

MODEL DPR

Establishment of Waxing Plant (without Capital subsidy)

UNDER AGRICULTURE INFRASTRUCTURE
FUND SCHEME

Submitted by

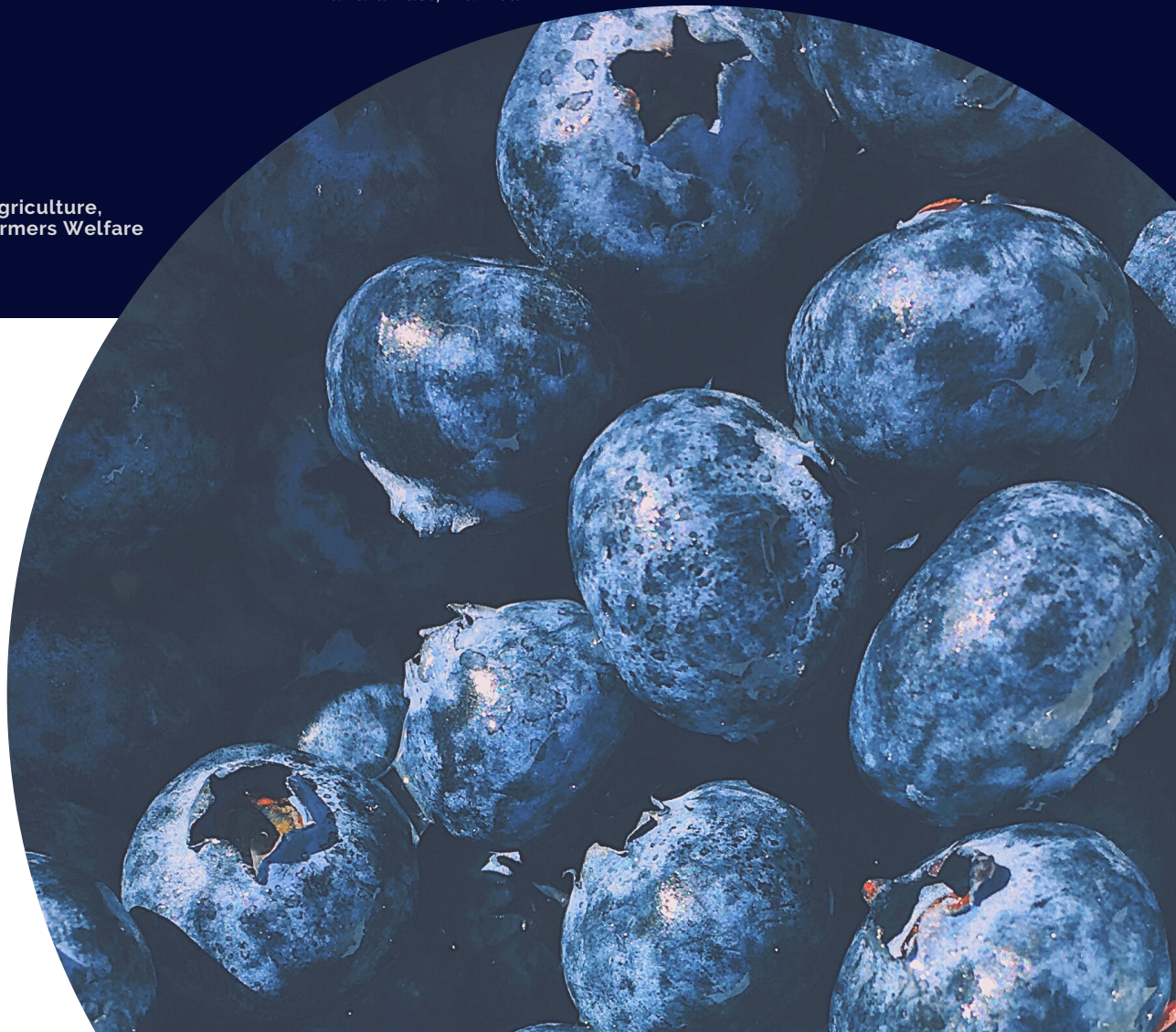


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Submitted to



Department of Agriculture,
Cooperation & Farmers Welfare



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CREDIT CITATION

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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 | | | |

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.

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

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 | | | | | | | |

| | | |
|----|--|--------------|
| | 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

| SN | 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 | |

- 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) | 72.90 |
| | 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] | 86.32% | |
| 2 | Avg. Debt Service Coverage Ratio (DSCR) | 1.66 | |
| 3 | Break Even Point (BEP) | 32.56% | |
| 4 | Debt-Equity Ratio (TTL/TNW) | 1.66 | |
| 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 it's 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 it's 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 it's 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 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.

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.

SAMPLE

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: _____

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 | 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) | Establisment 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 | 33,404 | - | - |
| | 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 | 183,404 | 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 | 5,245,845 | 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 |
| | Net Profit before Tax | 3,262,300 | 3,366,503 | 3,615,397 | 4,010,943 | 3,375,128 | 4,034,560 | 4,877,952 | 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 | 1,463,386 | 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 | 3,414,567 | 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 | 2,731,653 | 5,133,727 | 7,453,395 |
| | Profit transfer to balance sheet | 456,722 | 471,310 | 506,156 | 561,532 | 472,518 | 564,838 | 682,913 | 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 | 14,780,900 | 18,224,227 | 20,268,499 | 22,106,067 |
| | Total assets | 34,386,537 | 35,843,879 | 37,336,065 | 38,883,628 | 40,342,177 | 41,893,046 | 43,561,990 | 44,845,422 | 46,708,770 |
| B | Liabilities | | | | | | | | | |
| 1 | Capital | 810,000 | 1,266,722 | 1,738,033 | 2,244,188 | 2,805,720 | 3,278,238 | 3,843,076 | 4,525,990 | 5,809,422 |
| | Add- Profit | 456,722 | 471,310 | 506,156 | 561,532 | 472,518 | 564,838 | 682,913 | 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 | 4,525,990 | 5,809,422 | 7,672,770 |
| 2 | term Loan | 5,344,615 | 4,453,846 | 3,563,077 | 2,672,308 | 1,781,538 | 890,769 | - | - | - |
| 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 | 41,893,046 | 43,561,990 | 44,845,422 | 46,708,770 |
| | Current Ratio | | | | | | | | | |
| | Current Assets | 26,905,657 | 27,225,699 | 27,342,640 | 27,292,797 | 31,550,386 | 35,958,993 | 40,554,229 | 42,794,221 | 44,930,813 |
| | 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 | 1.008407158 | 1.080408923 | 1.140084758 | 1.197005886 |
| | Average | | | | 1.012988648 | | | | | |
| | Debt Equity ratio | | | | | | | | | |
| | Debt | 6,844,615 | 5,953,846 | 5,063,077 | 4,172,308 | 3,281,538 | 2,390,769 | 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 | 4,525,990 | 5,809,422 | 7,672,770 |
| | Ratio | 5.403407451 | 3.425624123 | 2.256083956 | 1.487071926 | 1.001006758 | 0.622097749 | 0.331419216 | 0.258201263 | 0.19549653 |
| | Average | | | | 1.664489886 | | | | | |
| | 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 | 2,390,769 | 1,500,000 | 1,500,000 | 1,500,000 |
| | ratio | 0.831310407 | 0.824425065 | 0.836847843 | 0.877162357 | 0.963971808 | 1.144423788 | 1.578773654 | 1.367466774 | 1.185305009 |
| | Average | | | | 1.067742967 | | | | | |
| | Debt service coverage ratio | | | | | | | | | |
| | Interest on loan (TL + WC) | 494,060 | 450,635 | 397,188 | 343,742 | 290,296 | 236,850 | 183,404 | 150,000 | 150,000 |
| | Instalment of loan | 1,945,385 | 2,390,769 | 2,390,769 | 2,390,769 | 2,390,769 | 2,390,769 | 2,390,769 | 1,500,000 | 1,500,000 |
| | Total | 2,439,444 | 2,841,404 | 2,787,958 | 2,734,512 | 2,681,065 | 2,627,619 | 2,574,173 | 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 | 1.788184314 | 2.109123523 | 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 | 5,245,845 | 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 | 5,245,845 | 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 | 4,877,952 | 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 | 4,877,952 | 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 | 1,463,386 | 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 |
| 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 | 2.226923077 | 0.16702 |
| 7 | 1 | 8.907692308 | 2.226923077 | 0.13362 |
| | 2 | 6.680769231 | 2.226923077 | 0.10021 |
| | 3 | 4.453846154 | 2.226923077 | 0.06681 |
| | 4 | 2.226923077 | 2.22692307692305 | 0.0334 |

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 | 14,780,900 | 18,224,227 | 20,268,499 |
| 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 | 183,404 | 150,000 | 150,000 |
| | - | 14,734,220 | 14,530,861 | 13,789,843 | 12,993,736 | 15,300,402 | 19,141,391 | 23,310,035 | 28,152,437 | 33,552,353 |
| Less: Income tax | - | 978,690 | 1,009,951 | 1,084,619 | 1,203,283 | 1,012,538 | 1,210,368 | 1,463,386 | 2,750,211 | 3,992,890 |
| | - | 13,755,530 | 13,520,910 | 12,705,224 | 11,790,453 | 14,287,864 | 17,931,023 | 21,846,650 | 25,402,226 | 29,559,463 |
| Less: Distrubutions made from profits | - | 1,826,888 | 1,885,242 | 2,024,623 | 2,246,128 | 1,890,072 | 2,259,354 | 2,731,653 | 5,133,727 | 7,453,395 |
| | - | 11,928,642 | 11,635,668 | 10,680,601 | 9,544,325 | 12,397,792 | 15,671,669 | 19,114,996 | 20,268,499 | 22,106,067 |
| Less: Principal repayment of loan | - | 445,385 | 890,769 | 890,769 | 890,769 | 890,769 | 890,769 | 890,769 | - | - |
| Closing cash balance | 1,500,000 | 11,483,257 | 10,744,899 | 9,789,832 | 8,653,556 | 11,507,023 | 14,780,900 | 18,224,227 | 20,268,499 | 22,106,067 |

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. |