

MODEL DPR

Establishment of Waxing Plant (with Capital subsidy)

UNDER AGRICULTURE INFRASTRUCTURE
FUND SCHEME

Submitted by

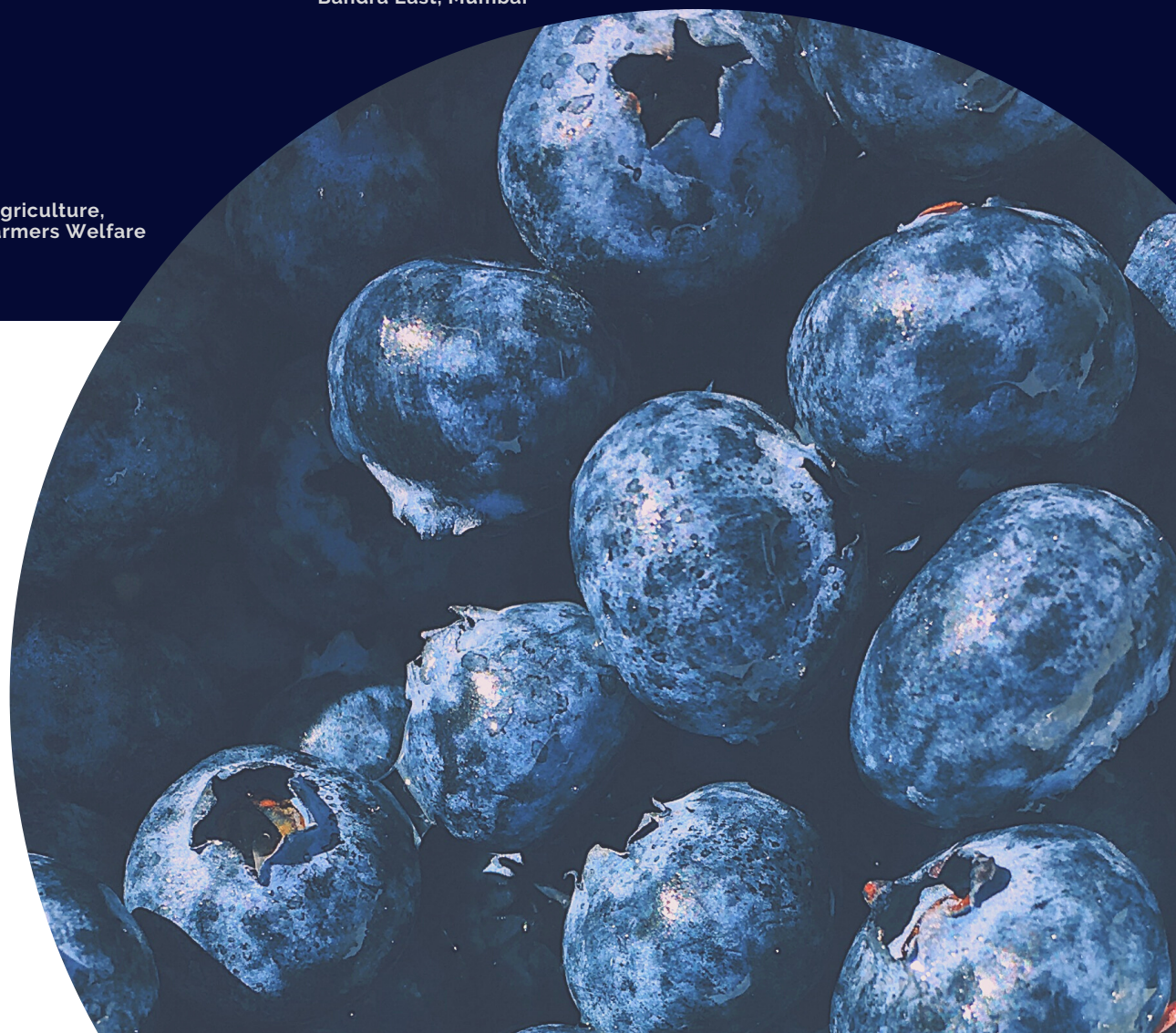


Knowledge Partner
NABARD Consultancy Services
Corporate Office: 24 Rajendra Place,
7th Floor, NABARD Building, New Delhi
Registered Office: Plot No. C-24, G Block,
3rd Floor, NABARD Building, Bandra Kurla Complex,
Bandra East, Mumbai

Submitted to



Department of Agriculture,
Cooperation & Farmers Welfare



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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 Fund¹

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 : (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/ 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						

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.

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

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									

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				

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

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

7. Project Details

a. 0

b.

The Object of an ideal kinnow processing unit is to ensure that the same has been protected against the environmental conditions and the moisture content that negatively impacts the fruit. Processing of kinnows ensures minimum product loss and facilitates prolonged sales by keeping the product intact and consistent with quality.

v

e of the proposed project:

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 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)	WAXING PLANT

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

To be filled by the applicant

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 I. State Highway (in Km.) II. National Highway (in Km.)	
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			
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			
15	Irradiation Facility			
16	Organic input production			
17	Bio Stimulant production units			

18	Others (Specify)		2 MT Per day, WAXING PLANT	
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- 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

- a) Date of disbursement of 1st instalment of term loan
- b) Date of start of construction of building
- c) Date of completion of building
- d) Date of placing order for plant & machinery
- e) Date of installation/erection of P&M
- f) Date of sanction of electricity connection (LT/HT)
- g) Date of release of electricity connection (LT/HT)
- h) Date of trial production/running
- i) Date of commencement of production/running

11. Proposed Project Financials

a. Estimated Project cost details

SN	Items	Amount (₹)
1	Site Development	16,00,000
2	Civil Works	
3	Technical Civil Works/Errection etc.	
4	Plant & Machinery (P&M)	50,00,000
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	
8	Interest During Construction	
9	Contingencies	
10	Working Capital	15,00,000
	Total Project Cost	81,00,000

b. Means of finance

SN	Items	Amount (₹ in lakhs)
1	*Promoter's Equity	8.1
2	Capital Subsidy/ Benefit from other Central/ State Scheme	
3	Loan (TL + CC) (including back end capital subsidy @ 15% of project cost, amounting to Rs. 52.6485 lakhs)	72.90 (including back end capital subsidy of Rs. 52.6485 lakhs)
	Total	81.00

*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 2021-22	Year 2022-23	Year 2023-24	Year 2024-25	Year 2025-26
1	Turnover	1850.69	1977.70	2106.34	2236.71	2405.20
2	Cost of Operations	1804.02	1931.71	2059.50	2187.39	2363.58
3	Gross Profit	46.66	45.99	46.84	49.32	41.62
4	Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA)	46.66	45.99	46.84	49.32	41.62
5	Profit before taxation	32.623	33.665	36.154	40.109	33.751
6	Profit after taxation	22.836	23.566	25.308	28.077	23.626

*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]	89.73%	-
2	Avg. Debt Service Coverage Ratio (DSCR)	1.66	-
3	Break Even Point (BEP)	32.56%	-
4	Debt-Equity Ratio (TTL/TNW)	0.33	-
5	Fixed Assets Coverage Ratio	1.06	-

- e. Credit Facilities proposed
 - I. Fund Based
 - a) Term Loan 57.90 lakhs
 - b) Working Capital 15 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.

Raw Material Availability: Xyz is famous for its indigenous kinnow produce. So, there will be abundance and quite good quality of produce will be available for further processing.

Sources of Procurement: Agri- Produce from Farmers and our own agricultural land will be sourced in Kinnow waxing facility offered by us as a part of Agri - Processing services which are available throughout year being the abc district is known for its Kinnow variety.

Process of Procurement: Villagers and Farmers bring their produce (Kinnows) to Waxing facility located in abc Industrial Area for further processing and sell it on to maintain their availability in market as and when required. Waxing Facility will through its marketing strategies along with their experienced and qualified proprietor belonging to same farmer family will ensure and induce facilities to farmers and agri-producers.

Availability of utilities (Water/Electricity etc.):

Electricity: Yes, Electricity Connection is available at location for electricity consumption.

Water: Facility has fresh water through Water Dept. facility.

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	Quantity to be sourced [MT] (per annum)
1	ABC			
2	XYZ			

*DPR should comprise 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.

15. Employment Generation projections

- a. Direct Employment: (Skilled and Semi-skilled).....9.....
- b. Contractual Employment with no. of days:
- c. Indirect Employment (specify):

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.

Date: _____

Signature of the Applicant

Place: _____

SAMPLE

Annexures

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DPR with 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	16.00
(a)	Total	16.00
3	Civil Work	
(a)	Civil Work	
	Total	-
4	Plant and Machinery (indegenuous)	
(a)	Plant and Machinery	50.00
	Total	50.00
5	Miscellanoeous Fixed Assets	
(a)	Cost	-
6	Working Capital Margin	15.00
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	-
	Total	-
9	E mandi expense	-
	Total Cost of Project	81.00

Annexure 2 - Means of Finance

Sr. No.	Item	Grand Total (in lakhs)
1	Promoter's equity	8.10
2	Eligible Assistance	-
3	Term Loan	57.90
4	CC Limit	15.00
	Total	81.00

Annexure 3 - Complete Estimate of Civil and Plant and Machinery

1. Building	Units	Amt
Building construction		1,600,000
Total Building		1,600,000

2. Plant and machinery	Units	Amt
1 Fruit grading machine	1	400,000
2 Dryer	1	300,000
3 Fruit waxing machine (Semi Automatic)	1	2,200,000
4 Fruit washer	1	145,000
5 Screw conveyer	2	100,000
6 Packaging machine	1	320,000
7 Electrical		500,000
8 Miscellaneous expense		235,000
9 Tata Yodha for foraying the produce to and from the factory premise		800,000
Total Plant and Machinery		5,000,000
Total fixed Assets		6,600,000

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
	Purchase of raw material input	157,651,200	168,912,000	180,172,800	191,433,600	202,694,400	213,955,200	225,216,000	225,216,000	225,216,000
	Electricity expense	1,975,000	2,065,000	2,159,500	2,258,725	2,362,911	2,472,307	2,587,172	2,587,172	2,587,172
	Running and Manintenance expense @7.5% of procurement cost	11,823,840	12,668,400	13,512,960	14,357,520	15,202,080	16,046,640	16,891,200	16,891,200	16,891,200
	Cost of Production	171,450,040	183,645,400	195,845,260	208,049,845	220,259,391	232,474,147	244,694,372	244,694,372	244,694,372
	Add: Opening stock	-	1,790,880	3,709,680	5,756,400	7,931,040	5,628,480	3,198,000	639,600	-
	Less: Closing stock	1,790,880	3,709,680	5,756,400	7,931,040	5,628,480	3,198,000	639,600	-	-
	Sub Total	169,659,160	181,726,600	193,798,540	205,875,205	222,561,951	234,904,627	247,252,772	245,333,972	244,694,372
	Administrative salaries and wages	2,260,440	2,373,462	2,492,135	2,616,742	2,747,579	2,884,958	3,029,206	3,180,666	3,339,699
	Transportation charges	4,823,800	5,150,500	5,477,200	5,803,900	6,249,400	6,582,700	6,916,000	6,866,500	6,850,000
	Selling and packing expenses @ Rs. 1 per kg	3,659,040	3,920,400	4,181,760	4,443,120	4,799,520	5,066,160	5,332,800	5,293,200	5,280,000
	Total	10,743,280	11,444,362	12,151,095	12,863,762	13,796,499	14,533,818	15,278,006	15,340,366	15,469,699
	Cost of Sales	180,402,440	193,170,962	205,949,635	218,738,967	236,358,450	249,438,445	262,530,778	260,674,338	260,164,072
	Expected sales revenue	185,068,800	197,769,600	210,633,696	223,670,886	240,520,355	254,137,112	267,960,027	270,308,669	273,896,949
	Gross Profit	4,666,360	4,598,638	4,684,061	4,931,919	4,161,905	4,698,667	5,429,249	9,634,330	13,732,877
	Financial expense									
	Interest on Term Loan	344,060	300,635	247,188	193,742	140,296	86,850	-	-	-
	Interest on WC Loan	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
	total	494,060	450,635	397,188	343,742	290,296	236,850	150,000	150,000	150,000
	Operating profits (PBT)	4,172,300	4,148,003	4,286,872	4,588,177	3,871,609	4,461,817	5,279,249	9,484,330	13,582,877
	Preliminary Expense	-	-	-	-	-	-	-	-	-
	depreciation	910,000	781,500	671,475	577,234	496,481	427,257	367,893	316,960	273,243
	Other income - Sundry fro repayment of loan	-	-	-	-	-	-	990,000	-	-
	Net Profit before Tax	3,262,300	3,366,503	3,615,397	4,010,943	3,375,128	4,034,560	5,901,356	9,167,370	13,309,634
	Income Tax	978,690	1,009,951	1,084,619	1,203,283	1,012,538	1,210,368	1,473,407	2,750,211	3,992,890
	Profits after Tax	2,283,610	2,356,552	2,530,778	2,807,660	2,362,590	2,824,192	4,427,949	6,417,159	9,316,744
	Distribution of profits (50%)	1,826,888	1,885,242	2,024,623	2,246,128	1,890,072	2,259,354	3,542,360	5,133,727	7,453,395
	Profit transfer to balance sheet	456,722	471,310	506,156	561,532	472,518	564,838	885,590	1,283,432	1,863,349

1. assumed that 2% of the output is normal loss in production process

2. interest on working capital is assumed to be 10% p.a.

3. Electricity are semi-fixed cost. Rs. 1,75,000 pa is fixed, balance is variable at Rs. 12 per unit usage

4. Electricity usage in units is given below

Usage in units	150000	157500	165375	173643.75	182325.9375	191442.2344	201014.3461	201014.3461	201014.3461
Variable cost	1800000	1890000	1984500	2083725	2187911.25	2297306.813	2412172.153	2412172.153	2412172.153

5. Closing stock is valued at Rs. 20 per kg

Annexure 5- Projected balance sheet

Projected Baalance 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	6,600,000	5,690,000.00	4,908,500.00	4,237,025.00	3,659,791.25	3,163,310.56	2,736,053.18	2,368,160.48	2,051,200.16
	Less- Depreciation	910,000	781,500.00	671,475.00	577,233.75	496,480.69	427,257.38	367,892.70	316,960.32	273,242.65
	net Block	5,690,000	4,908,500.00	4,237,025.00	3,659,791.25	3,163,310.56	2,736,053.18	2,368,160.48	2,051,200.16	1,777,957.51
2	Closing Stock	1,790,880	3,709,680	5,756,400	7,931,040	5,628,480	3,198,000	639,600	-	-
3	Sundry debtors	15,422,400	16,480,800	17,552,808	18,639,240	20,043,363	21,178,093	22,330,002	22,525,722	22,824,746
4	Cash/ bank balance	11,483,257	10,744,899	9,789,832	8,653,556	11,507,023	14,880,131	18,426,904	20,471,176	22,308,744
	Total assets	34,386,537	35,843,879	37,336,065	38,883,628	40,342,177	41,992,276	43,764,666	45,048,098	46,911,447
B	Liabilities									
1	Capital	810,000	1,266,722	1,738,033	2,244,188	2,805,720	3,278,238	3,843,076	4,728,666	6,012,098
	Add- Profit	456,722	471,310	506,156	561,532	472,518	564,838	885,590	1,283,432	1,863,349
	Less- Drawings	-	-	-	-	-	-	-	-	-
	Closing capital	1,266,722	1,738,033	2,244,188	2,805,720	3,278,238	3,843,076	4,728,666	6,012,098	7,875,447
2	term Loan	5,344,615	4,453,846	3,563,077	2,672,308	1,781,538	990,000	-	-	-
3	Working capital	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
4	Creditors	26,275,200	28,152,000	30,028,800	31,905,600	33,782,400	35,659,200	37,536,000	37,536,000	37,536,000
	Total liabilities	34,386,537	35,843,879	37,336,065	38,883,628	40,342,177	41,992,276	43,764,666	45,048,098	46,911,447
	Current Ratio									
	Current Assets	26,905,657	27,225,699	27,342,640	27,292,797	31,550,386	36,058,223	40,756,906	42,996,898	45,133,489
	Current Liabilities	26,275,200	28,152,000	30,028,800	31,905,600	33,782,400	35,659,200	37,536,000	37,536,000	37,536,000
	Ratio	1.023994392	0.967096429	0.910547211	0.855423393	0.933929678	1.011189912	1.085808447	1.145484282	1.20240541
	Average				1.015097684					
	Debt Equity ratio									
	Debt	6,844,615	5,953,846	5,063,077	4,172,308	3,281,538	2,490,000	1,500,000	1,500,000	1,500,000
	Equity	1,266,722	1,738,033	2,244,188	2,805,720	3,278,238	3,843,076	4,728,666	6,012,098	7,875,447
	Ratio	5.403407451	3.425624123	2.256083956	1.487071926	1.001006758	0.647918409	0.317214175	0.249496924	0.19046538
	Average				1.664254345					
	Fixed asset coverage ratio									
	Fixed assets	5,690,000	4,908,500	4,237,025	3,659,791	3,163,311	2,736,053	2,368,160	2,051,200	1,777,958
	Debt	6,844,615	5,953,846	5,063,077	4,172,308	3,281,538	2,490,000	1,500,000	1,500,000	1,500,000
	ratio	0.831310407	0.824425065	0.836847843	0.877162357	0.963971808	1.098816537	1.578773654	1.367466774	1.185305009
	Average				1.062675495					
	Debt service coverage ratio									
	Interest on loan (TL + WC)	494,060	450,635	397,188	343,742	290,296	236,850	150,000	150,000	150,000
	Instalment of loan	1,945,385	2,390,769	2,390,769	2,390,769	2,390,769	2,291,538	1,500,000	1,500,000	1,500,000
	Total	2,439,444	2,841,404	2,787,958	2,734,512	2,681,065	2,528,388	1,650,000	1,650,000	1,650,000
	Net operating income	4,666,360	4,598,638	4,684,061	4,931,919	4,161,905	4,698,667	5,429,249	9,634,330	13,732,877
	ratio	1.912878327	1.618438719	1.680104728	1.803583139	1.552332417	1.858364553	3.290453933	5.83898807	8.322955833
	Average				1.663614751					

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.	Machine operators	4	18,000	864,000
ii.	Accountant	1	25,000	300,000
iii.	Labour/ helper	4	12,000	576,000
iv.	Security	2	9,400	225,600
Total				1,965,600
Add: benefits @ 15%				294,840
Total				2,260,440

Total annual wages	2,260,440
Annual increase in wages	5%
Total manpower	11

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	1,600,000	5,000,000	-	66
ii.	Pre operatives	-	-	-	-
iii.	Contingencies	-	-	-	-
	Total				66

	Rates of Depreciation	10%	15%	10%	Total depreciation for the year
Year 1		160,000.00	750,000.00	-	910,000.00
Year 2		144,000.00	637,500.00	-	781,500.00
Year 3		129,600.00	541,875.00	-	671,475.00
Year 4		116,640.00	460,593.75	-	577,233.75
Year 5		104,976.00	391,504.69	-	496,480.69
Year 6		94,478.40	332,778.98	-	427,257.38
Year 7		85,030.56	282,862.14	-	367,892.70
Year 8		76,527.50	240,432.82	-	316,960.32
Year 9		68,874.75	204,367.89	-	273,242.65

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	4,172,300	4,148,003	4,286,872	4,588,177	3,871,609	4,461,817	5,279,249	9,484,330	13,582,877
Add- dep on SLM	-	-	-	-	-	-	-	-	-
Sub total	4,172,300	4,148,003	4,286,872	4,588,177	3,871,609	4,461,817	5,279,249	9,484,330	13,582,877
Less- Dep on WDV	910,000	781,500	671,475	577,234	496,481	427,257	367,893	316,960	273,243
Sub total	3,262,300	3,366,503	3,615,397	4,010,943	3,375,128	4,034,560	4,911,356	9,167,370	13,309,634
Less - Deductions	-	-	-	-	-	-	-	-	-
Taxable profits	3,262,300	3,366,503	3,615,397	4,010,943	3,375,128	4,034,560	4,911,356	9,167,370	13,309,634
Income tax @30%	978,690	1,009,951	1,084,619	1,203,283	1,012,538	1,210,368	1,473,407	2,750,211	3,992,890

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

Break even capacity at maximum capacity utilization

Sales		264,384,000
Variable cost		
- Procurement cost of inputs	225,216,000	
- Running and maintenance cost	16,891,200	
- Selling cost	5,280,000	
- Interest on Working capital	1,000,000	
- electricity expense	341,014	248,728,214
Contribution		15,655,786
Less: fixed cost		
Wages and salaries		2,260,440
Depreciation		910,000
Electricity expense		175,000
Fixed transportation		250,000
Interest on TL		344,060
Fixed cost		3,939,500

Particulars	Kinnow Rs. per kg	Apple Rs. per kg	
Sales price per kg	27	70	
Procurement cost of fruit	20	60	
Running and maintenance cost	2.025	5.25	
Interest on Working capital	0.1894	0.1894	
Transportation	1	1	
selling expenses	1	1	
Electricity charges	0.4569	0.4569	
Contribution per kg	2.328755274	2.103755274	
Contribution margin	8.63%	3.01%	
Sales mix	45.45%	54.55%	
Proportionate contribution margin	3.92%	1.64%	5.56%

BEP in rs.	70857454.27
BEP in %	26.80%

assumptions

1. Interest on working capital is computed taking 10% rate of interest p.a.

Annexure 13 - Repayment schedule

Repayment schedule

Amount of Loan (in lakhs)	57.90
Amount of Subsidy (in lakhs)	9.90
Rate of interest	6.00%
Moratorium period	6 months

Year	Quarter	Balance outstanding	Principal instalment	Interest
1	1	57.90	0	0.8685
	2	57.90	0	0.8685
	3	57.90	2.226923077	0.8685
	4	55.67307692	2.226923077	0.8351
2	1	53.44615385	2.226923077	0.80169
	2	51.21923077	2.226923077	0.76829
	3	48.99230769	2.226923077	0.73488
	4	46.76538462	2.226923077	0.70148
3	1	44.53846154	2.226923077	0.66808
	2	42.31153846	2.226923077	0.63467
	3	40.08461538	2.226923077	0.60127
	4	37.85769231	2.226923077	0.56787
4	1	35.63076923	2.226923077	0.53446
	2	33.40384615	2.226923077	0.50106
	3	31.17692308	2.226923077	0.46765
	4	28.95	2.226923077	0.43425
5	1	26.72307692	2.226923077	0.40085
	2	24.49615385	2.226923077	0.36744
	3	22.26923077	2.226923077	0.33404
	4	20.04230769	2.226923077	0.30063
6	1	17.81538462	2.226923077	0.26723
	2	15.58846154	2.226923077	0.23383
	3	13.36153846	2.226923077	0.20042
	4	11.13461538	1.234615385	0.16702
7	1	9.9	0	0
	2	0	0	0
	3	0	0	0
	4	0	0.00	0

In case of Capital subsidy, the amount vary depending on location of unit and scheme offered by the government at that time. Thus it is assumed here that 15% of cost of project (Rs. 9.9 lakhs)is sourced through back end subsidy.

The amount Rs. 9.9 lakhs is sourced by Government subsidy. Since this is a back end subsidy, the amount is funded to bank at the end of repayment schedule.

Annexure 14 - Cash flow statement

Particulars	0	I	II	III	IV	V	VI	VII	VIII	IX
opening balance	1,500,000	1,500,000	11,483,257	10,744,899	9,789,832	8,653,556	11,507,023	14,880,131	18,426,904	20,471,176
Add: Capital	810,000	-	-	-	-	-	-	-	-	-
Add: Loan disbursement	5,790,000	-	-	-	-	-	-	-	-	-
Less: Purchase of asset	6,600,000	-	-	-	-	-	-	-	-	-
Add: Sales realizations	-	169,646,400	181,288,800	193,080,888	205,031,645	220,476,992	232,959,020	245,630,025	247,782,946	251,072,203
Less: Payment made to creditors of previos year	-	-	26,275,200	28,152,000	30,028,800	31,905,600	33,782,400	35,659,200	37,536,000	37,536,000
Add: Receipts from debtors of previos year	-	-	15,422,400	16,480,800	17,552,808	18,639,240	20,043,363	21,178,093	22,330,002	22,525,722
Less: Payments made for current year purchase	-	155,918,120	166,937,762	177,967,555	189,008,007	200,273,490	211,348,765	222,436,378	222,498,738	222,628,072
Less: Interest payments	-	494,060	450,635	397,188	343,742	290,296	236,850	150,000	150,000	150,000
	-	14,734,220	14,530,861	13,789,843	12,993,736	15,300,402	19,141,391	23,442,670	28,355,114	33,755,029
Less: Income tax	-	978,690	1,009,951	1,084,619	1,203,283	1,012,538	1,210,368	1,473,407	2,750,211	3,992,890
	-	13,755,530	13,520,910	12,705,224	11,790,453	14,287,864	17,931,023	21,969,263	25,604,903	29,762,139
Less: Distrubutions made from profits	-	1,826,888	1,885,242	2,024,623	2,246,128	1,890,072	2,259,354	3,542,360	5,133,727	7,453,395
	-	11,928,642	11,635,668	10,680,601	9,544,325	12,397,792	15,671,669	18,426,904	20,471,176	22,308,744
Less: Principal repayment of loan	-	445,385	890,769	890,769	890,769	890,769	791,538	-	-	-
Closing cash balance	1,500,000	11,483,257	10,744,899	9,789,832	8,653,556	11,507,023	14,880,131	18,426,904	20,471,176	22,308,744

Sales Budget

Particulars	Year ending March 31st								
	I	II	III	IV	V	VI	VII	VIII	IX
Production capacity utilization	70%	75%	80%	85%	90%	95%	100%	100%	100%
Production qty Kinnow	1680000	1800000	1920000	2040000	2160000	2280000	2400000	2400000	2400000
Sales qty Kinnow	1663200	1782000	1900800	2019600	2181600	2302800	2424000	2406000	2400000
Sales Kinnow	45360000	48081600	50966496	54024486	57265955	60701912	64344027	68204669	72296949
Production qty Apple	2016000	2160000	2304000	2448000	2592000	2736000	2880000	2880000	2880000
Sales qty Apple	1995840	2138400	2280960	2423520	2617920	2763360	2908800	2887200	2880000
Sales Apple	139708800	149688000	159667200	169646400	183254400	193435200	203616000	202104000	201600000
Total sales	185068800	197769600	210633696	223670886	240520355	254137112	267960027	270308669	273896949

Production budget

Production capacity for Kinnow and apple each	2000 kg per hr
Production hours in a year Kinnow	1200 hours
Production qty in a year Kinnow	2,400,000 kgs
Production hours in a year Apple	1,440 hours
Production qty in a year Apple	2,880,000 kgs

Products	Production at 100% capacity for Kinnow and Apple	sales prices for Kinnow per kg in year I	purchase prices for kinnow per kg in year I	sales prices for Apple per kg in year I	purchase prices for apple per kg in year I
Output	5,280,000	27.0	20.0	70	60

Output stock calculation Kinnow

Particulars	Year ending March 31st								
	I	II	III	IV	V	VI	VII	VIII	IX
Opening Stock	-	16,800	34,800	54,000	74,400	52,800	30,000	6,000	-
Add: Production	1,680,000	1,800,000	1,920,000	2,040,000	2,160,000	2,280,000	2,400,000	2,400,000	2,400,000
Output available for sale	1,680,000	1,816,800	1,954,800	2,094,000	2,234,400	2,332,800	2,430,000	2,406,000	2,400,000
Less: Sales	1,663,200	1,782,000	1,900,800	2,019,600	2,181,600	2,302,800	2,424,000	2,406,000	2,400,000
Closing Stock	16,800	34,800	54,000	74,400	52,800	30,000	6,000	-	-
Value of Closing Stock	420,000	870,000	1,350,000	1,860,000	1,320,000	750,000	150,000	-	-

Output stock calculation Apple

Particulars	Year ending March 31st								
	I	II	III	IV	V	VI	VII	VIII	IX
Opening Stock	-	20,160	41,760	64,800	89,280	63,360	36,000	7,200	-
Add: Production	2,016,000	2,160,000	2,304,000	2,448,000	2,592,000	2,736,000	2,880,000	2,880,000	2,880,000
Output available for sale	2,016,000	2,180,160	2,345,760	2,512,800	2,681,280	2,799,360	2,916,000	2,887,200	2,880,000
Less: Sales	1,995,840	2,138,400	2,280,960	2,423,520	2,617,920	2,763,360	2,908,800	2,887,200	2,880,000
Closing Stock	20,160	41,760	64,800	89,280	63,360	36,000	7,200	-	-
Value of Closing Stock	1,370,880	2,839,680	4,406,400	6,071,040	4,308,480	2,448,000	489,600	-	-

Assumptions:

1. Sales price per kg of output is 20, expected to increase 6% per annum
2. assumed that 99% of production is sold for first 5 years, thereafter demand is almost 101% of output but we are able to serve market according to the availability of output

S. no. Assumptions

- 1 Assumed that 2% of the output is normal loss in production process
- 2 Interest on working capital is assumed to be 10% p.a.
- 3 Electricity are semi-fixed cost. Rs. 1,75,000 pa is fixed, balance is variable at Rs. 12 per unit usage
- 4 Electricity usage in units is given below

Usage in units	150000	157,500	165,375	173,644	182,326	191,442	201,014	201,014	201,014
Variable cost	1,800,000	1,890,000	1,984,500	2,083,725	2,187,911	2,297,307	2,412,172	2,412,172	2,412,172

- 5 Closing stock is valued at Rs. 25 per kg for Kinnow and Rs. 68 per kg for Apple
- 6 Assumed that 60 days of purchases are average creditors maintained
- 7 Assumed that 30 days of sales are average debtors maintained by the business



(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.