

# MODEL DPR

## ESTABLISHMENT OF WAREHOUSE FOR GRAINS (WITHOUT CAPITAL SUBSIDY)

under Agriculture Infrastructure Fund Scheme

Submitted to



Department of Agriculture,  
Cooperation & Farmers Welfare

Submitted by



Knowledge Partner  
NABARD Consultancy Services  
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## CREDIT CITATION

*Preparation of this document has been possible with broad-based support and co-operation from various stakeholders. NABARD Consultancy Services hereby, sincerely and gratefully acknowledges the support and valuable co-operation extended by them.*

*Our sincere thanks are also due to all others who directly or indirectly helped NABCONS in preparation of this document.*

## DPR Template for projects under Agriculture Infrastructure Fund<sup>1</sup>

### 1. Details of the Applicant

To be filled by the applicant

| SN    | Particulars  | Details |
|-------|--|---------|
| i.    | Name of the Applicant  |         |
| ii.   | Constitution Legal Status of Applicant :<br>(i.e. Govt. organization, NGO, Co-operative society, Company, partnership firm, proprietorship firm, Individual, FPO, Self Help Group, etc.) |         |
| iii.  | Registration No. of Applicant/CIN  |         |
| iv.   | GST No. of Applicant   |         |
| v.    | Date of Establishment/ Incorporation   |         |
| vi.   | Address of the registered office   |         |
| vii.  | PAN No. of Applicant   |         |
| viii. | Address of the proposed site   |         |
| ix.   | District   |         |
| x.    | State  |         |
| xi.   | Pin Code   |         |
| xii.  | Whether lead promoter belong to SC/ ST/ Woman/Minority   |         |

\*Details of associates/ allied firms, if any may also be provided.

### 2. Contact details of the Applicant/Promoter(s)/Partner(s)/Directors(s)/ Members including addresses, telephone, mobile, fax, e-mail, website, PAN etc.

| SN | Name of Applicant/<br>Promoter(s)/<br>Partner(s)/<br>Director(s)/ Members | Address | Telephone<br>No. | Mobile<br>No. | E-mail Id | Any<br>other<br>details |
|----|---|---------|------------------|---------------|-----------|-------------------------|
| 1  |   |         |                  |               |           |                         |

To be filled by the applicant

<sup>1</sup> This template is prepared keeping in mind the essential information required by the lending institutions to process the loan application. Different formats of table/description can be used for preparation of the DPR but all the required information in template should be included in the DPR.

|   |  |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|--|
| 2 |  |  |  |  |  |  |  |  |  |
|---|--|--|--|--|--|--|--|--|--|

**3. Details of the Promoter(s)/Partner(s)/Directors(s)/ Members**

| S<br>N | Name of Promoter(s) / Partner(s)/ Director(s)/ Members | Aadhaar No. | PAN No.                       | Academic and technical Qualification | Net Worth | DI N No. | Credit Rating | Date of Share holding | Partner profit sharing ratio |
|--------|--|-------------|-------------------------------|--------------------------------------|-----------|----------|---------------|-----------------------|------------------------------|
| 1      |  |             |                               |                                      |           |          |               |                       |                              |
|        |  |             | To be filled by the applicant |                                      |           |          |               |                       |                              |
| 2      |  |             |                               |                                      |           |          |               |                       |                              |

**4. Relative experience of the Applicant/Promoter(s)/Partner(s)/Directors(s)/ Members**

| S<br>N | Name of lead Applicant/Promoter(s)/Partner(s)/ Members of Applicant Entity | Detail of Experience          | Details of Turnover (year-wise) | Supporting Document attached, if any (Yes/No) |
|--------|--|-------------------------------|---------------------------------|---|
| 1      |  |                               |                                 |   |
|        |  | To be filled by the applicant |                                 |   |
| 2      |  |                               |                                 |   |

**5. Details of Existing Banking and Credit facilities of the Applicant/ Promoter(s)/ Partner(s)/ Directors(s)**

| S N | Type s of Facili ty | Name of Bank and Branch | Limi ts | Outstandi ng as on dd/mm/yy yy | Securi ties | Rate of intere st | Repayme nt terms | Purpo se |
|-----|---------------------|-------------------------|---------|--------------------------------|-------------|-------------------|------------------|----------|
| 1   | Cash Credit         |                         |         |                                |             |                   |                  |          |
| 2   | Term Loan           |                         |         | To be filled by the applicant  |             |                   |                  |          |
| 3   | Other s             |                         |         |                                |             |                   |                  |          |

\*Information pertaining to credit rating (internal /external) may also be shared along with the aforementioned information

**6. Details of GST Returns submitted, if any or status of registration**

**7. Project Details**

a. Objective of the proposed project: GRAIN GRADING AND WAREHOUSE

b. Category of proposed infrastructure as per the Scheme:

| SN | Component                        | Mark Tick (✓) |
|----|----------------------------------|---------------|
| 1  | Supply chain                     |               |
| 2  | Warehouses                       | ✓             |
| 3  | Silos                            |               |
| 4  | Pack Houses                      |               |
| 5  | Assaying Unit                    |               |
| 6  | Sorting, Grading and drying unit | ✓             |
| 7  | Cold Chain                       |               |
| 8  | Logistics facilities             |               |
| 9  | Primary Processing Centres       |               |
| 10 | Ripening Chambers                |               |
| 11 | Organic input production         |               |
| 12 | Bio stimulant production unit    |               |

|    |   |  |
|----|---|--|
| 13 | Infrastructure for Smart and precision agriculture  |  |
| 14 | Projects identified for providing supply chain infrastructure for clusters of crops including export clusters.  |  |
| 15 | Projects promoted by Central/State/Local Governments or their agencies under PPP for building community farming assets or post-harvest management projects. |  |
| 16 | Any other (please Specify)  |  |

c. Type of Operating Model (Rental, PPP, captive, Lease, Franchise etc.) and details

**8. Land Details:**

| SN | Particulars   | Details                       |
|----|---|-------------------------------|
| 1  | Land Area   |                               |
| 2  | Status of Legal title & Possession  |                               |
| 3  | if leased, Period of lease  |                               |
| 4  | Coordinates of location   |                               |
| 5  | Details of CLU  |                               |
| 6  | Connectivity to roads<br>I. State Highway (in Km.)<br>II. National Highway (in Km.) | To be filled by the applicant |
| 7  | Availability of Water   |                               |
| 8  | Availability of Power   |                               |

**9. Proposed facilities:**

I. Details of proposed facility

| S N | Type of facilities proposed to be created | No. of Units | Total Capacity [MT, Ltrs, MT/Hr. | No. of Days of operation |
|-----|---|--------------|----------------------------------|--------------------------|
| 1   | Warehouse                                 | 1            | 1000 MT                          |                          |
| 2   | Silos                                     |              |                                  |                          |
| 3   | Pack-house                                |              |                                  |                          |
| 4   | CA Store                                  |              |                                  |                          |
| 5   | Cold store                                |              |                                  |                          |
| 6   | Frozen store                              |              |                                  |                          |



| S N | Type of facilities proposed to be created   | No. of Units | Total Capacity [MT, Ltrs, MT/Hr. | No. of Days of operation |
|-----|---|--------------|----------------------------------|--------------------------|
| 7   | Pre-cooling Chambers  |              |                                  |                          |
| 8   | Assaying, Sorting, Grading, Waxing, Weighing, Packing facility [Modify as per actual] | 1            | 3000 MT                          |                          |
| 9   | Ripening Chambers   |              |                                  |                          |
| 10  | IQF   |              |                                  |                          |
| 11  | Blast Freezing  |              |                                  |                          |
| 12  | Refrigerated Vehicles/ Reefer vans  |              |                                  |                          |
| 13  | Mobile Pre-coolers  |              |                                  |                          |
| 14  | Insulated/ non-insulated distribution vehicle   |              |                                  |                          |
| 15  | Irradiation Facility  |              |                                  |                          |
| 16  | Organic input production  |              |                                  |                          |
| 17  | Bio Stimulant production units  |              |                                  |                          |
| 18  | Others (Specify) [Drying]   | 1            | 1500 MT                          |                          |

II. Details of technologies to be used/ alternative technologies

III. Flow chart of activity process

**10. Detailed timeline for construction of proposed project and proposed date for commencement of operation**

| SN | Activity                             | Activity Time (in weeks) | Total time (in weeks) |
|----|--------------------------------------|--------------------------|-----------------------|
| 1  | Civil Construction                   | 24                       | 24                    |
| 2  | Purchase and installation of machine | 8                        | 32                    |
| 3  | Test Production                      | 4                        | 36                    |
|    | <b>Final Production</b>              | <b>36 weeks</b>          |                       |

**11. Proposed Project Financials**

a. Estimated Project cost details

| SN | Items            | Amount (₹ in lakhs) |
|----|------------------|---------------------|
| 1  | Site Development | 20                  |

| SN                        | Items   | Amount (₹ in lakhs) |
|---------------------------|---|---------------------|
| 2                         | Civil Works   |                     |
| 3                         | Technical Civil Works/Errection etc.  |                     |
| 4                         | Plant & Machinery (P&M)   | 32.00               |
| 5                         | Fixed cost on power supply connection or/ and Generator set/solar system etc. |                     |
| 6                         | Common Utilities like Water/ETP/ STP, etc.                                    |                     |
| 7                         | Pre-operative Expenses  | 0.51                |
| 8                         | Interest During Construction  |                     |
| 9                         | Working capital   | 4.49                |
| 10                        | Add other items not listed above(Service Centre Infrastructure)               | 2.5                 |
| <b>Total Project Cost</b> |   | <b>59.50</b>        |

**b. Means of finance**

| SN           | Items   | Amount (₹ in lakhs) | Percentage (%) |
|--------------|---|---------------------|----------------|
| 1            | *Promoter's Equity  | 5.95                | 10%            |
| 2            | Capital Subsidy/ Benefit from other Central/ State Scheme |                     |                |
| 3            | Loan (TL +CC)   | 53.50               | 90%            |
| <b>Total</b> |   | <b>67.50</b>        |                |

\*The source of the owned funds and also the capacity of the promoter to support the project in the event of cost escalations due to time overruns should also be mentioned

**c. Basic Revenue Projections (₹ in lakh)**

| SN | Item  | Year 1 | Year 2 | Year 3  | Year 4  | Year 5  |
|----|---|--------|--------|---------|---------|---------|
| 1  | Turnover  | 147.00 | 168.75 | 180.00  | 191.25  | 202.50  |
| 2  | Cost of Operations  | 58.91  | 67.74  | 71.56   | 75.48   | 79.51   |
| 3  | Gross Profit  | 88.09  | 101.01 | 108.44  | 115.77  | 122.99  |
| 4  | Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) | 88.09  | 101.01 | 108.44  | 115.77  | 122.99  |
| 5  | Profit before taxation  | 78.787 | 93.387 | 101.951 | 110.315 | 118.488 |

|   |                       |        |        |        |        |        |
|---|-----------------------|--------|--------|--------|--------|--------|
| 6 | Profit after taxation | 54.998 | 65.371 | 71.366 | 77.220 | 82.942 |
|---|-----------------------|--------|--------|--------|--------|--------|

\*CMA data to be provided along with projected balance sheet, profit & loss statements, covering entire period of repayment.

**d. Financial Parameters**

| SN | Particulars   | Details (Ratio/%) | Ref Page No. in DPR* |
|----|---|-------------------|----------------------|
| 1  | Internal Rate of Return (IRR) [(a) With and (b) without grant/ subsidy] | 89.37%            | -                    |
| 2  | Avg. Debt Service Coverage Ratio (DSCR)                                 | 7.18              | -                    |
| 3  | Break Even Point (BEP)  | 18.90%            | -                    |
| 4  | Debt-Equity Ratio ( TTL/TNW)  | 0.67              | -                    |
| 5  | Fixed Assets Coverage Ratio   | 0.39              | -                    |

**e. Credit Facilities proposed**

I. Fund Based

- a) Term Loan 49.06 Lakhs
- b) Working Capital 4.49 lakhs  
(Attach Assessment of working capital, if proposed)

II. Non Fund Based

**f.** Collateral Security proposed to be offered and its approximate value for the applicable cases. (To be furnished only in case of loans above Rs.2 crore)

**g.** Repayment Schedule (Including moratorium period)

**h.** Details of Statutory/other approvals/registrations (status)

**12. Availability of Raw Materials in the Catchment Area - provide details such as Adequate Volume, Wider Mix of Raw Materials, Days of Operation in a Year along with supporting data. Based on this information feasibility/viability of the project should be justified.**

**13. Details of the catchment area of the project**

| S.N | Location of the Catchment (Primary/Secondary) | Name Village/Dist/ APMC | Commodities to be sourced | Quantities to be sourced [MT ] ( per annum) |
|-----|---|-------------------------|---------------------------|---|
| 1   |   |                         |                           |   |
| 2   |   |                         |                           |   |

\*DPR should comprised of detailed chapter on proposed catchment (production and supply statistics).

**14. Details of existing demand of the product and marketing arrangements (including e-trading), possibility of for leasing with FCI/CWC/SWC/e-commerce players / retailers for assured cash flows if any.**

Currently there are no facility of grading/assaying present in 20 km of the operating area.

**15. Employment Generation projections**

- a. Direct Employment: (Skilled and Semi-skilled).....10.....
- b. Contractual Employment with no. of days: .....
- c. Indirect Employment (specify): ...Packing material suppliers, Dealers and Service providers, Local vendors gets indirect employment from this project in rural areas.

**16. Details of renewable/ alternate energy sources including solar energy, if any, proposed to be used for operating the project including inter alia, details of power generation.**

**17. Details of pollution issues (if any) and adoption of modern technology for reducing the carbon footprints and increasing operational efficiency:-**

| SN | Name of technology/item | Basic cost (Excluding taxes etc.) | How the technology will help in reducing carbon footprint and/or increase in operational efficiency |
|----|-------------------------|-----------------------------------|---|
| 1  |                         |                                   |   |
| 2  |                         |                                   |   |



**18. List of Manufacturers/ Suppliers of P&M (enclose quotations)**

I Certify that the information / contents as above furnished by me / us are true to the best

of my / our knowledge and belief and nothing material has been concealed. In case, any information furnished in the application is found false, my / our application may be rejected out at any stage by the Bank and not eligible under Agriculture Infrastructure Fund scheme.

To be filled by the applicant

Date: \_\_\_\_\_  
Applicant

Signature of the

Place: \_\_\_\_\_



# Annexures

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DPR without subsidy

Annexure 1 - Estimated cost of the project

Estimated cost of project

| Sr. No. | Particulars  | Grand Total (in lakhs) |
|---------|--|------------------------|
| 1       | Land and site development  |                        |
| (a)     | Land (Lease in name of company)  | -                      |
|         | Total  | -                      |
| 2       | Site Development   | -                      |
| (a)     | Total  | -                      |
| 3       | Civil Work   |                        |
| (a)     | Civil Work   | 20.00                  |
|         | Total  | 20.00                  |
| 4       | Plant and Machinery (indegenuous)  |                        |
| (a)     | Plant and Machinery  | 32.00                  |
|         | Total  | 32.00                  |
| 5       | Miscellanoeous Fixed Assets  |                        |
| (a)     | Cost   | -                      |
| 6       | Working Capital Margin   | 4.49                   |
| 7       | Preliminary Expenses   | -                      |
| (a)     | Security Deposit   | -                      |
|         | Total  |                        |
| 8       | Pre-Operative Expense<br>(for 6 months upto the date od commencement of commercial production) |                        |
| (a)     | Establisment and Travelling and Other Expenses   | 0.51                   |
| (b)     | Legal and Misc Expense   | -                      |
|         | Total  | 0.51                   |
| 9       | Service Centre Infrastructure  | 2.50                   |
|         | <b>Total Cost of Project</b>   | <b>59.50</b>           |



**Annexure 2 - Means of Finance**

| Sr. No.                   | Item                | Grand Total (in lakhs) |
|---------------------------|---------------------|------------------------|
| 1                         | Promoter's equity   | 5.95                   |
| 2                         | Eligible Assistance | -                      |
| 3                         | Term Loan           | 49.06                  |
| 4                         | CC Limit            | 4.49                   |
| <b>Total Project cost</b> |                     | <b>59.50</b>           |

Annexure 3 - Complete Estimate of Civil and Plant and Machinery

| 1. Civil Work                     | Units | Amt              |
|-----------------------------------|-------|------------------|
| 1 Building, steel and wooden work | 1     | 2,000,000        |
| <b>Total Civil Work</b>           |       | <b>2,000,000</b> |
|                                   |       |                  |
| 2. Plant and machinery            | Units | Amt              |
| 1 Grain elevator                  | 1     |                  |
| 2 Moisture tester                 | 1     |                  |
| 3 Dryer                           | 1     |                  |
| 4 Gravity separator               | 1     |                  |
| 5 Aspirator                       | 1     |                  |
| 6 Destoner                        | 1     |                  |
| 7 Washer                          | 1     |                  |
| 8 Grain grader                    | 1     |                  |
| 9 Tempering tank                  | 1     | 3,200,000        |
| <b>Total Plant and Machinery</b>  |       | <b>3,200,000</b> |
|                                   |       |                  |
| <b>Total fixed Assets</b>         |       | <b>5,200,000</b> |

Annexure 4 - Estimated Cost of Production

| Sr. No | Description                                   | Year ending March 31st |            |            |            |            |            |            |            |            |
|--------|---|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|        |   | I                      | II         | III        | IV         | V          | VI         | VII        | VIII       | IX         |
|        | No of Working months                          | 12                     | 12         | 12         | 12         | 12         | 12         | 12         | 12         | 12         |
|        | Electricity expense                           | 870,000                | 1,222,500  | 1,277,625  | 1,335,506  | 1,396,282  | 1,460,096  | 1,527,100  | 1,527,100  | 1,527,100  |
|        | Insurance cost @ 2% of purchase cost          | 64,000                 | 67,200     | 70,560     | 74,088     | 77,792     | 81,682     | 85,766     | 90,054     | 94,557     |
|        | Drying cost (fixed Rs. 5 lakhs)               | 500,000                | 500,000    | 500,000    | 500,000    | 500,000    | 500,000    | 500,000    | 500,000    | 500,000    |
|        | Running and Maintenance expense @20% of sales | 2,940,000              | 3,375,000  | 3,600,000  | 3,825,000  | 4,050,000  | 4,275,000  | 4,500,000  | 4,500,000  | 4,500,000  |
|        | Cost of Production                            | 4,374,000              | 5,164,700  | 5,448,185  | 5,734,594  | 6,024,074  | 6,316,778  | 6,612,867  | 6,617,155  | 6,621,658  |
|        | Sub Total                                     | 4,374,000              | 5,164,700  | 5,448,185  | 5,734,594  | 6,024,074  | 6,316,778  | 6,612,867  | 6,617,155  | 6,621,658  |
|        | Administrative salaries and wages             | 1,317,360              | 1,409,575  | 1,508,245  | 1,613,823  | 1,726,790  | 1,847,666  | 1,977,002  | 2,115,392  | 2,263,470  |
|        | Fixed office expenses                         | 200,000                | 200,000    | 200,000    | 200,000    | 200,000    | 200,000    | 200,000    | 200,000    | 200,000    |
|        | Total   | 1,517,360              | 1,609,575  | 1,708,245  | 1,813,823  | 1,926,790  | 2,047,666  | 2,177,002  | 2,315,392  | 2,463,470  |
|        | Cost of Sales                                 | 5,891,360              | 6,774,275  | 7,156,430  | 7,548,417  | 7,950,864  | 8,364,443  | 8,789,869  | 8,932,547  | 9,085,127  |
|        | Expected sales revenue                        | 14,700,000             | 16,875,000 | 18,000,000 | 19,125,000 | 20,250,000 | 21,375,000 | 22,500,000 | 22,500,000 | 22,500,000 |
|        | Gross Profit                                  | 8,808,640              | 10,100,725 | 10,843,570 | 11,576,583 | 12,299,136 | 13,010,557 | 13,710,131 | 13,567,453 | 13,414,873 |
|        | Financial expense                             |                        |            |            |            |            |            |            |            |            |
|        | Interest on Term Loan                         | 291,530                | 254,735    | 209,448    | 164,162    | 118,876    | 73,590     | 28,304     | -          | -          |
|        | Interest on WC Loan                           | 44,900                 | 44,900     | 44,900     | 44,900     | 44,900     | 44,900     | 44,900     | 44,900     | 44,900     |
|        | total   | 336,430                | 299,635    | 254,348    | 209,062    | 163,776    | 118,490    | 73,204     | 44,900     | 44,900     |
|        | Operating profits (PBT)                       | 8,472,210              | 9,801,090  | 10,589,221 | 11,367,521 | 12,135,360 | 12,892,067 | 13,636,927 | 13,522,553 | 13,369,973 |
|        | Preliminary Expense                           | 51,000                 | -          | -          | -          | -          | -          | -          | -          | -          |
|        | depreciation                                  | 542,500                | 462,375    | 394,144    | 336,035    | 286,541    | 244,380    | 208,461    | 177,856    | 151,776    |
|        | Net Profit before Tax                         | 7,878,710              | 9,338,715  | 10,195,077 | 11,031,486 | 11,848,819 | 12,647,687 | 13,428,467 | 13,344,697 | 13,218,197 |
|        | Income Tax                                    | 2,378,913              | 2,801,615  | 3,058,523  | 3,309,446  | 3,554,646  | 3,794,306  | 4,028,540  | 4,003,409  | 3,965,459  |
|        | Profits after Tax                             | 5,499,797              | 6,537,101  | 7,136,554  | 7,722,040  | 8,294,173  | 8,853,381  | 9,399,927  | 9,341,288  | 9,252,738  |
|        | Distribution of profits (80%)                 | 4,399,838              | 5,229,681  | 5,709,243  | 6,177,632  | 6,635,339  | 7,082,705  | 7,519,941  | 7,473,030  | 7,402,190  |
|        | Profit transfer to balance sheet              | 1,099,959              | 1,307,420  | 1,427,311  | 1,544,408  | 1,658,835  | 1,770,676  | 1,879,985  | 1,868,258  | 1,850,548  |

1. Electricity are semi-fixed cost. Rs. 120,000 pa is fixed, balance is variable at Rs. 10 per unit usage

2. Electricity usage in units is given below

|                |        |         |         |            |             |             |             |             |             |
|----------------|--------|---------|---------|------------|-------------|-------------|-------------|-------------|-------------|
| Usage in units | 75000  | 78750   | 82687.5 | 86821.875  | 91162.96875 | 95721.11719 | 100507.173  | 100507.173  | 100507.173  |
| Variable cost  | 750000 | 1102500 | 1157625 | 1215506.25 | 1276281.563 | 1340095.641 | 1407100.423 | 1407100.423 | 1407100.423 |

3. It is assumed that insurance cost is 2% of purchase price and this will increase 5% annually

Annexure 5- Projected balance sheet

Projected Baalance sheet

| Sr. No   | Description                        | Year ending March 31st |              |              |              |              |              |              |              |              |
|----------|------------------------------------|------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|          |                                    | I                      | II           | III          | IV           | V            | VI           | VII          | VIII         | IX           |
| <b>A</b> | <b>Asset</b>                       |                        |              |              |              |              |              |              |              |              |
| 1        | Fixed Capital expenditure          |                        |              |              |              |              |              |              |              |              |
|          | Gross Block                        | 3,700,000              | 3,157,500.00 | 2,695,125.00 | 2,300,981.25 | 1,964,946.56 | 1,678,405.83 | 1,434,026.08 | 1,225,565.18 | 1,047,709.11 |
|          | Less- Depreciation                 | 542,500                | 462,375.00   | 394,143.75   | 336,034.69   | 286,540.73   | 244,379.75   | 208,460.90   | 177,856.07   | 151,775.53   |
|          | net Block                          | 3,157,500              | 2,695,125.00 | 2,300,981.25 | 1,964,946.56 | 1,678,405.83 | 1,434,026.08 | 1,225,565.18 | 1,047,709.11 | 895,933.59   |
| 3        | Sundry debtors                     | 1,225,000              | 1,406,250    | 1,500,000    | 1,593,750    | 1,687,500    | 1,781,250    | 1,875,000    | 1,875,000    | 1,875,000    |
| 4        | Cash/ bank balance                 | 2,999,635              | 3,921,280    | 4,948,160    | 6,035,180    | 7,188,364    | 8,412,547    | 9,711,530    | 11,780,708   | 13,807,711   |
|          | Total assets                       | 7,382,135              | 8,022,655    | 8,749,142    | 9,593,877    | 10,554,270   | 11,627,823   | 12,812,095   | 14,703,418   | 16,578,645   |
| <b>B</b> | <b>Liabilities</b>                 |                        |              |              |              |              |              |              |              |              |
| 1        | Capital                            | 595,000                | 1,694,959    | 3,002,380    | 4,429,690    | 5,974,098    | 7,632,933    | 9,403,609    | 11,283,595   | 13,151,852   |
|          | Add- Profit                        | 1,099,959              | 1,307,420    | 1,427,311    | 1,544,408    | 1,658,835    | 1,770,676    | 1,879,985    | 1,868,258    | 1,850,548    |
|          | Less- Drawings                     | -                      | -            | -            | -            | -            | -            | -            | -            | -            |
|          | Closing capital                    | 1,694,959              | 3,002,380    | 4,429,690    | 5,974,098    | 7,632,933    | 9,403,609    | 11,283,595   | 13,151,852   | 15,002,400   |
| 2        | term Loan                          | 4,528,615              | 3,773,846    | 3,019,077    | 2,264,308    | 1,509,538    | 754,769      | -            | -            | -            |
| 3        | Working capital                    | 449,000                | 449,000      | 449,000      | 449,000      | 449,000      | 449,000      | 449,000      | 449,000      | 449,000      |
| 4        | Creditors                          | 709,560                | 797,429      | 851,374      | 906,470      | 962,798      | 1,020,444    | 1,079,500    | 1,102,565    | 1,127,245    |
|          | Total liabilities                  | 7,382,135              | 8,022,655    | 8,749,142    | 9,593,877    | 10,554,270   | 11,627,823   | 12,812,095   | 14,703,418   | 16,578,645   |
|          | <b>Current Ratio</b>               |                        |              |              |              |              |              |              |              |              |
|          | Current Assets                     | 4,224,635              | 5,327,530    | 6,448,160    | 7,628,930    | 8,875,864    | 10,193,797   | 11,586,530   | 13,655,708   | 15,682,711   |
|          | Current Liabilities                | 709,560                | 797,429      | 851,374      | 906,470      | 962,798      | 1,020,444    | 1,079,500    | 1,102,565    | 1,127,245    |
|          | Ratio                              | 5.953879642            | 6.680881429  | 7.573825926  | 8.416082517  | 9.218819197  | 9.989567411  | 10.73323388  | 12.38539561  | 13.91242519  |
|          | Average                            |                        |              |              | 9.429345644  |              |              |              |              |              |
|          | <b>Debt Equity ratio</b>           |                        |              |              |              |              |              |              |              |              |
|          | Debt                               | 4,977,615              | 4,222,846    | 3,468,077    | 2,713,308    | 1,958,538    | 1,203,769    | 449,000      | 449,000      | 449,000      |
|          | Equity                             | 1,694,959              | 3,002,380    | 4,429,690    | 5,974,098    | 7,632,933    | 9,403,609    | 11,283,595   | 13,151,852   | 15,002,400   |
|          | Ratio                              | 2.936716494            | 1.406499759  | 0.782916323  | 0.454178603  | 0.256590544  | 0.128011404  | 0.04         | 0.03         | 0.03         |
|          | Average                            |                        |              |              | 0.674308182  |              |              |              |              |              |
|          | <b>Fixed asset coverage ratio</b>  |                        |              |              |              |              |              |              |              |              |
|          | Fixed assets                       | 3,157,500              | 2,695,125    | 2,300,981    | 1,964,947    | 1,678,406    | 1,434,026    | 1,225,565    | 1,047,709    | 895,934      |
|          | Debt                               | 4,977,615              | 4,222,846    | 3,468,077    | 2,713,308    | 1,958,538    | 1,203,769    | 449,000      | 449,000      | 449,000      |
|          | ratio                              | 0.634339891            | 0.638224766  | 0.663474687  | 0.724188623  | 0.856968531  | -            | -            | -            | -            |
|          | Average                            |                        |              |              | 0.390799611  |              |              |              |              |              |
|          | <b>Debt service coverage ratio</b> |                        |              |              |              |              |              |              |              |              |
|          | Interest on loan (TL + WC)         | 336,430                | 299,635      | 254,348      | 209,062      | 163,776      | 118,490      | 73,204       | 44,900       | 44,900       |
|          | Instalment of loan                 | 826,385                | 1,203,769    | 1,203,769    | 1,203,769    | 1,203,769    | 1,203,769    | 1,203,769    | 449,000      | 449,000      |
|          | Total                              | 1,162,814              | 1,503,404    | 1,458,118    | 1,412,832    | 1,367,545    | 1,322,259    | 1,276,973    | 493,900      | 493,900      |
|          | Net operating income               | 8,808,640              | 10,100,725   | 10,843,570   | 11,576,583   | 12,299,136   | 13,010,557   | 13,710,131   | 13,567,453   | 13,414,873   |
|          | ratio                              | 7.575277088            | 6.718570546  | 7.436690188  | 8.193887798  | 8.993585108  | 9.839641493  | -            | -            | -            |
|          | Average                            |                        |              |              | 7.783602146  |              |              |              |              |              |

1. assumed that 60 days of purchases are average creditors maintained
2. assumed that 30 days of sales are average debtors maintained by the business

## Annexure 8 - Details of Manpower

### Details of Manpower

| S. No.              | Designation            | In no. | Salary per person per month | Annual cost |
|---------------------|------------------------|--------|-----------------------------|-------------|
| i.                  | Supervisor             | 1      | 14,000                      | 168,000     |
| ii.                 | Accountant (Part time) | 1      | 12,000                      | 144,000     |
| iii.                | Worker                 | 3      | 10,000                      | 360,000     |
| iv.                 | Labour/ helper         | 3      | 9,000                       | 324,000     |
| v.                  | Security               | 2      | 8,400                       | 201,600     |
| Total               |                        |        |                             | 1,197,600   |
| Add: benefits @ 10% |                        |        |                             | 119,760     |
| Total               |                        |        |                             | 1,317,360   |

|                          |           |
|--------------------------|-----------|
| Total annual wages       | 1,317,360 |
| Annual increase in wages | 7%        |
| Total manpower           | 10        |

## Annexure 9 - Computation of Depreciation

### Computation of Depreciation

| Sr. No. | Particulars    | Building and civil work | Plant and Machinery | Misc Fixed Asset | Amount in lakhs |
|---------|----------------|-------------------------|---------------------|------------------|-----------------|
| i.      | Cost           | 250,000                 | 3,450,000           | -                | 37.00           |
| ii.     | Pre operatives | -                       | -                   | -                | 0.00            |
| iii.    | Contingencies  | -                       | -                   | -                | 0.00            |
|         | Total          |                         |                     |                  | 37.00           |

|        | Rates of Depreciation | 10%       | 15%        | 10% | Total depreciation for the year |
|--------|-----------------------|-----------|------------|-----|---------------------------------|
| Year 1 |                       | 25,000.00 | 517,500.00 | -   | 542,500.00                      |
| Year 2 |                       | 22,500.00 | 439,875.00 | -   | 462,375.00                      |
| Year 3 |                       | 20,250.00 | 373,893.75 | -   | 394,143.75                      |
| Year 4 |                       | 18,225.00 | 317,809.69 | -   | 336,034.69                      |
| Year 5 |                       | 16,402.50 | 270,138.23 | -   | 286,540.73                      |
| Year 6 |                       | 14,762.25 | 229,617.50 | -   | 244,379.75                      |
| Year 7 |                       | 13,286.03 | 195,174.87 | -   | 208,460.90                      |
| Year 8 |                       | 11,957.42 | 165,898.64 | -   | 177,856.07                      |
| Year 9 |                       | 10,761.68 | 141,013.85 | -   | 151,775.53                      |

Annexure 10 - Calculation of Income tax

Calculation of Income Tax

| Particulars           | Year ending March 31st |           |            |            |            |            |            |            |            |
|-----------------------|------------------------|-----------|------------|------------|------------|------------|------------|------------|------------|
|                       | I                      | II        | III        | IV         | V          | VI         | VII        | VIII       | IX         |
| Net profit before tax | 8,472,210              | 9,801,090 | 10,589,221 | 11,367,521 | 12,135,360 | 12,892,067 | 13,636,927 | 13,522,553 | 13,369,973 |
| Add- dep on SLM       | -                      | -         | -          | -          | -          | -          | -          | -          | -          |
| Sub total             | 8,472,210              | 9,801,090 | 10,589,221 | 11,367,521 | 12,135,360 | 12,892,067 | 13,636,927 | 13,522,553 | 13,369,973 |
| Less- Dep on WDV      | 542,500                | 462,375   | 394,144    | 336,035    | 286,541    | 244,380    | 208,461    | 177,856    | 151,776    |
| Sub total             | 7,929,710              | 9,338,715 | 10,195,077 | 11,031,486 | 11,848,819 | 12,647,687 | 13,428,467 | 13,344,697 | 13,218,197 |
| Less - Deductions     | -                      | -         | -          | -          | -          | -          | -          | -          | -          |
| Taxable profits       | 7,929,710              | 9,338,715 | 10,195,077 | 11,031,486 | 11,848,819 | 12,647,687 | 13,428,467 | 13,344,697 | 13,218,197 |
| Income tax @30%       | 2,378,913              | 2,801,615 | 3,058,523  | 3,309,446  | 3,554,646  | 3,794,306  | 4,028,540  | 4,003,409  | 3,965,459  |

**Annexure 11- Break even analysis (At maximum capacity utilization)**

**Break even capacity at maximum capacity utilization**

|                                |           |            |
|--------------------------------|-----------|------------|
| Sales                          |           | 21,000,000 |
| Variable cost                  |           |            |
| - Running and maintenance cost | 2,100,000 |            |
| - Interest on Working capital  | 44,900    |            |
| - electricity expense          | 1,407,100 | 3,552,000  |
| Contribution                   |           | 17,448,000 |
| Less: Fixed costs              |           |            |
| Wages and salaries             |           | 1,317,360  |
| Depreciation                   |           | 542,500    |
| Electricity fixed charge       |           | 120,000    |
| Fixed cost - Drying            |           | 500,000    |
| Fixed office expense           |           | 200,000    |
| Interest on TL                 |           | 291,530    |
| Fixed cost                     |           | 2,971,390  |

| Particulars                  | Rs. per kg  | Rs. Per month per kg |            |
|------------------------------|-------------|----------------------|------------|
| Sales price per kg           | 1.25        | 10                   |            |
| Variable cost                |             |                      |            |
| Running and maintenance cost | 0.25        | 2                    |            |
| Electricity cost             | 0.111607143 | 0.223214286          |            |
| Interest on working capital  | 0.11        | 0.34                 |            |
|                              | 0.7761      | 7.4400               |            |
| Contribution %               | 62.09%      | 74.40%               |            |
| Sales mix                    | 48%         | 52%                  |            |
| Contribution proportionate   | 29.62%      | 38.91%               | 68.53%     |
| BEP in rs.                   |             |                      | 4,335,960  |
| Total sales at 100% capacity | 9,000,000   | 12,000,000           | 21,000,000 |
| BEP in %                     |             |                      | 20.65%     |
| BEP in rs. (Grading)         | 2068252.69  |                      |            |
| BEP in rs. (Storage)         | 2267706.82  |                      |            |
| BEP in kgs (Grading)         | 1654602.15  |                      |            |
| BEP in kgs (Storage)         | 226770.68   |                      |            |
| BEP in % (Grading)           | 22.98%      |                      |            |
| BEP in % (Storage)           | 18.90%      |                      |            |

Break-even point is the condition when an entity generate sufficient revenue that it can meet its fixed expense after deducting any variable expense, i.e., the point where contribution is equal to the fixed expense.

For the first year of operation the break-even capacity comes at 22.65% capacity, it is because of the fact that in the Initial year the fixed expense of consultancy for project is taken in to consideration for calculation of BEP. considering our operational capacity in year 1 to be 75% which is more than the BEP, hence we can conclude that the project is sound enough to cover its fixed expense.



## Annexure 13 - Repayment schedule

### Repayment schedule

|                           |          |
|---------------------------|----------|
| Amount of Loan (in lakhs) | 49.06    |
| Rate of interest          | 6.00%    |
| Moratorium period         | 6 months |

| Year | Quarter | Balance outstanding | Principal instalment | Interest |
|------|---------|---------------------|----------------------|----------|
| 1    | 1       | 49.06               | 0                    | 0.7359   |
|      | 2       | 49.06               | 0                    | 0.7359   |
|      | 3       | 49.06               | 1.886923077          | 0.7359   |
|      | 4       | 47.17307692         | 1.886923077          | 0.7076   |
| 2    | 1       | 45.28615385         | 1.886923077          | 0.67929  |
|      | 2       | 43.39923077         | 1.886923077          | 0.65099  |
|      | 3       | 41.51230769         | 1.886923077          | 0.62268  |
|      | 4       | 39.62538462         | 1.886923077          | 0.59438  |
| 3    | 1       | 37.73846154         | 1.886923077          | 0.56608  |
|      | 2       | 35.85153846         | 1.886923077          | 0.53777  |
|      | 3       | 33.96461538         | 1.886923077          | 0.50947  |
|      | 4       | 32.07769231         | 1.886923077          | 0.48117  |
| 4    | 1       | 30.19076923         | 1.886923077          | 0.45286  |
|      | 2       | 28.30384615         | 1.886923077          | 0.42456  |
|      | 3       | 26.41692308         | 1.886923077          | 0.39625  |
|      | 4       | 24.53               | 1.886923077          | 0.36795  |
| 5    | 1       | 22.64307692         | 1.886923077          | 0.33965  |
|      | 2       | 20.75615385         | 1.886923077          | 0.31134  |
|      | 3       | 18.86923077         | 1.886923077          | 0.28304  |
|      | 4       | 16.98230769         | 1.886923077          | 0.25473  |
| 6    | 1       | 15.09538462         | 1.886923077          | 0.22643  |
|      | 2       | 13.20846154         | 1.886923077          | 0.19813  |
|      | 3       | 11.32153846         | 1.886923077          | 0.16982  |
|      | 4       | 9.434615385         | 1.886923077          | 0.14152  |
| 7    | 1       | 7.547692308         | 1.886923077          | 0.11322  |
|      | 2       | 5.660769231         | 1.886923077          | 0.08491  |
|      | 3       | 3.773846154         | 1.886923077          | 0.05661  |
|      | 4       | 1.886923077         | 1.89                 | 0.0283   |

**Sales Budget**

| Particulars                     | Year ending March 31st |              |               |               |               |               |               |               |               |
|---------------------------------|------------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                 | I                      | II           | III           | IV            | V             | VI            | VII           | VIII          | IX            |
| Estimated occupational capacity | 70%                    | 75%          | 80%           | 85%           | 90%           | 95%           | 100%          | 100%          | 100%          |
| Grading capacity (kgs)          | 5,040,000              | 5,400,000    | 5,760,000     | 6,120,000     | 6,480,000     | 6,840,000     | 7,200,000     | 7,200,000     | 7,200,000     |
| Storage capacity (kgs)          | 840,000                | 900,000      | 960,000       | 1,020,000     | 1,080,000     | 1,140,000     | 1,200,000     | 1,200,000     | 1,200,000     |
| Grading Revenue                 | 6,300,000              | 7,425,000    | 7,920,000     | 8,415,000     | 8,910,000     | 9,405,000     | 9,900,000     | 9,900,000     | 9,900,000     |
| Storage Revenue                 | 8,400,000.00           | 9,450,000.00 | 10,080,000.00 | 10,710,000.00 | 11,340,000.00 | 11,970,000.00 | 12,600,000.00 | 12,600,000.00 | 12,600,000.00 |

**Production budget**

Grading and cleaning capacity per annum            7,200,000 kgs  
Storage     1,200,000 kgs  
Operational days/ months                                     365 days/ 12 months

| Products         | Production at 100% capacity | Revenue per kg per/ per month | Unit             |
|------------------|-----------------------------|-------------------------------|------------------|
| Grading capacity | 7,200,000                   | 1.250                         | per kg           |
| Storage capacity | 1,200,000                   | 10                            | per kg per month |

Revenue from grading would increase 10% annually and from storage would increase by 5% annually

## Cash flow statement

| Particulars                                     | 0         | I          | II         | III        | IV         | V          | VI         | VII        | VIII       | IX         |
|---|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| opening balance                                 | 449,000   | 2,199,000  | 2,999,635  | 3,921,280  | 4,948,160  | 6,035,180  | 7,188,364  | 8,412,547  | 9,711,530  | 11,780,708 |
| Add: Capital                                    | 595,000   | -          | -          | -          | -          | -          | -          | -          | -          | -          |
| Add: Loan disbursement                          | 4,906,000 | -          | -          | -          | -          | -          | -          | -          | -          | -          |
| Less: Purchase of asset                         | 3,700,000 | -          | -          | -          | -          | -          | -          | -          | -          | -          |
| Add: Sales realizations                         | -         | 13,475,000 | 15,468,750 | 16,500,000 | 17,531,250 | 18,562,500 | 19,593,750 | 20,625,000 | 20,625,000 | 20,625,000 |
| Less: Payment made to creditors of previos year | -         | -          | 709,560    | 797,429    | 851,374    | 906,470    | 962,798    | 1,020,444  | 1,079,500  | 1,102,565  |
| Add: Receipts from debtors of previos year      | -         | -          | 1,225,000  | 1,406,250  | 1,500,000  | 1,593,750  | 1,687,500  | 1,781,250  | 1,875,000  | 1,875,000  |
| Less: Payments made for current year purchase   | -         | 5,181,800  | 5,976,846  | 6,305,056  | 6,641,946  | 6,988,066  | 7,343,999  | 7,710,368  | 7,829,982  | 7,957,882  |
| Less: Pre incorporation expense                 | 51,000    | -          | -          | -          | -          | -          | -          | -          | -          | -          |
| Less: Interest payments                         | -         | 336,430    | 299,635    | 254,348    | 209,062    | 163,776    | 118,490    | 73,204     | 44,900     | 44,900     |
|   | 2,199,000 | 10,155,770 | 12,707,344 | 14,470,696 | 16,277,027 | 18,133,118 | 20,044,327 | 22,014,780 | 23,257,148 | 25,175,361 |
| Less: Income tax                                | -         | 2,378,913  | 2,801,615  | 3,058,523  | 3,309,446  | 3,554,646  | 3,794,306  | 4,028,540  | 4,003,409  | 3,965,459  |
|   | -         | 7,776,857  | 9,905,730  | 11,412,173 | 12,967,581 | 14,578,472 | 16,250,021 | 17,986,240 | 19,253,739 | 21,209,902 |
| Less: Distrubutions made from profits           | -         | 4,399,838  | 5,229,681  | 5,709,243  | 6,177,632  | 6,635,339  | 7,082,705  | 7,519,941  | 7,473,030  | 7,402,190  |
|   | -         | 3,377,019  | 4,676,049  | 5,702,930  | 6,789,949  | 7,943,133  | 9,167,316  | 10,466,299 | 11,780,708 | 13,807,711 |
| Less: Principal repayment of loan               | -         | 377,385    | 754,769    | 754,769    | 754,769    | 754,769    | 754,769    | 754,769    | -          | -          |
| Closing cash balance                            | 2,199,000 | 2,999,635  | 3,921,280  | 4,948,160  | 6,035,180  | 7,188,364  | 8,412,547  | 9,711,530  | 11,780,708 | 13,807,711 |

**S. no. Assumptions**

- 1 Electricity are semi-fixed cost. Rs. 120,000 pa is fixed, balance is variable at Rs. 10 per unit usage
- 2 Electricity usage in units is given below

|                |        |         |         |            |             |             |             |             |             |
|----------------|--------|---------|---------|------------|-------------|-------------|-------------|-------------|-------------|
| Usage in units | 75000  | 78750   | 82687.5 | 86821.875  | 91162.96875 | 95721.11719 | 100507.173  | 100507.173  | 100507.173  |
| Variable cost  | 750000 | 1102500 | 1157625 | 1215506.25 | 1276281.563 | 1340095.641 | 1407100.423 | 1407100.423 | 1407100.423 |

- 3 Assumed that 30 days of purchases are average creditors maintained
- 4 Assumed that 60 days of sales are average debtors maintained by the business
- 5 It is assumed that insurance cost is 7% of purchase price and this will increase 5% annually



**(Wholly – owned subsidiary of NABARD)**

- i. More than 100 Full-time Consultants**
- ii. Backed by 400 domain specialists**
- iii. Executed over 1700 assignments across India and in African and Asian Continents**
- iv. Core Competencies**
  - a. Preparation/Appraisals of DPRs**
  - b. Techno-feasibility study**
  - c. Baseline Surveys**
  - d. Project Management Consultancy**
  - e. Climate Issues and Green Funds**
  - f. Monitoring and Evaluation**
  - g. Impact Assessment Studies**
  - h. Third Party Monitoring of Infrastructural Projects**
  - i. Skills for Livelihood**
  - j. Capacity Building**
  - k. Accreditation of Rural Godowns**
  - l. Climate Change Issues**
  - m. CSR Facilitation**
  - n. IT in Rural Banks**

# Pro - Services Rendered by NABCONS

| No. | Name of Services   | Description   |
|-----|--|---|
| 1   | Project Management Consultancy (PMC)   | Entails provision of end-to-end solution, including assistance in statutory approvals, bid process management, issuing and evaluating tender documents and supervision over infrastructure projects like Mega Food Park, Rural Godowns, Cold Storage, etc. funded by Govt. or private entities. |
| 2   | Preparation of Detailed Project Report / Conduct / Techno-economic Feasibility | For various activities under agriculture, horticulture, forestry, fisheries, irrigation, animal husbandry, food processing activities, agri-infrastructure, climate issues, etc.  |
| 3   | Third Party Monitoring (TPM) of Infrastructure Projects                        | TPM of various Govt.-funded infra projects to assess the level of compliance followed in execution. This also covers socio-economic impact evaluation.  |
| 4   | Monitoring and Evaluation (M&E)  | M & E is undertaken for various developmental schemes of Govt. of India and State Govts in the areas of agriculture, animal husbandry and all other socio-development sectors.  |
| 5   | Training and Capacity Building   | Training is imparted on forward markets, agriculture market infrastructure, rural godown, agri-financing, treasury and investment management for banks, etc.  |
| 6   | Studies / Baseline Surveys   | Baseline surveys are taken up for measuring impact of community investment made by public and private sector Companies. Studies are conduct on women, children, disadvantaged groups / regions, etc.  |
| 7   | Livelihood Mapping   | Livelihood mapping and analysis is done for identification of potential activities to be taken up by SHGs   |
| 8   | International Visitors' Programme / International Exposure Visits              | Entails organizing study tours / exposure for the visiting foreign delegates to their areas of interest such as watershed, micro-finance, fin-inclusion, cooperatives, projects appraisal, agro-processing, post-harvest technologies, farmers' clubs, etc.                                     |
| 9   | Consultancy on Banking and Finance   | Designing and execution of priority sector strategies, advisory services on Treasury and Investment Management for Banks, preparation of IT Policy, etc.  |
| 10  | Transaction advisory   | Transaction Advisory for setting up of Agri-mall, Silos & Cold Storages   |
| 11  | Skills for Livelihood  | Skilling of rural BPL youth and placement in the formal sector, monitoring skill initiatives of MORD, Govt. of India, facilitating access to credit for trainees, etc.  |
| 12  | Accreditation of Godowns   | Engaged by WDRA as Accreditation Agency for accrediting rural godowns.  |