ( | from Bank) |      |            | 5.90    |  |  |
| <b>Working Capital Margin</b>              |          |            |      |            | 0.66    |  |  |

## 4.11. SALARY & WAGES

| BREAK UP OF LABOUR CHAI        | RGES                   |                    |                 |
|--------------------------------|------------------------|--------------------|-----------------|
| Particulars                    | Wages<br>Rs. per Month | No of<br>Employees | Total<br>Salary |
| Machine Operator               | 15,000                 | 2                  | 30,000          |
| Supervisor                     | 18,000                 | 1                  | 18,000          |
| Skilled (in thousand rupees)   | 12,000                 | 2                  | 24,000          |
| Unskilled (in thousand rupees) | 8,500                  | 2                  | 17,000          |
| Total salary per month         |                        |                    | 89,000          |
| Total annual labour charges    | (in lacs)              |                    | 10.68           |

| BREAK UP OF STAFF SALARY CHARGES |               |                  |        |  |  |  |  |
|----------------------------------|---------------|------------------|--------|--|--|--|--|
| Particulars                      | Salary        | No of            | Total  |  |  |  |  |
|                                  | Rs. per Month | <b>Employees</b> | Salary |  |  |  |  |
| Administrative Staff             | 8,000         | 1                | 8,000  |  |  |  |  |
| Manager                          | 18,000        | 1                | 18,000 |  |  |  |  |
| Accountant                       | 15,000        | 1                | 15,000 |  |  |  |  |
| Total salary per month           |               |                  | 41,000 |  |  |  |  |
| Total annual Staff charges       | (in lacs)     |                  | 4.92   |  |  |  |  |

# **4.12 POWER REQUIREMENT**

| <b>Utility Charges (per month)</b> |        |             |  |  |  |  |  |
|------------------------------------|--------|-------------|--|--|--|--|--|
| Particulars                        | value  | Description |  |  |  |  |  |
| Power connection required          | 8      | KWH         |  |  |  |  |  |
| consumption per day                | 64     | units       |  |  |  |  |  |
| Consumption per month              | 1,600  | units       |  |  |  |  |  |
| Rate per Unit                      | 10     | Rs.         |  |  |  |  |  |
| power Bill per month               | 16,000 | Rs.         |  |  |  |  |  |

# 4.13. DEPRECIATION CALCULATION

| <b>COMPUTATION OF DEPRECIATION</b> |                   |              |       |  |  |  |
|------------------------------------|-------------------|--------------|-------|--|--|--|
| Description                        | Plant & Machinery | Miss. Assets | TOTAL |  |  |  |
| Rate of Depreciation               | 15.00%            | 10.00%       |       |  |  |  |
| <b>Opening Balance</b>             | -                 | -            | -     |  |  |  |
|                                    |                   |              |       |  |  |  |
| Addition                           | 8.47              | 1.50         | 9.97  |  |  |  |
| Total                              | 8.47              | 1.50         | 9.97  |  |  |  |
| Less: Depreciation                 | 1.27              | 0.15         | 1.42  |  |  |  |
| WDV at end of Year                 | 7.20              | 1.35         | 8.55  |  |  |  |
| Additions During The Year          | -                 | -            | -     |  |  |  |
| Total                              | 7.20              | 1.35         | 8.55  |  |  |  |
| Less: Depreciation                 | 1.08              | 0.14         | 1.21  |  |  |  |
| WDV at end of Year                 | 6.12              | 1.22         | 7.33  |  |  |  |
| Additions During The Year          | -                 | -            | -     |  |  |  |
| Total                              | 6.12              | 1.22         | 7.33  |  |  |  |
| Less: Depreciation                 | 0.92              | 0.12         | 1.04  |  |  |  |
| WDV at end of Year                 | 5.20              | 1.09         | 6.30  |  |  |  |
| Additions During The Year          | -                 | -            | -     |  |  |  |
| Total                              | 5.20              | 1.09         | 6.30  |  |  |  |
| Less: Depreciation                 | 0.78              | 0.11         | 0.89  |  |  |  |
| WDV at end of Year                 | 4.42              | 0.98         | 5.41  |  |  |  |
| Additions During The Year          | -                 | -            |       |  |  |  |
| Total                              | 4.42              | 0.98         | 5.41  |  |  |  |
| Less: Depreciation                 | 0.66              | 0.10         | 0.76  |  |  |  |
| WDV at end of Year                 | 3.76              | 0.89         | 4.64  |  |  |  |

# **4.14. REPAIR & MAINTENANCE:** Repair & Maintenance is 2.5% of Gross Sale.

# 4.15. PROJECTIONS OF PROFITABILITY ANALYSIS

| PROJECTED PROFITABILITY STATEMENT |          |          |          |          |          |
|-----------------------------------|----------|----------|----------|----------|----------|
| PARTICULARS                       | 1st year | 2nd year | 3rd year | 4th year | 5th year |
| Capacity Utilisation %            | 50%      | 55%      | 60%      | 65%      | 70%      |
| SALES                             |          |          |          |          |          |
| <b>Gross Sale</b>                 |          |          |          |          |          |
| Daliya                            | 48.74    | 58.67    | 66.75    | 75.29    | 85.88    |
| Total                             | 48.74    | 58.67    | 66.75    | 75.29    | 85.88    |
| COST OF SALES                     |          |          |          |          |          |
| Raw Material Consumed             | 21.60    | 25.08    | 28.80    | 32.76    | 36.96    |
| Electricity Expenses              | 1.92     | 2.21     | 2.54     | 2.92     | 3.21     |
| Depreciation                      | 1.42     | 1.21     | 1.04     | 0.89     | 0.76     |
| Wages & labour                    | 10.68    | 11.96    | 12.92    | 13.82    | 15.21    |
| Repair & maintenance              | 1.22     | 1.47     | 1.67     | 1.88     | 2.15     |
| Packaging                         | 1.46     | 1.76     | 2.00     | 2.26     | 2.58     |
| <b>Cost of Production</b>         | 38.30    | 43.69    | 48.97    | 54.53    | 60.86    |
| Add: Opening Stock /WIP           | -        | 1.92     | 2.18     | 2.45     | 2.73     |
| <b>Less: Closing Stock/WIP</b>    | 1.92     | 2.18     | 2.45     | 2.73     | 3.04     |
| Cost of Sales                     | 36.39    | 43.42    | 48.70    | 54.26    | 60.55    |
| GROSS PROFIT                      | 12.35    | 15.25    | 18.05    | 21.04    | 25.33    |
|                                   | 25.34%   | 25.99%   | 27.04%   | 27.94%   | 29.50%   |
| Salary to Staff                   | 4.92     | 5.84     | 6.49     | 7.01     | 8.06     |
| Interest on Term Loan             | 0.54     | 0.47     | 0.34     | 0.21     | 0.07     |
| Interest on working Capital       | 0.65     | 0.65     | 0.65     | 0.65     | 0.65     |
| Rent                              | 3.60     | 3.96     | 4.36     | 4.79     | 5.27     |
| selling & adm exp                 | 1.56     | 1.82     | 2.00     | 2.33     | 2.75     |
| TOTAL                             | 11.27    | 12.75    | 13.84    | 14.99    | 16.80    |
| NET PROFIT                        | 1.08     | 2.50     | 4.21     | 6.05     | 8.53     |
|                                   | 2.22%    | 4.26%    | 6.31%    | 8.03%    | 9.94%    |
| Taxation                          | -        | -        | -        | 0.33     | 0.83     |
| PROFIT (After Tax)                | 1.08     | 2.50     | 4.21     | 5.71     | 7.70     |

# 4.16. BREAK EVEN POINT ANALYSIS

| BREAK EVEN POINT ANALYSIS               |       |       |       |       |       |
|---|-------|-------|-------|-------|-------|
| Year                                    | I     | II    | III   | IV    | V     |
|   |       |       |       |       |       |
| Net Sales & Other Income                | 48.74 | 58.67 | 66.75 | 75.29 | 85.88 |
| Less: Op. WIP Goods                     | -     | 1.92  | 2.18  | 2.45  | 2.73  |
| Add : Cl. WIP Goods                     | 1.92  | 2.18  | 2.45  | 2.73  | 3.04  |
| Total Sales                             | 50.65 | 58.94 | 67.02 | 75.57 | 86.19 |
| Variable & Semi Variable Exp.           |       |       |       |       |       |
| Raw Material Consumed                   | 21.60 | 25.08 | 28.80 | 32.76 | 36.96 |
| Electricity Exp/Coal Consumption at 85% | 1.63  | 1.88  | 2.16  | 2.48  | 2.73  |
| Wages & Salary at 60%                   | 9.36  | 10.68 | 11.64 | 12.50 | 13.96 |
| Selling & adminstrative Expenses 80%    | 1.25  | 1.46  | 1.60  | 1.87  | 2.20  |
| Interest on working Capital             | 0.649 | 0.649 | 0.649 | 0.649 | 0.649 |
| Repair & maintenance                    | 1.22  | 1.47  | 1.67  | 1.88  | 2.15  |
| Packaging                               | 1.46  | 1.76  | 2.00  | 2.26  | 2.58  |
| Total Variable & Semi Variable Exp      | 37.17 | 42.97 | 48.52 | 54.40 | 61.22 |
| Contribution                            | 13.48 | 15.97 | 18.49 | 21.17 | 24.97 |
| Fixed & Semi Fixed Expenses             |       |       |       |       |       |
| Electricity Exp/Coal Consumption at 15% | 0.29  | 0.33  | 0.38  | 0.44  | 0.48  |
| Wages & Salary at 40%                   | 6.24  | 7.12  | 7.76  | 8.33  | 9.31  |
| Interest on Term Loan                   | 0.54  | 0.47  | 0.34  | 0.21  | 0.07  |
| Depreciation                            | 1.42  | 1.21  | 1.04  | 0.89  | 0.76  |
| Selling & adminstrative Expenses 20%    | 0.31  | 0.36  | 0.40  | 0.47  | 0.55  |
| Rent                                    | 3.60  | 3.96  | 4.36  | 4.79  | 5.27  |
| Total Fixed Expenses                    | 12.40 | 13.47 | 14.28 | 15.12 | 16.44 |
| Capacity Utilization                    | 50%   | 55%   | 60%   | 65%   | 70%   |
| OPERATING PROFIT                        | 1.08  | 2.50  | 4.21  | 6.05  | 8.53  |
| BREAK EVEN POINT                        | 46%   | 46%   | 46%   | 46%   | 46%   |
| BREAK EVEN SALES                        | 46.59 | 49.71 | 51.75 | 53.98 | 56.75 |

# 4.17. PROJECTED BALANCE SHEET

| PROJECTED BALANCE SHEET |          |          |          |          |          |
|-------------------------|----------|----------|----------|----------|----------|
| PARTICULARS             | 1st year | 2nd year | 3rd year | 4th year | 5th year |
| <u>Liabilities</u>      | <i>y</i> | <b>y</b> | J III    | J        |          |
|                         |          |          |          |          |          |
| Capital                 |          |          |          |          |          |
| opening balance         |          | 5.22     | 6.52     | 7.74     | 9.45     |
| Add:- Own Capital       | 1.65     |          |          |          |          |
| Add:- Retained Profit   | 1.08     | 2.50     | 4.21     | 5.71     | 7.70     |
| Less:- Drawings         | 1.00     | 1.20     | 3.00     | 4.00     | 5.00     |
| Subsidy/grant           | 3.49     |          |          |          |          |
| Closing Balance         | 5.22     | 6.52     | 7.74     | 9.45     | 12.15    |
| Term Loan               | 4.87     | 3.66     | 2.44     | 1.22     | -        |
| Working Capital Limit   | 5.90     | 5.90     | 5.90     | 5.90     | 5.90     |
| Sundry Creditors        | 0.72     | 0.84     | 0.96     | 1.09     | 1.23     |
| Provisions & Other Liab | 0.40     | 0.50     | 0.60     | 0.72     | 0.86     |
| TOTAL:                  | 17.12    | 17.42    | 17.63    | 18.38    | 20.15    |
| Assets                  |          |          |          |          |          |
| Fixed Assets (Gross)    | 9.97     | 9.97     | 9.97     | 9.97     | 9.97     |
| Gross Dep.              | 1.42     | 2.64     | 3.67     | 4.56     | 5.33     |
| Net Fixed Assets        | 8.55     | 7.33     | 6.30     | 5.41     | 4.64     |
| Current Assets          |          |          |          |          |          |
| Sundry Debtors          | 3.25     | 3.91     | 4.45     | 5.02     | 5.73     |
| Stock in Hand           | 4.08     | 4.69     | 5.33     | 6.00     | 6.74     |
| Cash and Bank           | 1.24     | 1.48     | 1.56     | 1.95     | 3.04     |
| TOTAL:                  | 17.12    | 17.42    | 17.63    | 18.38    | 20.15    |

# 4.18. CASH FLOW STATEMENT

| PROJECTED CASH FLOW STATEMENT    |          |          |          |          |          |
|----------------------------------|----------|----------|----------|----------|----------|
| PARTICULARS                      | 1st year | 2nd year | 3rd year | 4th year | 5th year |
| SOURCES OF FUND                  |          | <u> </u> | <u> </u> | <u> </u> | •        |
|                                  |          |          |          |          |          |
| Own Margin                       | 1.65     |          |          |          |          |
| Net Profit                       | 1.08     | 2.50     | 4.21     | 6.05     | 8.53     |
| Depriciation & Exp. W/off        | 1.42     | 1.21     | 1.04     | 0.89     | 0.76     |
| Increase in Cash Credit          | 5.90     | -        | -        | -        | -        |
| Increase In Term Loan            | 5.48     | -        | -        | -        | -        |
| Increase in Creditors            | 0.72     | 0.12     | 0.12     | 0.13     | 0.14     |
| Increase in Provisions & Oth lib | 0.40     | 0.10     | 0.10     | 0.12     | 0.14     |
| Sunsidy/grant                    | 3.49     |          |          |          |          |
| TOTAL:                           | 20.15    | 3.93     | 5.48     | 7.19     | 9.58     |
| APPLICATION OF FUND              |          |          |          |          |          |
| Increase in Fixed Assets         | 9.97     |          |          |          |          |
| Increase in Stock                | 4.08     | 0.62     | 0.64     | 0.67     | 0.74     |
| Increase in Debtors              | 3.25     | 0.66     | 0.54     | 0.57     | 0.71     |
| Repayment of Term Loan           | 0.61     | 1.22     | 1.22     | 1.22     | 1.22     |
|                                  |          |          |          |          |          |
| Drawings                         | 1.00     | 1.20     | 3.00     | 4.00     | 5.00     |
| Taxation                         | _        | _        | _        | 0.33     | 0.83     |
| TOTAL:                           | 18.90    | 3.70     | 5.39     | 6.80     | 8.49     |
|                                  |          |          |          |          |          |
| Opening Cash & Bank Balance      | -        | 1.24     | 1.48     | 1.56     | 1.95     |
| Add : Surplus                    | 1.24     | 0.23     | 0.08     | 0.39     | 1.09     |
| Closing Cash & Bank Balance      | 1.24     | 1.48     | 1.56     | 1.95     | 3.04     |

# 4.19. DEBT SERVICE COVERAGE RATIO

| CALCULATION OF D.S.C.R      |          |          |          |          |          |
|-----------------------------|----------|----------|----------|----------|----------|
| PARTICULARS                 | 1st year | 2nd year | 3rd year | 4th year | 5th year |
|                             |          |          |          |          |          |
| CASH ACCRUALS               | 2.50     | 3.72     | 5.25     | 6.60     | 8.46     |
| Interest on Term Loan       | 0.54     | 0.47     | 0.34     | 0.21     | 0.07     |
| Total                       | 3.04     | 4.19     | 5.59     | 6.81     | 8.54     |
|                             |          |          |          |          |          |
| <u>REPAYMENT</u>            |          |          |          |          |          |
| Instalment of Term Loan     | 0.61     | 1.22     | 1.22     | 1.22     | 1.22     |
| Interest on Term Loan       | 0.54     | 0.47     | 0.34     | 0.21     | 0.07     |
|                             |          |          |          |          |          |
| Total                       | 1.15     | 1.69     | 1.56     | 1.43     | 1.29     |
|                             |          |          |          |          |          |
| DEBT SERVICE COVERAGE RATIO | 2.65     | 2.47     | 3.59     | 4.78     | 6.61     |
| AVERAGE D.S.C.R.            |          |          |          |          | 4.02     |