



MODEL DPR REEFER VAN

Under Agriculture Infrastructure Fund Scheme

Submitted to



Department of Agriculture,
Cooperation & Farmers Welfare

Submitted by



Knowledge Partner
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CREDIT CITATION

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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 Fund¹

1. Details of the Applicant

SN	Particulars	Details
i.	Name of the Applicant	
ii.	Constitution Legal Status of Applicant : (i.e. Govt. organization, NGO, Co-operative society, Company, partnership firm, proprietorship firm, Individual, FPO, Self Help Group, etc.)	To be filled by the applicant
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/ Promoter(s)/ Partner(s)/ Director(s)/ Members	Address	Telephone No.	Mobile No.	E-mail Id	Any other details
1	To be filled by the applicant					
2	To be filled by the applicant					

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

¹ 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.

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

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

S 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	To be filled by the applicant			

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

S N	Types of Facility	Name of Bank and Branch	Limits	Outstanding as on dd/mm/yyyy	Securities	Rate of interest	Repayment terms	Purpose
1	Cash Credit							
2	Term Loan			To be filled by the applicant				
3	Others							

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

Details of GST Returns submitted, if any or status of registration

6. Project Details

a. Objective of the proposed project: REEFER VAN

b. Category of proposed infrastructure as per the Scheme:

SN	Component	Mark Tick (✓)
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1	Supply chain	
2	Warehouses	
3	Silos	
4	Pack Houses	
5	Assaying Unit	
6	Sorting & Grading 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 (Smart and precision agriculture)	✓

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

To be filled by the applicant, some sample details are added

7. Land Details:

SN	Particulars	Details
1	Land Area	NA
2	Status of Legal title & Possession	
3	if leased, Period of lease	
4	Coordinates of location	
5	Details of CLU	
6	Connectivity to roads I. State Highway (in Km.) II. National Highway (in Km.)	XX Km from YY road
7	Availability of Water	Borewell and water pipe line
8	Availability of Power	State electricity board

8. 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			
2	Silos			
3	Pack-house			
4	CA Store			
5	Cold store			
6	Frozen store			
7	Pre-cooling Chambers			
8	Assaying, Sorting, Grading, Waxing, Weighing, Packing facility [Modify as per actual]			
9	Ripening Chambers			
10	IQF			
11	Blast Freezing			
12	Refrigerated Vehicles/ Reefer vans			
13	Mobile Pre-coolers			
14	Insulated/ non-insulated distribution vehicle	2 Units	225 MT per annum	300 days

S N	Type of facilities proposed to be created	No. of Units	Total Capacity [MT, Ltrs, MT/Hr.	No. of Days of operation
15	Irradiation Facility			
16	Organic input production			
17	Bio Stimulant production units			
18	Others			

II. Details of technologies to be used/ alternative technologies

III. Flow chart of activity process

IV. Reefer vehicles

Inefficiencies in the post-harvest value chain in Indian agriculture stifle farmer incomes and are a barrier to the realisation of the full potential of Indian Agriculture. These inefficiencies arise from losses during harvesting, threshing, drying, poor storage facilities, transportation problems, defective packaging, manual assaying, legacy marketing practices and flawed policies etc. From various studies on post-harvest losses in India, it is evident that the amount of food wasted in a year in India is equivalent to annual food consumption in the UK (Rathore et al.,2010). The principle of the refrigerated preservation of foods is to reduce and maintain the temperature of the food in order to control, reduce or stop the rate of deterioration of food.

The food deterioration might occur due to physical, biochemical and physiological changes. The effective refrigeration process reduces the effect of these changes, preserve the food with a long shelf-life and quality. Reefer vehicles are the insulated vehicles and are essential for the long-distance transport of perishable and temperature-sensitive goods.

Kiwifruit or Chinese gooseberry (*Actinidia deliciosa Chev.*) is known as China's miracle fruit and New Zealand's horticultural wonder. It took another 100 hundred years for Arunachal growers to discover that their kiwifruits taste as sweet and fragrant as New Zealand's. According to a report by the National Horticulture Board, Arunachal Pradesh accounts for more than 50% of the total production of kiwi in India.

The kiwifruit is high in nutritional and medicinal value with Vitamin C and E content that's twice that of tomato, guava, and avocado. It's also high in dietary fibre, antioxidants, and minerals such as potassium, phosphorus, and calcium, which gives many health benefits, including supporting heart and digestive health.

The purpose of this project is to transport kiwi from the mandis of Arunachal Pradesh to Delhi in reefer vans. The season for Kiwi is 3 months in a year. We also foresee 7 months rental business for reefer van wherein the reefer vans shall be given on rent at the rental of ₹ 1,500 per day (diesel cost to be borne by the hirer)

9. Proposed Project Financials

a. Estimated Project cost details

S. No.	Particulars	Amount (Rs. In Lakhs)
1	Civil Works	0.00
2	Plant & Machineries	62.00
3	Miscellaneous Fixed Assets	0.00
4	Working Capital Margin Money	1.00
5	Preliminary & Preoperative Expenses	0.10
	Project Cost	63.10

b. Plant and Machineries

A list of plant and machinery required for a reefer van are as under:

S.No	Name of Machinery	Qty. in Nos	Price in Rs.
1	Mini Refrigerated Van- capacity 15 tonnes per day	1	60,00,000
2	Miscellaneous - Crates, forklift	2	2,00,000
Total Machineries (Rs. In Lakhs)		62.00	
Total Cost of Plant and Machineries (Rs. In Lakhs)		62.00	

c. Means of finance

S. No.	Source of Finance	Amount (Rs. In Lakhs)	%
1	*Promoter's Equity (10.00%)	6.31	10.00
2	Term Loan from Bank	55.79	88.41
4	Working Capital Margin Money	1.00	1.59
	Total	63.10	100

*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	147.02	160.86	173.23	185.61	197.98
2	Cost of Operations	128.75	138.85	148.91	158.99	169.10
3	Gross Profit	18.27	22.01	24.33	26.62	28.88
4	Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA)	18.27	22.01	24.33	26.62	28.88
5	Profit before taxation	8.602	14.318	18.402	22.283	25.985
6	Profit after taxation	5.991	10.023	12.882	15.598	18.190

*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]	63.32%	-
2	Avg. Debt Service Coverage Ratio (DSCR)	2.45	-
3	Break Even Point (BEP)	39.62%	-
4	Debt-Equity Ratio (TTL/TNW)	1.97	-
5	Fixed Assets Coverage Ratio	1.37	-

e. Credit Facilities proposed
I. Fund Based

a) Term Loan

55.79 lacs

b) Working Capital

1 lacs

(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) - 84 Months (6 months of Moratorium included)

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

10. 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.

N/A

11. 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).

12. 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.

13. Employment Generation projections

- Direct Employment: (Skilled and Semi-skilled): 4
- Contractual Employment with no. of days:
- Indirect Employment (specify): ...

Particulars	Nos.	Monthly Salary (Rs.)
Driver	2	40,000
Mechanic	2	15,000
Total salary (Rs. In Lakh Per year)		3.3 lakhs

- Direct Employment: (Skilled and Semi-skilled) -4
- Contractual Employment with no. of days: 1 (300 days)
- Indirect Employment (specify): 5

14. 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.
15. 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			
kon2			

16. 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: _____

Signature of the Applicant

Place: _____

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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	-
	Total	-
4	Plant and Machinery (indegenuous)	
(a)	Plant and Machinery	62.00
	Total	62.00
5	Miscellanoeous Fixed Assets	
(a)	Cost	-
6	Working Capital Margin	1.00
7	Preliminary Expenses	-
(a)	Security Deposit	-
	Total	-
8	Pre-Operative Expense (for 6 months upto the date od commencement of commercial production)	
(a)	Establishment and Travelling and Other Expenses	
(b)	Legal and Misc Expense	0.10
	Total	0.10
	Total Cost of Project	63.10

Annexure 2 - Means of Finance

Sr. No.	Item	Grand Total (in lakhs)
1	Promoter's equity	6.310
2	Eligible Assistance	-
3	Term Loan	55.79
4	CC Limit	1.00
	Total	63.10

Annexure 3 - Complete Estimate of Civil and Plant and Machinery

1. Plant and machinery**	Units	Capacity	Amt
1 Mini Refrigerated Van- capacity 15 tonnes per day	2	3,000,000	6,000,000
2 Miscellaneous - Crates, forklift			200,000
Total Plant and Machinery			6,200,000
Total fixed Assets			6,200,000

** The Plant and Machinery cost estimate is as per the available technology

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
	Input Kiwi	10,800,000	11,700,000	12,600,000	13,500,000	14,400,000	15,300,000	16,200,000	17,100,000	18,000,000
	Insurance cost @ 2% of purchase cost	124,000	130,200	136,710	143,546	150,723	158,259	166,172	174,480	183,204
	Running and Manintenance expense @1% of raw material	108,000	117,000	126,000	135,000	144,000	153,000	162,000	171,000	180,000
	Food and accomodation expenses	150,000	151,500	153,015	154,545	156,091	157,652	159,228	160,820	162,429
	Diesel Cost	677,250	684,023	690,863	697,771	704,749	711,797	718,915	726,104	733,365
	Cost of Production	11,859,250	12,782,723	13,706,588	14,630,862	15,555,562	16,480,707	17,406,314	18,332,404	19,258,998
	Add: Opening Stock	-	148,500	309,375	482,625	668,250	866,250	655,875	433,125	198,000
	Less: Closing Stock	148,500	309,375	482,625	668,250	866,250	655,875	433,125	198,000	-
	Sub Total	11,710,750	12,621,848	13,533,338	14,445,237	15,357,562	16,691,082	17,629,064	18,567,529	19,456,998
	Administrative salaries and wages	429,000	459,030	491,162	525,543	562,331	601,695	643,813	688,880	737,102
	Marketing expense	735,075	804,295	866,163	928,032	989,901	1,073,018	1,136,136	1,199,255	1,259,874
	Total	1,164,075	1,263,325	1,357,325	1,453,576	1,552,232	1,674,712	1,779,950	1,888,135	1,996,976
	Cost of Sales	12,874,825	13,885,172	14,890,663	15,898,813	16,909,795	18,365,794	19,409,014	20,455,665	21,453,974
	Expected sales revenue - From transportation of Kiwis	14,701,500	16,085,891	17,323,268	18,560,644	19,798,020	21,460,354	22,722,728	23,985,101	25,197,480
	Expected sales revenue - From rent of van	315,000	321,300	327,726	334,281	340,966	347,785	354,741	361,836	369,073
	Gross Profit	2,141,675	2,522,019	2,760,330	2,996,112	3,229,191	3,442,345	3,668,455	3,891,272	4,112,579
	Financial expense									
	Interest on Term Loan	331,521	289,679	238,180	186,682	135,183	83,685	32,187	-	-
	Interest on WC Loan	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
	Total Financial expense	341,521	299,679	248,180	196,682	145,183	93,685	42,187	10,000	10,000
	Operating profits (PBT)	1,800,154	2,222,340	2,512,150	2,799,430	3,084,008	3,348,660	3,626,268	3,881,272	4,102,579
	Preliminary Expense	10,000	-	-	-	-	-	-	-	-
	depreciation	930,000	790,500	671,925	571,136	485,466	412,646	350,749	298,137	253,416
	Net Profit before Tax	860,154	1,431,840	1,840,225	2,228,293	2,598,542	2,936,014	3,275,519	3,583,136	3,849,163
	Income Tax	261,046	429,552	552,067	668,488	779,563	880,804	982,656	1,074,941	1,154,749
	Profits after Tax	599,108	1,002,288	1,288,157	1,559,805	1,818,979	2,055,210	2,292,863	2,508,195	2,694,414
	Distribution of profits (80%)	479,286	801,831	1,030,526	1,247,844	1,455,183	1,644,168	1,834,291	2,006,556	2,155,531
	Profit transfer to balance sheet	119,822	200,458	257,631	311,961	363,796	411,042	458,573	501,639	538,883

1. The diesel cost is expected to increase 1% every
2. the rental for van is expected to increase 2% annually
3. The food and accomodation expenses are assumed at Rs. 20,000 per day per head for 3 months

Annexure 5- Projected balance sheet

Projected Balance sheet

Sr. No	Description	Year ending March 31st								
		I	II	III	IV	V	VI	VII	VIII	IX
A	Asset									
1	Fixed Capital expenditure									
	Gross Block	6,200,000.00	5,270,000.00	4,479,500.00	3,807,575.00	3,236,438.75	2,750,972.94	2,338,327.00	1,987,577.95	1,689,441.26
	Less- Depreciation	930,000.00	790,500.00	671,925.00	571,136.25	485,465.81	412,645.94	350,749.05	298,136.69	253,416.19
	Net Block	5,270,000.00	4,479,500.00	3,807,575.00	3,236,438.75	2,750,972.94	2,338,327.00	1,987,577.95	1,689,441.26	1,436,025.07
2	Sundry debtors	3,003,300.00	3,281,438.25	3,530,198.70	3,778,984.85	4,027,797.23	4,361,627.84	4,615,493.73	4,869,387.45	5,113,310.54
3	Closing stock	148,500.00	309,375	482,625	668,250	866,250	655,875	433,125	198,000	-
4	Cash/ bank balance	4,058,867.67	4,292,504	4,481,743	4,612,121	4,696,263	5,078,187	5,538,086	6,859,093	8,145,468
	Total assets	12,480,667.67	12,362,818	12,302,141	12,295,795	12,341,283	12,434,017	12,574,282	13,615,921	14,694,804
B	Liabilities									
1	Capital	631,000.00	750,822	951,279	1,208,911	1,520,872	1,884,668	2,295,710	2,754,282	3,255,921
	Add- Profit	119,821.51	200,458	257,631	311,961	363,796	411,042	458,573	501,639	538,883
	Less- Drawings	-	-	-	-	-	-	-	-	-
	Closing capital	750,821.51	951,279	1,208,911	1,520,872	1,884,668	2,295,710	2,754,282	3,255,921	3,794,804
2	Term Loan	5,149,846.15	4,291,538	3,433,231	2,574,923	1,716,615	858,308	-	-	-
3	Working capital	100,000.00	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
4	Creditors	6,480,000.00	7,020,000.00	7,560,000.00	8,100,000.00	8,640,000.00	9,180,000.00	9,720,000.00	10,260,000.00	10,800,000.00
	Total liabilities	12,480,667.67	12,362,818	12,302,141	12,295,795	12,341,283	12,434,017	12,574,282	13,615,921	14,694,804
	Current Ratio									
	Current Assets	7,210,668	7,883,318	8,494,566	9,059,356	9,590,310	10,095,690	10,586,704	11,926,480	13,258,779
	Current Liabilities	6,580,000	7,120,000	7,660,000	8,200,000	8,740,000	9,280,000	9,820,000	10,360,000	10,900,000
	Ratio	1.09584615	1.107207531	1.108951229	1.104799519	1.097289479	1.087897656	1.07807579	1.15120463	1.21640174
	Average				1.116408192					
	Debt Equity ratio									
	Debt	5,249,846	4,391,538	3,533,231	2,674,923	1,816,615	958,308	100,000	100,000	100,000
	Equity	750,822	951,279	1,208,911	1,520,872	1,884,668	2,295,710	2,754,282	3,255,921	3,794,804
	Ratio	6.992136045	4.616456083	2.922656672	1.758809123	0.963891661	0.417434206	0.0363071	0.030713274	0.026351822
	Average				1.973861776					
	Fixed asset coverage ratio									
	Fixed assets	5,270,000	4,479,500	3,807,575	3,236,439	2,750,973	2,338,327	1,987,578	1,689,441	1,436,025
	Debt	5,249,846	4,391,538	3,533,231	2,674,923	1,816,615	958,308	100,000	100,000	100,000
	ratio	1.00383894	1.020029778	1.077646848	1.209918438	1.514339778	2.440058674	19.87577947	16.89441255	14.36025067
	Average				1.377638742					
	Debt service coverage ratio									
	Interest on loan (TL + WC)	341,521	299,679	248,180	196,682	145,183	93,685	42,187	10,000	10,000
	Instalment of loan	529,154	958,308	958,308	958,308	958,308	958,308	958,308	100,000	100,000
	Total Interest	870,675	1,257,987	1,206,488	1,154,990	1,103,491	1,051,993	1,000,494	110,000	110,000
	Net operating income	2,141,675	2,522,019	2,760,330	2,996,112	3,229,191	3,442,345	3,668,455	3,891,272	4,112,579
	Ratio	2.459786404	2.004806181	2.287905163	2.594059369	2.926340813	3.272213648	3.666642395	35.37520452	37.38708317
	Average				2.454579586					

1. assumed that 90 days of purchases are average creditors maintained
2. assumed that 60 days of sales are average debtors maintained by the business

Annexure 6 - Requirement of Fuel

Requirement of Fuel

Fuel

Diesel cost per litre	86
Distance between Bomdila to Itanagar to Delhi (kms)	2100
No. of round trips per year per van	7.5
Mileage (kms/ liter)	4
Litres of diesel required for one round trip	1050
Diesel cost for round trip	90300
Diesel cost per day	7525

Annexure 8 - Details of Manpower

Details of Manpower

S. No.	Designation	In no.	Salary per person per month	Annual cost
i.	Driver	2	40,000	240,000
ii.	Mechanic/ Helper	2	15,000	90,000
Total				330,000
Add: benefits @ 30%				99,000
Total				429,000

Total annual wages	429,000
Annual increase in wages	7%
Total manpower	4

Annexure 9 - Computation of Depreciation

Computation of Depreciation

Sr. No.	Particulars	Civil work	Plant and Machinery	Misc Fixed Asset	Amount in lakhs
i.	Cost	-	6,200,000	-	62.00
ii.	Pre operatives	-	-	-	0.00
iii.	Contingencies	-	-	-	0.00
	Total				62.00

	Rates of Depreciation	10%	15%	10%	Total depreciation for the year
Year 1		-	930,000.00	-	930,000.00
Year 2		-	790,500.00	-	790,500.00
Year 3		-	671,925.00	-	671,925.00
Year 4		-	571,136.25	-	571,136.25
Year 5		-	485,465.81	-	485,465.81
Year 6		-	412,645.94	-	412,645.94
Year 7		-	350,749.05	-	350,749.05
Year 8		-	298,136.69	-	298,136.69
Year 9		-	253,416.19	-	253,416.19

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	1,800,154	2,222,340	2,512,150	2,799,430	3,084,008	3,348,660	3,626,268	3,881,272	4,102,579
Add- dep on SLM	-	-	-	-	-	-	-	-	-
Sub total	1,800,154	2,222,340	2,512,150	2,799,430	3,084,008	3,348,660	3,626,268	3,881,272	4,102,579
Less- Dep on WDV	930,000	790,500	671,925	571,136	485,466	412,646	350,749	298,137	253,416
Sub total	870,154	1,431,840	1,840,225	2,228,293	2,598,542	2,936,014	3,275,519	3,583,136	3,849,163
Less - Deductions	-	-	-	-	-	-	-	-	-
Taxable profits	870,154	1,431,840	1,840,225	2,228,293	2,598,542	2,936,014	3,275,519	3,583,136	3,849,163
Income tax @30%	261,046	429,552	552,067	668,488	779,563	880,804	982,656	1,074,941	1,154,749

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

Break even capacity at maximum capacity utilization

Sales		21,002,143
Variable cost		
- Running and maintenance cost	3,150,321	
- Interest on Working capital	10,000	
Contribution		17,841,821
Less: Fixed costs		
Wages and salaries		429,000
Depreciation		930,000
Fixed charges for office		144,000
Electricity fixed charge		150,000
Insurance cost		124,000
Interest on TL		331,521
Fixed cost		2,108,521

Particulars	Rs. per kg
Sales price per kg	110
Variable costs	
Input Kiwi	80
Running and maintenance	0.8
Marketing expense	5.5
Interest on working capital	0.04
Contribution per unit	23.65555556
BEP in kgs	89,134.30
Total BEP %	39.62%

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 39.62% 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 60% 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)	55.7900
Rate of interest	6.00%
Moratorium period	6 months

Year	Quarter	Balance outstanding	Principal instalment	Interest
1	1	55.79	0	0.83685
	2	55.79	0	0.83685
	3	55.79	2.145769231	0.83685
	4	53.64423077	2.145769231	0.80466
2	1	51.49846154	2.145769231	0.77248
	2	49.35269231	2.145769231	0.74029
	3	47.20692308	2.145769231	0.7081
	4	45.06115385	2.145769231	0.67592
3	1	42.91538462	2.145769231	0.64373
	2	40.76961538	2.145769231	0.61154
	3	38.62384615	2.145769231	0.57936
	4	36.47807692	2.145769231	0.54717
4	1	34.33230769	2.145769231	0.51498
	2	32.18653846	2.145769231	0.4828
	3	30.04076923	2.145769231	0.45061
	4	27.895	2.145769231	0.41843
5	1	25.74923077	2.145769231	0.38624
	2	23.60346154	2.145769231	0.35405
	3	21.45769231	2.145769231	0.32187
	4	19.31192308	2.145769231	0.28968
6	1	17.16615385	2.145769231	0.25749
	2	15.02038462	2.145769231	0.22531
	3	12.87461538	2.145769231	0.19312
	4	10.72884615	2.145769231	0.16093
7	1	8.583076923	2.145769231	0.12875
	2	6.437307692	2.145769231	0.09656
	3	4.291538462	2.145769231	0.06437
	4	2.145769231	2.146	0.03219

Annexure 14 - Cash flow statement

Particulars	0	I	II	III	IV	V	VI	VII	VIII	IX
opening balance	100,000	100,000	4,058,868	4,292,504	4,481,743	4,612,121	4,696,263	5,078,187	5,538,086	6,859,093
Add: Capital	631,000	-	-	-	-	-	-	-	-	-
Add: Loan disbursement	5,579,000	-	-	-	-	-	-	-	-	-
Less: Purchase of asset	6,200,000	-	-	-	-	-	-	-	-	-
Less: Land purchase	-	-	-	-	-	-	-	-	-	-
Add: Sales realizations	-	12,013,200	13,125,753	14,120,795	15,115,939	16,111,189	17,446,511	18,461,975	19,477,550	20,453,242
Less: Payment made to creditors of previos year	-	-	6,480,000	7,020,000	7,560,000	8,100,000	8,640,000	9,180,000	9,720,000	10,260,000
Add: Receipts from debtors of previos year	-	-	3,003,300	3,281,438	3,530,199	3,778,985	4,027,797	4,361,628	4,615,494	4,869,387
Less: Payments made for current year purchase	-	6,543,325	7,026,047	7,503,913	7,984,438	8,467,795	8,975,419	9,466,264	9,960,540	10,455,974
Less: Pre incorporation expense	10,000	-	-	-	-	-	-	-	-	-
Less: Interest payments	-	341,521	299,679	248,180	196,682	145,183	93,685	42,187	10,000	10,000
	100,000	5,228,354	6,382,195	6,922,644	7,386,761	7,789,317	8,461,467	9,213,340	9,940,589	11,455,749
Less: Income tax	-	261,046	429,552	552,067	668,488	779,563	880,804	982,656	1,074,941	1,154,749
	-	4,967,308	5,952,643	6,370,576	6,718,273	7,009,754	7,580,663	8,230,684	8,865,649	10,301,000
Less: Distrubutions made from profits	-	479,286	801,831	1,030,526	1,247,844	1,455,183	1,644,168	1,834,291	2,006,556	2,155,531
	-	4,488,022	5,150,812	5,340,050	5,470,429	5,554,571	5,936,495	6,396,393	6,859,093	8,145,468
Less: Principal repayment of loan	-	429,154	858,308	858,308	858,308	858,308	858,308	858,308	-	-
Closing cash balance	100,000	4,058,868	4,292,504	4,481,743	4,612,121	4,696,263	5,078,187	5,538,086	6,859,093	8,145,468

Sales Budget

Particulars	Year ending March 31st								
	I	II	III	IV	V	VI	VII	VIII	IX
Estimated occupational capacity	60%	65%	70%	75%	80%	85%	90%	95%	100%
Production capacity (kgs)	135,000	146,250	157,500	168,750	180,000	191,250	202,500	213,750	225,000
Sales (kgs)	133,650	144,788	155,925	167,063	178,200	193,163	204,525	215,888	226,800
Revenue in Rs.	14,701,500	16,085,891	17,323,268	18,560,644	19,798,020	21,460,354	22,722,728	23,985,101	25,197,480

Estimation of Production capacity

Per annum capacity in kgs	225,000	Reefer van size is 15 MT per day
Operational days	90	
Round trip (days)	12	
Number of round trips	8	
Number of vehicles	2	
Round trips in a season	15	

Please note that it is assumed while returning from Delhi to Arunachal Pradesh, the van has equivalent occupational capacity to transport items.

Rental per day per van	1,500
Rental operation no of days	210

Products	Production at 100% capacity	Sales prices per kg	Purchase price per kg
Output	225,000	110.0	80.0

Production Budget

Particulars	Year ending March 31st								
	I	II	III	IV	V	VI	VII	VIII	IX
Opening Stock	-	1,350	2,813	4,388	6,075	7,875	5,963	3,938	1,800
Production	135,000	146,250	157,500	168,750	180,000	191,250	202,500	213,750	225,000
Sales	133,650	144,788	155,925	167,063	178,200	193,163	204,525	215,888	226,800
Closing Stock	1,350	2,813	4,388	6,075	7,875	5,963	3,938	1,800	-

S. no. **Assumptions**

- 1 It is assumed that the Reefer vans are used for transportation of Kiwis for 3 months in peak season from Arunachal Pradesh to Delhi. For rest of 7 months the reefer vans are provided on rent.
- 2 The reefer vans provided on rent are exclusive of the diesel cost. The diesel cost is to be borne by hirer.



(Wholly – owned subsidiary of NABARD)

- i. More than 200 Full-time Consultants**
- ii. Backed by 400 domain specialists**
- iii. Executed over 2500 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.