



## **DETAILED PROJECT REPORT**

### **SOYA CHUNK UNIT**

### **UNDER PMFME SCHEME**



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**1. PROJECT SUMMARY**

|   |   |   |
|---|---|---|
| 1. Name of the proposed project                   | : | Soya Chunk Unit   |
| 2. Nature of proposed project                     | : | Proprietorship/Company/Partnership  |
| 3. Proposed project capacity                      | : | 228000 Kg/annum(60,65,70,75&80% capacity utilization in 1 <sup>st</sup> to 5 <sup>th</sup> Year respectively) |
| 4. Raw material                                   | : | Soya Flour and Water  |
| 5. Major product outputs                          | : | Soya Chunk  |
| 6. Total project cost                             | : | Rs. 24.59 Lakh  |
| • Land development, building & Civil Construction | : | Nil   |
| • Machinery and equipment's                       | : | Rs. 18.35 Lakh  |
| • Miscellaneous Fixed Assets                      | : | Rs. 1.80 Lakh   |
| • Working capital                                 | : | Rs. 4.44 Lakh   |
| 8. Means of Finance                               |   |   |
| • Subsidy (max 10lakhs)                           | : | Rs. 7.05 Lakh   |
| • Promoter's contribution (min10%)                | : | Rs. 2.45 Lakh   |
| • Term loan                                       | : | Rs. 11.08 Lakh  |
| • Working Capital Requirement                     | : | Rs. 4.00 Lakh   |
| 9. Profit after Depreciation, Interest & Tax      |   |   |
| • 1 <sup>st</sup> year                            | : | Rs. 1.84 Lakh   |
| • 2 <sup>nd</sup> year                            | : | Rs. 3.37 Lakh   |
| • 3 <sup>rd</sup> year                            | : | Rs. 4.89 Lakh   |
| • 4 <sup>th</sup> year                            | : | Rs. 6.29 Lakh   |
| • 5 <sup>th</sup> year                            | : | Rs. 7.83 Lakh   |
| 11. Average DSCR                                  | : | Rs. 2.72  |
| 12. Term loan repayment                           | : | 5 Years with 6 months grace period  |

## **2. ABOUT THE PRODUCT**

### **2.1. PRODUCT INTRODUCTION:**

In the world of health and nutrition, protein-rich foods are creating a buzz lately. Protein stands out to be one of the most important nutrients that must be included in diet daily. Dietary protein not only helps build and repair muscles but also induces a feeling of satiety, which facilitates weight loss by keeping uncontrolled bingeing at bay.

Soya Chunk is replete with protein content. Made from soybean, soya chunks are popularly known as vegetarian meat for its meaty taste and fibrous texture. Being abundantly dense in protein, soya chunks are widely used in Indian household kitchens as part of curries and snacks items.

Soy is full of polyunsaturated fats, proteins and omega 3 fatty acids. 100 grams of uncooked soya chunks have 345 calories with 52 grams of protein, 0.5 grams total fat, 33 grams carbohydrates and 13 grams dietary fibre. They are also rich in calcium and iron while providing no extra sugar or sodium to the body. Soya chunks are also popularly known as meal maker is a textured or texturized vegetable protein which is also known as textured soy protein or soya meat or a nutritious meat extender made from defatted soy flour, a by-product of extracting soybean oil.

## **2.2. MARKET POTENTIAL:**

The Soya Chunks market is segmented on the basis of nature, packaging, and distribution channel. On the basis of nature type, the global Soya Chunks market can be segmented into organic Soya Chunks, and conventional Soya Chunks. On the basis of packaging, the Soya Chunks market is segmented into carton packaging, cans and pouches. The mode of packaging chosen depends on the region in which the product is offered.

On the basis of the distribution channel, the Soya Chunks market is segmented into direct and indirect sales. The indirect sales segment can be further segmented into store-based retailing and online retailing. Store-based retailing can be further classified into modern grocery retailers and traditional grocery retailers. Modern grocery retailers can be further sub-segmented into a convenience store, mom and pop stores, discount stores, and hypermarkets or supermarkets. The traditional grocery retailers can be further sub-segmented into food & drink specialty stores, independent small groceries, and others. The Soya Chunks are easily available in local markets, which provide an ease to consumers to use the benefits offered by the product.

The soya nugget market in India is growing at a rate of 25% to 30% which are prompting companies to become more active. The Global Textured Soy Protein Market to exhibit a CAGR of 7.9% during the period 2019-2024.

Soybean meal market is segmented on the basis of process of production as normal soybean meal, De-hulled [min 50% protein] Hipro Soybean meal, and DE hulled [min. 48% protein] Hipro Soybean meal, Defatted soya flour toasted, and de-fatted soya flakes toasted are available in the market.

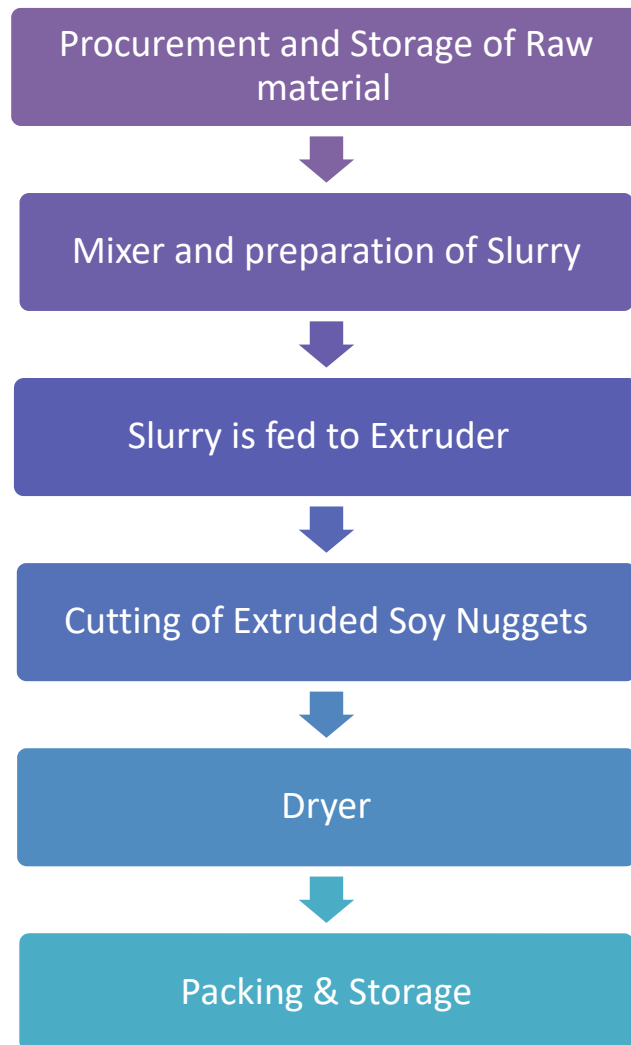
### 2.3. RAW MATERIAL DESCRIPTION:

Soya Flour and Water are the only raw material required for the manufacturing of Soya Chunk.

## 3. PROCESS FLOW CHART

Soya Chunk manufacturing Process

- Raw material is procured from the local vendor
- All raw materials are placed in the inventory
- The soy flour is fed to the flour mixer with water
- Mixer forms a thick slurry of Soy Flour
- This slurry is fed to Soy Nugget Extruder
- It's a cooking extruder with inbuilt cutter at die end
- Soy Flour slurry is then cooked within barrel of extruder
- Barrel heater provides necessary heat for the process
- Thick cooked soy paste at this point is extruded through die
- A cutter quickly cuts extruded soy nuggets
- Due to cooking water vapors generated are at high pressure
- Thus after extrusion these vapors escape to surrounding
- This generates texture of soy nuggets
- Soy nuggets are then simply fed to a dryer
- The dryer further removes the moisture present in nuggets
- These dried nuggets are then checked for quality
- Soy nuggets are then packed & sent for sale.



## **4. ECONOMICS OF THE PROJECT**

### **4.1. BASIS & PRESUMPTIONS**

1. Production Capacity of Soya Chunk is 100 kg per hr. First year, Capacity has been taken @ 60%.
2. Working shift of 8 hours per day has been considered.
3. Raw Material stock is for 10 days and Finished goods Closing Stock has been taken for 10 days.
4. Credit period to Sundry Debtors has been given for 7 days.
5. Credit period by the Sundry Creditors has been provided for 7 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 9 KW.
10. Increase in sales and raw material costing has been taken @ 5% on a yearly basis.



## 4.2. CAPACITY, UTILIZATION, PRODUCTION & OUTPUT

| <b>COMPUTATION OF PRODUCTION OF SOYA CHUNK</b> |        |             |
|--|--------|-------------|
| <b>Items to be Manufactured</b>                |        |             |
| Soya Chunk                                     |        |             |
| 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 Cans per annum                       | 228000 | 1 Kg Packet |

| <b>Production of Soya Chunk</b> |                 |           |
|---------------------------------|-----------------|-----------|
| <b>Production</b>               | <b>Capacity</b> | <b>KG</b> |
| 1st year                        | 60%             | 1,36,800  |
| 2nd year                        | 65%             | 1,48,200  |
| 3rd year                        | 70%             | 1,59,600  |
| 4th year                        | 75%             | 1,71,000  |
| 5th year                        | 80%             | 1,82,400  |





| <b>Raw Material Cost</b> |                             |                      |                             |
|--------------------------|-----------------------------|----------------------|-----------------------------|
| <b>Year</b>              | <b>Capacity Utilisation</b> | <b>Rate (per Kg)</b> | <b>Amount (Rs. in lacs)</b> |
| 1st year                 | 60%                         | 35.00                | 50.40                       |
| 2nd year                 | 65%                         | 37.00                | 57.72                       |
| 3rd year                 | 70%                         | 39.00                | 65.52                       |
| 4th year                 | 75%                         | 41.00                | 73.80                       |
| 5th year                 | 80%                         | 43.00                | 82.56                       |


| <b><u>COMPUTATION OF SALE</u></b> |                 |                 |                 |                 |                 |
|-----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Particulars</b>                | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |
| Op Stock                          | -               | 4,560           | 4,940           | 5,320           | 5,700           |
| Production                        | 1,36,800        | 1,48,200        | 1,59,600        | 1,71,000        | 1,82,400        |
| Less : Closing Stock              | 4,560           | 4,940           | 5,320           | 5,700           | 6,080           |
| <b>Net Sale</b>                   | <b>1,32,240</b> | <b>1,47,820</b> | <b>1,59,220</b> | <b>1,70,620</b> | <b>1,82,020</b> |
| Sale price per packet             | 60.00           | 63.00           | 66.00           | 69.00           | 72.00           |
| <b>Sales (in Lacs)</b>            | <b>79.34</b>    | <b>93.13</b>    | <b>105.09</b>   | <b>117.73</b>   | <b>131.05</b>   |

### 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.  |
|----------------|--|---|
| Mixer          | Used for mixing of soy flour with water  |    |
| Extruder       | It's a cooking extruder with inbuilt cutter at die end.  |    |
| Screw conveyor | A screw conveyor or auger conveyor is a mechanism that uses a rotating helical screw blade, called a "flighting", usually within a tube, to move liquid or granular materials. |  |
| RO Water Plant | It is a water purification process that uses a partially permeable membrane to separate ions, unwanted molecules and larger particles from drinking water.                     |  |

|   |   |   |
|---|---|---|
| <p>Material handling and other Equipments</p> | <p>These Equipments are used for material handling. Other equipments like water pumps, conveyors , etc are also used.</p> |  |
|---|---|---|

| Machine  | Unit | Rate    | Price   |
|--|------|---------|---------|
| Mixer  | 1    | 150000  | 150000  |
| Extruder   | 1    | 1080000 | 1080000 |
| Screw conveyor   | 1    | 125000  | 125000  |
| RO Water Plant   | 1    | 180000  | 180000  |
| Material handling and other equipments<br>(Bins, trolley, conveyor, silos, etc.) | -    | 300000  | 300000  |

**Note:** Approx. Total Machinery cost shall be Rs 16.55 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**

| <b>COST OF PROJECT</b> |               |
|------------------------|---------------|
|                        | (in Lacs)     |
| <b>PARTICULARS</b>     | <b>Amount</b> |
| Land & Building        | Owned/Rented  |
| Plant & Machinery      | 18.35         |
| Miscellaneous Assets   | 1.80          |
| Working capital        | 4.44          |
| <b>Total</b>           | <b>24.59</b>  |

**4.7. MEANS OF FINANCE**

| <b>MEANS OF FINANCE</b>        |               |
|--------------------------------|---------------|
| <b>PARTICULARS</b>             | <b>AMOUNT</b> |
| Own Contribution (min 10%)     | 2.45          |
| Subsidy @35%(Max. Rs 10 Lac)   | 7.05          |
| Term Loan @ 55%                | 11.08         |
| Working Capital (Bank Finance) | 4.00          |
| <b>Total</b>                   | <b>24.59</b>  |

**4.8. TERM LOAN:** Term loan of Rs. 11.08 Lakh is required for project cost of Rs. 24.59 Lakh

**4.9. TERM LOAN REPAYMENT & INTEREST SCHEDULE**

| <b>REPAYMENT SCHEDULE OF TERM LOAN</b> |                    |               |                 |              |                 |                  |                        |
|--|--------------------|---------------|-----------------|--------------|-----------------|------------------|------------------------|
|  |                    |               |                 |              |                 | Interest         | 11.00%                 |
| <b>Year</b>                            | <b>Particulars</b> | <b>Amount</b> | <b>Addition</b> | <b>Total</b> | <b>Interest</b> | <b>Repayment</b> | <b>Closing Balance</b> |
| <b>1st</b>                             | Opening Balance    |               |                 |              |                 |                  |                        |
|  | 1st month          | -             | 11.08           | 11.08        | -               | -                | 11.08                  |
|  | 2nd month          | 11.08         | -               | 11.08        | 0.10            | -                | 11.08                  |
|  | 3rd month          | 11.08         | -               | 11.08        | 0.10            | -                | 11.08                  |
|  | 4th month          | 11.08         | -               | 11.08        | 0.10            | -                | 11.08                  |
|  | 5th month          | 11.08         | -               | 11.08        | 0.10            | -                | 11.08                  |
|  | 6th month          | 11.08         | -               | 11.08        | 0.10            | -                | 11.08                  |
|  | 7th month          | 11.08         | -               | 11.08        | 0.10            | 0.21             | 10.88                  |
|  | 8th month          | 10.88         | -               | 10.88        | 0.10            | 0.21             | 10.67                  |
|  | 9th month          | 10.67         | -               | 10.67        | 0.10            | 0.21             | 10.47                  |
|  | 10th month         | 10.47         | -               | 10.47        | 0.10            | 0.21             | 10.26                  |
|  | 11th month         | 10.26         | -               | 10.26        | 0.09            | 0.21             | 10.06                  |
|  | 12th month         | 10.06         | -               | 10.06        | 0.09            | 0.21             | 9.85                   |
|  |                    |               |                 |              | 1.09            | 1.23             |                        |
| <b>2nd</b>                             | Opening Balance    |               |                 |              |                 |                  |                        |
|  | 1st month          | 9.85          | -               | 9.85         | 0.09            | 0.21             | 9.65                   |
|  | 2nd month          | 9.65          | -               | 9.65         | 0.09            | 0.21             | 9.44                   |

PM FME- Detailed Project Report of Soya Chunk Unit

|            |                 |   |      |             |             |      |
|------------|-----------------|---|------|-------------|-------------|------|
| 3rd month  | 9.44            | - | 9.44 | 0.09        | 0.21        | 9.24 |
| 4th month  | 9.24            | - | 9.24 | 0.08        | 0.21        | 9.03 |
| 5th month  | 9.03            | - | 9.03 | 0.08        | 0.21        | 8.82 |
| 6th month  | 8.82            | - | 8.82 | 0.08        | 0.21        | 8.62 |
| 7th month  | 8.62            | - | 8.62 | 0.08        | 0.21        | 8.41 |
| 8th month  | 8.41            | - | 8.41 | 0.08        | 0.21        | 8.21 |
| 9th month  | 8.21            | - | 8.21 | 0.08        | 0.21        | 8.00 |
| 10th month | 8.00            | - | 8.00 | 0.07        | 0.21        | 7.80 |
| 11th month | 7.80            | - | 7.80 | 0.07        | 0.21        | 7.59 |
| 12th month | 7.59            | - | 7.59 | 0.07        | 0.21        | 7.39 |
|            |                 |   |      | <b>0.96</b> | <b>2.46</b> |      |
| <b>3rd</b> | Opening Balance |   |      |             |             |      |
| 1st month  | 7.39            | - | 7.39 | 0.07        | 0.21        | 7.18 |
| 2nd month  | 7.18            | - | 7.18 | 0.07        | 0.21        | 6.98 |
| 3rd month  | 6.98            | - | 6.98 | 0.06        | 0.21        | 6.77 |
| 4th month  | 6.77            | - | 6.77 | 0.06        | 0.21        | 6.57 |
| 5th month  | 6.57            | - | 6.57 | 0.06        | 0.21        | 6.36 |
| 6th month  | 6.36            | - | 6.36 | 0.06        | 0.21        | 6.16 |
| 7th month  | 6.16            | - | 6.16 | 0.06        | 0.21        | 5.95 |
| 8th month  | 5.95            | - | 5.95 | 0.05        | 0.21        | 5.75 |
| 9th month  | 5.75            | - | 5.75 | 0.05        | 0.21        | 5.54 |
| 10th month | 5.54            | - | 5.54 | 0.05        | 0.21        | 5.34 |
| 11th month | 5.34            | - | 5.34 | 0.05        | 0.21        | 5.13 |
| 12th month | 5.13            | - | 5.13 | 0.05        | 0.21        | 4.93 |

PM FME- Detailed Project Report of Soya Chunk Unit

|            |                 |      |   | <b>0.69</b> | <b>2.46</b> |      |
|------------|-----------------|------|---|-------------|-------------|------|
| <b>4th</b> | Opening Balance |      |   |             |             |      |
|            | 1st month       | 4.93 | - | 4.93        | 0.05        | 4.72 |
|            | 2nd month       | 4.72 | - | 4.72        | 0.04        | 4.52 |
|            | 3rd month       | 4.52 | - | 4.52        | 0.04        | 4.31 |
|            | 4th month       | 4.31 | - | 4.31        | 0.04        | 4.10 |
|            | 5th month       | 4.10 | - | 4.10        | 0.04        | 3.90 |
|            | 6th month       | 3.90 | - | 3.90        | 0.04        | 3.69 |
|            | 7th month       | 3.69 | - | 3.69        | 0.03        | 3.49 |
|            | 8th month       | 3.49 | - | 3.49        | 0.03        | 3.28 |
|            | 9th month       | 3.28 | - | 3.28        | 0.03        | 3.08 |
|            | 10th month      | 3.08 | - | 3.08        | 0.03        | 2.87 |
|            | 11th month      | 2.87 | - | 2.87        | 0.03        | 2.67 |
|            | 12th month      | 2.67 | - | 2.67        | 0.02        | 2.46 |
|            |                 |      |   | <b>0.42</b> | <b>2.46</b> |      |
| <b>5th</b> | Opening Balance |      |   |             |             |      |
|            | 1st month       | 2.46 | - | 2.46        | 0.02        | 2.26 |
|            | 2nd month       | 2.26 | - | 2.26        | 0.02        | 2.05 |
|            | 3rd month       | 2.05 | - | 2.05        | 0.02        | 1.85 |
|            | 4th month       | 1.85 | - | 1.85        | 0.02        | 1.64 |
|            | 5th month       | 1.64 | - | 1.64        | 0.02        | 1.44 |
|            | 6th month       | 1.44 | - | 1.44        | 0.01        | 1.23 |
|            | 7th month       | 1.23 | - | 1.23        | 0.01        | 1.03 |
|            | 8th month       | 1.03 | - | 1.03        | 0.01        | 0.82 |
|            | 9th month       | 0.82 | - |             | 0.01        | 0.62 |



|                                      |      |        |      |             |             |      |
|--------------------------------------|------|--------|------|-------------|-------------|------|
|                                      |      |        | 0.82 |             |             |      |
| 10th month                           | 0.62 | -      | 0.62 | 0.01        | 0.21        | 0.41 |
| 11th month                           | 0.41 | -      | 0.41 | 0.00        | 0.21        | 0.21 |
| 12th month                           | 0.21 | -      | 0.21 | 0.00        | 0.21        | -    |
|                                      |      |        |      | <b>0.15</b> | <b>2.46</b> |      |
| DOOR TO DOOR<br>MORATORIUM<br>PERIOD | 60   | MONTHS |      |             |             |      |
|                                      | 6    | MONTHS |      |             |             |      |
| REPAYMENT PERIOD                     | 54   | MONTHS |      |             |             |      |

#### 4.10. WORKING CAPITAL CALCULATIONS

| <b>COMPUTATION OF CLOSING STOCK &amp; WORKING CAPITAL</b> |                 |                 |                 |                 |                 | (in Lacs) |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------|
| <b>PARTICULARS</b>  | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |           |
| <b><u>Finished Goods</u></b>                              |                 |                 |                 |                 |                 |           |
|   | 2.30            | 2.59            | 2.91            | 3.23            | 3.58            |           |
| <b><u>Raw Material</u></b>                                |                 |                 |                 |                 |                 |           |
|   | 1.68            | 1.92            | 2.18            | 2.46            | 2.75            |           |
| <b>Closing Stock</b>                                      | <b>3.98</b>     | <b>4.52</b>     | <b>5.09</b>     | <b>5.69</b>     | <b>6.33</b>     |           |

| <b>COMPUTATION OF WORKING CAPITAL REQUIREMENT</b> |               |                   |             |                     |                  |
|---|---------------|-------------------|-------------|---------------------|------------------|
| <b>TRADITIONAL METHOD</b>                         |               |                   |             |                     | <b>(in Lacs)</b> |
| <b>Particulars</b>                                | <b>Amount</b> | <b>Own Margin</b> |             | <b>Bank Finance</b> |                  |
| Finished Goods & Raw Material                     | 3.98          |                   |             |                     |                  |
| Less : Creditors                                  | 1.18          |                   |             |                     |                  |
| <b>Paid stock</b>                                 | <b>2.80</b>   | <b>10%</b>        | <b>0.28</b> | <b>90%</b>          | <b>2.52</b>      |
| <b>Sundry Debtors</b>                             | <b>1.85</b>   | <b>10%</b>        | <b>0.19</b> | <b>90%</b>          | <b>1.67</b>      |
|   | <b>4.65</b>   |                   | <b>0.47</b> |                     | <b>4.19</b>      |
| <b>MPBF</b>                                       |               |                   |             |                     | <b>4.19</b>      |
| <b>WORKING CAPITAL LIMIT DEMAND ( from Bank)</b>  |               |                   |             |                     | <b>4.00</b>      |
| <b>Working Capital Margin</b>                     |               |                   |             |                     | <b>0.44</b>      |

#### 4.11. SALARY & WAGES

| <b><u>BREAK UP OF LABOUR CHARGES</u></b> |                      |                  |               |
|--|----------------------|------------------|---------------|
| <b>Particulars</b>                       | <b>Wages</b>         | <b>No of</b>     | <b>Total</b>  |
|  | <b>Rs. per Month</b> | <b>Employees</b> | <b>Salary</b> |
| Plant Operator                           | 15,000               | 1                | 15,000        |
| Supervisor                               | 18,000               | 1                | 18,000        |
| Skilled (in thousand rupees)             | 12,000               | 2                | 24,000        |
| Unskilled (in thousand rupees)           | 8,500                | 3                | 25,500        |
| <b>Total salary per month</b>            |                      |                  | <b>82,500</b> |
| <b>Total annual labour charges</b>       | <b>(in lacs)</b>     |                  | <b>9.90</b>   |

| <b><u>BREAK UP OF STAFF SALARY CHARGES</u></b> |                                 |                            |                         |
|--|---------------------------------|----------------------------|-------------------------|
| <b>Particulars</b>                             | <b>Salary<br/>Rs. per Month</b> | <b>No of<br/>Employees</b> | <b>Total<br/>Salary</b> |
| Administrative Staff                           | 6,000                           | 1                          | 6,000                   |
| Manager  | 20,000                          | 1                          | 20,000                  |
| Accountant                                     | 15,000                          | 1                          | 15,000                  |
| <b>Total salary per month</b>                  |                                 |                            | <b>41,000</b>           |
| <b>Total annual Staff charges</b>              | <b>(in lacs)</b>                |                            | <b>4.92</b>             |

#### 4.12 POWER REQUIREMENT

| <b>Utility Charges (per month)</b> |              |                    |
|------------------------------------|--------------|--------------------|
| <b>Particulars</b>                 | <b>value</b> | <b>Description</b> |
| Power connection required          |              | 9 KWH              |
| consumption per day                |              | 72 units           |
| Consumption per month              | 1,800 units  |                    |
| Rate per Unit                      | 10 Rs.       |                    |
| power Bill per month               | 18,000 Rs.   |                    |

**4.13. DEPRECIATION CALCULATION**

| <b>COMPUTATION OF DEPRECIATION</b> |                              |                     | (in Lacs)    |
|------------------------------------|------------------------------|---------------------|--------------|
| <b>Description</b>                 | <b>Plant &amp; Machinery</b> | <b>Miss. Assets</b> | <b>TOTAL</b> |
| Rate of Depreciation               | <b>15.00%</b>                | <b>10.00%</b>       |              |
| <b>Opening Balance</b>             | -                            | -                   | -            |
| Addition                           | 18.35                        | 1.80                | 20.15        |
| Total                              | 18.35                        | 1.80                | 20.15        |
| Less : Depreciation                | 2.75                         | 0.18                | 2.93         |
| <b>WDV at end of Year</b>          | <b>15.60</b>                 | <b>1.62</b>         | <b>17.22</b> |
| Additions During The Year          | -                            | -                   | -            |
| Total                              | 15.60                        | 1.62                | 17.22        |
| Less : Depreciation                | 2.34                         | 0.16                | 2.50         |
| <b>WDV at end of Year</b>          | <b>13.26</b>                 | <b>1.46</b>         | <b>14.72</b> |
| Additions During The Year          | -                            | -                   | -            |
| Total                              | 13.26                        | 1.46                | 14.72        |
| Less : Depreciation                | 1.99                         | 0.15                | 2.13         |
| <b>WDV at end of Year</b>          | <b>11.27</b>                 | <b>1.31</b>         | <b>12.58</b> |
| Additions During The Year          | -                            | -                   | -            |
| Total                              | 11.27                        | 1.31                | 12.58        |
| Less : Depreciation                | 1.69                         | 0.13                | 1.82         |
| <b>WDV at end of Year</b>          | <b>9.58</b>                  | <b>1.18</b>         | <b>10.76</b> |
| Additions During The Year          | -                            | -                   | -            |
| Total                              | 9.58                         | 1.18                | 10.76        |
| Less : Depreciation                | 1.44                         | 0.12                | 1.55         |
| <b>WDV at end of Year</b>          | <b>8.14</b>                  | <b>1.06</b>         | <b>9.20</b>  |

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

**4.15. PROJECTIONS OF PROFITABILITY ANALYSIS**

| <b><u>PROJECTED PROFITABILITY STATEMENT</u></b> |                 |                 |                 |                 |                 | <b>(in Lacs)</b> |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| <b>PARTICULARS</b>                              | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |                  |
| Capacity Utilisation %                          | <b>60%</b>      | <b>65%</b>      | <b>70%</b>      | <b>75%</b>      | <b>80%</b>      |                  |
| <b><u>SALES</u></b>                             |                 |                 |                 |                 |                 |                  |
| <b>Gross Sale</b>                               |                 |                 |                 |                 |                 |                  |
| Soya Chunk                                      | 79.34           | 93.13           | 105.09          | 117.73          | 131.05          |                  |
| <b>Total</b>                                    | <b>79.34</b>    | <b>93.13</b>    | <b>105.09</b>   | <b>117.73</b>   | <b>131.05</b>   |                  |
| <b><u>COST OF SALES</u></b>                     |                 |                 |                 |                 |                 |                  |
| Raw Material Consumed                           | 50.40           | 57.72           | 65.52           | 73.80           | 82.56           |                  |
| Electricity Expenses                            | 2.16            | 2.48            | 2.86            | 3.29            | 3.61            |                  |
| Depreciation                                    | 2.93            | 2.50            | 2.13            | 1.82            | 1.55            |                  |
| Wages & labour                                  | 9.90            | 10.89           | 11.98           | 12.82           | 13.71           |                  |
| Repair & maintenance                            | 1.98            | 2.33            | 2.63            | 2.94            | 3.28            |                  |
| Packaging                                       | 1.59            | 1.86            | 2.10            | 2.35            | 2.62            |                  |
| <b>Cost of Production</b>                       | <b>68.96</b>    | <b>77.79</b>    | <b>87.22</b>    | <b>97.02</b>    | <b>107.34</b>   |                  |
| <b>Add: Opening Stock /WIP</b>                  | <b>-</b>        | <b>2.30</b>     | <b>2.59</b>     | <b>2.91</b>     | <b>3.23</b>     |                  |
| <b>Less: Closing Stock /WIP</b>                 | <b>2.30</b>     | <b>2.59</b>     | <b>2.91</b>     | <b>3.23</b>     | <b>3.58</b>     |                  |
| Cost of Sales                                   | 66.66           | 77.49           | 86.90           | 96.70           | 107.00          |                  |
| <b>GROSS PROFIT</b>                             | <b>12.68</b>    | <b>15.63</b>    | <b>18.18</b>    | <b>21.03</b>    | <b>24.06</b>    |                  |
|   | <b>15.98%</b>   | <b>16.79%</b>   | <b>17.30%</b>   | <b>17.87%</b>   | <b>18.36%</b>   |                  |
| Salary to Staff                                 | 4.92            | 5.51            | 6.23            | 6.85            | 7.53            |                  |
| Interest on Term Loan                           | 1.09            | 0.96            | 0.69            | 0.42            | 0.15            |                  |
| Interest on working Capital                     | 0.44            | 0.44            | 0.44            | 0.44            | 0.44            |                  |
| Rent  | 3.60            | 3.96            | 4.36            | 4.79            | 5.27            |                  |
| selling & adm exp                               | 0.79            | 1.40            | 1.58            | 1.77            | 1.97            |                  |
| <b>TOTAL</b>                                    | <b>10.84</b>    | <b>12.27</b>    | <b>13.29</b>    | <b>14.26</b>    | <b>15.36</b>    |                  |
| <b>NET PROFIT</b>                               | <b>1.84</b>     | <b>3.37</b>     | <b>4.89</b>     | <b>6.77</b>     | <b>8.70</b>     |                  |
|   | <b>2.32%</b>    | <b>3.62%</b>    | <b>4.66%</b>    | <b>5.75%</b>    | <b>6.64%</b>    |                  |
| Taxation  | -               | -               | -               | 0.48            | 0.86            |                  |
| <b>PROFIT (After Tax)</b>                       | <b>1.84</b>     | <b>3.37</b>     | <b>4.89</b>     | <b>6.29</b>     | <b>7.83</b>     |                  |

#### 4.16. BREAK EVEN POINT ANALYSIS

| <b>BREAK EVEN POINT ANALYSIS</b>              |              |              |               |               |               |
|---|--------------|--------------|---------------|---------------|---------------|
| <b>Year</b>                                   | <b>I</b>     | <b>II</b>    | <b>III</b>    | <b>IV</b>     | <b>V</b>      |
| <b>Net Sales &amp; Other Income</b>           | 79.34        | 93.13        | 105.09        | 117.73        | 131.05        |
| Less : Op. WIP Goods                          | -            | 2.30         | 2.59          | 2.91          | 3.23          |
| Add : Cl. WIP Goods                           | 2.30         | 2.59         | 2.91          | 3.23          | 3.58          |
| <b>Total Sales</b>                            | <b>81.64</b> | <b>93.42</b> | <b>105.40</b> | <b>118.05</b> | <b>131.40</b> |
| <b>Variable &amp; Semi Variable Exp.</b>      |              |              |               |               |               |
| Raw Material Consumed                         | 50.40        | 57.72        | 65.52         | 73.80         | 82.56         |
| Electricity Exp/Coal Consumption at 85%       | 1.84         | 2.11         | 2.43          | 2.79          | 3.07          |
| Wages & Salary at 60%                         | 8.89         | 9.84         | 10.92         | 11.80         | 12.75         |
| Selling & administrative Expenses 80%         | 0.63         | 1.12         | 1.26          | 1.41          | 1.57          |
| Interest on working Capital                   | 0.44         | 0.44         | 0.44          | 0.44          | 0.44          |
| Repair & maintenance                          | 1.98         | 2.33         | 2.63          | 2.94          | 3.28          |
| Packaging                                     | 1.59         | 1.86         | 2.10          | 2.35          | 2.62          |
| <b>Total Variable &amp; Semi Variable Exp</b> | <b>65.77</b> | <b>75.42</b> | <b>85.30</b>  | <b>95.54</b>  | <b>106.29</b> |
| <b>Contribution</b>                           | <b>15.87</b> | <b>18.00</b> | <b>20.10</b>  | <b>22.51</b>  | <b>25.11</b>  |
| <b>Fixed &amp; Semi Fixed Expenses</b>        |              |              |               |               |               |
| Electricity Exp/Coal Consumption at 15%       | 0.32         | 0.37         | 0.43          | 0.49          | 0.54          |
| Wages & Salary at 40%                         | 5.93         | 6.56         | 7.28          | 7.87          | 8.50          |
| Interest on Term Loan                         | 1.09         | 0.96         | 0.69          | 0.42          | 0.15          |
| Depreciation                                  | 2.93         | 2.50         | 2.13          | 1.82          | 1.55          |
| Selling & administrative Expenses 20%         | 0.16         | 0.28         | 0.32          | 0.35          | 0.39          |
| Rent  | 3.60         | 3.96         | 4.36          | 4.79          | 5.27          |
| <b>Total Fixed Expenses</b>                   | <b>14.03</b> | <b>14.63</b> | <b>15.21</b>  | <b>15.74</b>  | <b>16.41</b>  |
| <b>Capacity Utilization</b>                   | <b>60%</b>   | <b>65%</b>   | <b>70%</b>    | <b>75%</b>    | <b>80%</b>    |
| <b>OPERATING PROFIT</b>                       | <b>1.84</b>  | <b>3.37</b>  | <b>4.89</b>   | <b>6.77</b>   | <b>8.70</b>   |
| <b>BREAK EVEN POINT</b>                       | <b>53%</b>   | <b>53%</b>   | <b>53%</b>    | <b>52%</b>    | <b>52%</b>    |
| <b>BREAK EVEN SALES</b>                       | <b>72.19</b> | <b>75.94</b> | <b>79.74</b>  | <b>82.56</b>  | <b>85.87</b>  |

**4.17. PROJECTED BALANCE SHEET**

| <b><u>PROJECTED BALANCE SHEET</u></b> |                 |                 |                 |                 |                 | <b>(in Lacs)</b> |
|---------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| <b>PARTICULARS</b>                    | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |                  |
| <b><u>Liabilities</u></b>             |                 |                 |                 |                 |                 |                  |
| Capital                               |                 |                 |                 |                 |                 |                  |
| opening balance                       |                 | 9.84            | 11.61           | 14.10           | 16.69           |                  |
| Add:- Own Capital                     | 2.45            |                 |                 |                 |                 |                  |
| Add:- Retained Profit                 | 1.84            | 3.37            | 4.89            | 6.29            | 7.83            |                  |
| Less:- Drawings                       | 1.50            | 1.60            | 2.40            | 3.70            | 5.00            |                  |
| Subsidy/grant                         | 7.05            |                 |                 |                 |                 |                  |
| Closing Balance                       | 9.84            | 11.61           | 14.10           | 16.69           | 19.52           |                  |
| Term Loan                             | 9.85            | 7.39            | 4.93            | 2.46            | -               |                  |
| Working Capital Limit                 | 4.00            | 4.00            | 4.00            | 4.00            | 4.00            |                  |
| Sundry Creditors                      | 1.18            | 1.35            | 1.53            | 1.72            | 1.93            |                  |
| Provisions & Other Liab               | 0.40            | 0.50            | 0.60            | 0.72            | 0.86            |                  |
| <b>TOTAL :</b>                        | <b>25.27</b>    | <b>24.84</b>    | <b>25.15</b>    | <b>25.59</b>    | <b>26.31</b>    |                  |
| <b><u>Assets</u></b>                  |                 |                 |                 |                 |                 |                  |
| <b>Fixed Assets ( Gross)</b>          | 20.15           | 20.15           | 20.15           | 20.15           | 20.15           |                  |
| Gross Dep.                            | 2.93            | 5.43            | 7.57            | 9.39            | 10.95           |                  |
| <b>Net Fixed Assets</b>               | <b>17.22</b>    | <b>14.72</b>    | <b>12.58</b>    | <b>10.76</b>    | <b>9.20</b>     |                  |
| <b>Current Assets</b>                 |                 |                 |                 |                 |                 |                  |
| Sundry Debtors                        | 1.85            | 2.17            | 2.45            | 2.75            | 3.06            |                  |
| Stock in Hand                         | 3.98            | 4.52            | 5.09            | 5.69            | 6.33            |                  |
| Cash and Bank                         | 2.22            | 3.44            | 5.03            | 6.39            | 7.72            |                  |
| <b>TOTAL :</b>                        | <b>25.27</b>    | <b>24.84</b>    | <b>25.15</b>    | <b>25.59</b>    | <b>26.31</b>    |                  |

**4.18. CASH FLOW STATEMENT**

| <b><u>PROJECTED CASH FLOW STATEMENT</u></b> |                 |                 |                 |                 |                 | <b>(in Lacs)</b> |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| <b>PARTICULARS</b>                          | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |                  |
| <b><u>SOURCES OF FUND</u></b>               |                 |                 |                 |                 |                 |                  |
| Own Margin                                  | 2.45            |                 |                 |                 |                 |                  |
| Net Profit                                  | 1.84            | 3.37            | 4.89            | 6.77            | 8.70            |                  |
| Depriciation & Exp. W/off                   | 2.93            | 2.50            | 2.13            | 1.82            | 1.55            |                  |
| Increase in Cash Credit                     | 4.00            | -               | -               | -               | -               |                  |
| Increase In Term Loan                       | 11.08           | -               | -               | -               | -               |                  |
| Increase in Creditors                       | 1.18            | 0.17            | 0.18            | 0.19            | 0.20            |                  |
| Increase in Provisions & Oth lib            | 0.40            | 0.10            | 0.10            | 0.12            | 0.14            |                  |
| Sunsidy/grant                               | 7.05            |                 |                 |                 |                 |                  |
| <b>TOTAL :</b>                              | <b>30.93</b>    | <b>6.14</b>     | <b>7.31</b>     | <b>8.90</b>     | <b>10.60</b>    |                  |
| <b><u>APPLICATION OF FUND</u></b>           |                 |                 |                 |                 |                 |                  |
| Increase in Fixed Assets                    | 20.15           |                 |                 |                 |                 |                  |
| Increase in Stock                           | 3.98            | 0.54            | 0.57            | 0.60            | 0.64            |                  |
| Increase in Debtors                         | 1.85            | 0.32            | 0.28            | 0.29            | 0.31            |                  |
| Repayment of Term Loan                      | 1.23            | 2.46            | 2.46            | 2.46            | 2.46            |                  |
| Drawings                                    | 1.50            | 1.60            | 2.40            | 3.70            | 5.00            |                  |
| Taxation                                    | -               | -               | -               | 0.48            | 0.86            |                  |
| <b>TOTAL :</b>                              | <b>28.71</b>    | <b>4.92</b>     | <b>5.72</b>     | <b>7.54</b>     | <b>9.27</b>     |                  |
| Opening Cash & Bank Balance                 | -               | 2.22            | 3.44            | 5.03            | 6.39            |                  |
| Add : Surplus                               | 2.22            | 1.22            | 1.59            | 1.36            | 1.33            |                  |
| Closing Cash & Bank Balance                 | <b>2.22</b>     | <b>3.44</b>     | <b>5.03</b>     | <b>6.39</b>     | <b>7.72</b>     |                  |



**4.19. DEBT SERVICE COVERAGE RATIO**

| <b><u>CALCULATION OF D.S.C.R</u></b> |                 |                 |                 |                 |                 |
|--------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>PARTICULARS</b>                   | <b>1st year</b> | <b>2nd year</b> | <b>3rd year</b> | <b>4th year</b> | <b>5th year</b> |
|                                      |                 |                 |                 |                 |                 |
| CASH ACCRUALS                        | 4.77            | 5.87            | 7.03            | 8.11            | 9.39            |
| Interest on Term Loan                | 1.09            | 0.96            | 0.69            | 0.42            | 0.15            |
| <b>Total</b>                         | <b>5.86</b>     | <b>6.83</b>     | <b>7.72</b>     | <b>8.53</b>     | <b>9.54</b>     |
|                                      |                 |                 |                 |                 |                 |
| <b><u>REPAYMENT</u></b>              |                 |                 |                 |                 |                 |
| Instalment of Term Loan              | 1.23            | 2.46            | 2.46            | 2.46            | 2.46            |
| Interest on Term Loan                | 1.09            | 0.96            | 0.69            | 0.42            | 0.15            |
|                                      |                 |                 |                 |                 |                 |
| Total                                | 2.32            | 3.42            | 3.15            | 2.88            | 2.61            |
|                                      |                 |                 |                 |                 |                 |
| <b>DEBT SERVICE COVERAGE RATIO</b>   | <b>2.52</b>     | <b>2.00</b>     | <b>2.45</b>     | <b>2.96</b>     | <b>3.65</b>     |
| <b>AVERAGE D.S.C.R.</b>              | <b>2.72</b>     |                 |                 |                 |                 |