## PROJECT REPORT

## Of

## CURLED COIR ROPE

## PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding CURLED COIR ROPE

The objective of the pre-feasibility report is primarily to facilitate potential entrepreneurs in project identification for investment and in order to serve his objective; the document covers various aspects of the project concept development, start-up, marketing, finance and management.
[We can modify the project capacity and project cost as per your requirement. We can also prepare project report on any subject as per your requirement.]

## PROJECT AT A GLANCE

```
    Name of the Entreprenuer
    Constitution (legal Status)
    Father's/ Spouce's N ame
    Unit Address
    Product and By Product
6 Name of the project/ business activity proposed :
7 Cost of Project
8 \text { Means of Finance}
    Term Loan
    KVIC Margin Money
    Own Capital
    Working Capital
    9 ~ D e b t ~ S e r v i c e ~ C o v e r a g e ~ R a t i o ~
10 Pay Back Period
11 Project Implementation Period
12 Break Even Point
13 Employment
1 4 \text { Power Requirement}
15 Major Raw materials
16 Estimated Annual Sales Turnover
```

16 Detailed Cost of Project \& Means of Finance

COST OF PROJECT

MEANS OF FINANCE

| Particulars | Amount |  |
| :--- | ---: | :---: |
| Own Contribution @10\% | 2.50 |  |
| Term Loan | 16.41 |  |
| Workign Capital Finance | 6.09 |  |
| Total | $\mathbf{2 5 . 0 0}$ |  |
|  |  |  |
| Beneficiary's Margin Monery <br> (\% of Project Cost) | General |  | Special

1.77

5 Years
6 Months
50\%
15 Persons
24.00 HP

Coconut Husk
60.35 Lacs

|  | (Rs. In Lacs) |
| :--- | ---: |
| Particulars | Amount |
| Land | Rented/ Owned |
| Building \& Civil Work (1200 Sq Ft) | 3.00 |
| Plant \& Machinery | 14.85 |
| Furniture \& Fixtures | 0.38 |
| Preoperative Expenses | - |
| Working Capital Requirement | 6.77 |
| Total | $\mathbf{2 5 . 0 0}$ |

XXXXXXX
XXXXXXX
XXXXXXXX
XXXXXXXX

| Taluk/ Block: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| District: |  | XXXXX |  |  |
| Pin: | XXXXX | State: | XXXXX |  |
| E-Mail | $:$ | XXXXX |  |  |
| Mobile |  | XXXXX |  |  |

## PROJECT PROFILE FOR CURLED COIR PRODUCTION UNIT



## INTRODUCTION

Curled coir rope is a product made out of mechanically extracted coir fibre by regulated and even feeding of the fibres with the help of a mechanical arrangement in curling machines to form a thick strand of evenly distributed parallelizedfibers which is processed further to form twisted curled rope of continuous length. The texture of machine twisted curled fibre shall be hard twisted with curls evenly distributed along the length. Curled coir ropes are used in Coir mattress, Sofa, Couches in automobile and locomotive seats.

## PROCESS OF MANUFACTURE

Coir curling unit consist of a set of machineries used to produce curled coir rope out of Coir fiber. The coconuts are de-husked and the husks are soaked in water for a few days and then beaten in a Disintegrator and Decorticator set to remove the coir fibre. This fibre is then cleaned in Turbo Cleaner and spread out under the sun for drying. The dry fibre is then sieved in Revolving Screener to remove any pith, dust and baby fibre.

Coconuts are de-husked and the husks are soaked in water for a few days and then beaten in a Disintegrator and Decorticator set to remove the coir fibre. This fibre is then cleaned in Turbo Cleaner and spread out under the sun for drying. The dry fibre is then sieved in Revolving Screener to remove any pith, dust and baby fibre. This decorticated cleaned fibre is hand-fed into the spinning and curling machine to get the curled coir in the form of rolls.

These curled coir rolls are stored for 2 months in a dry, moisture-free and cool place. The 2 month long storage period helps to set the curl in the coir, thus making coir springs, to give springy effect in the mattress.

## BASIS AND PRESUMTIONS

The Project Profile is based on 8 working hours in a day and 25 days in a month and the Break Even efficiency has been calculated on $70 \%, 75 \%, 80 \%, 90 \%$ and $100 \%$ capacity utilization.

The rate of interest both for fixed asset and working capital have been taken as $11.5 \%$ p.a.

## TECHNICAL ASPECTS

| Installed production capacity per shift/machine |  | $:$ | 0.28 MT per shift |
| :--- | :--- | :--- | :--- |
| Number of curling machine | $:$ | 2 |  |
| Number of shift per day | $:$ | 2 |  |
| Working days p.a | $:$ | 300 days |  |
| Yield wastage | $:$ | $5 \%$ |  |
| Capacity Utilization |  |  |  |
| $\quad$-First year | $:$ | $70 \%$ |  |
| -Second year | $:$ | $80 \%$ |  |
| -Third year | $:$ | $90 \%$ |  |
| -Fourth year | $:$ | $100 \%$ |  |
| -Fifth year | $:$ | Rs. $27500 /-$ per ton |  |


| Rate of average cost of raw material | $:$ | Rs.15,000 |
| :--- | :--- | :--- |
| Interest on term loan | $:$ | $11.50 \%$ |
| Interest on working capital | $:$ | $11.50 \%$ |
| Manpower requirement | $:$ | 1 |
| $\quad$ Supervisor | $:$ | 8 |
| $\quad$ Skilled worker | $:$ | 12 |
| $\quad$ Indirect workers | $:$ | 24 HP |

Note: All the machineries and equipments mentioned in the Project profile are of indigenous make and are of medium price.

## PLANT \& MACHINERY

| PARTICULARS | QTY. | RATE | AMOUNT IN RS. |
| :--- | ---: | :--- | ---: |
|  |  |  | 100000 |
| Hackling Machine ( Single shaft ) - |  |  | 100000 |
| 5 HP | 1.00 |  | 650000 |
| Curling machine - 7 HP (5 HP+2 |  |  | 1300000 |
| HP) | 2.00 |  | 50000 |
| Winding machine - 2 HP | 1.00 | 35000 | 50000 |
| Electrical fitting \& Panel board |  |  | 35000 |
| Sub- Total |  |  | $14,85,000.00$ |


| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SOURCES OF FUND |  |  |  |  |  |
| Share Capital | 2.50 | - |  |  |  |
| Reserve \& Surplus | 4.46 | 4.64 | 5.61 | 9.30 | 11.49 |
| Depriciation \& Exp. W/ off | 2.55 | 2.20 | 1.88 | 1.62 | 1.39 |
| Increase in Cash Credit | 6.09 | - | - | - | - |
| Increase In Term Loan | 16.41 | - | - | - | - |
| Increase in Creditors | 1.73 | 0.12 | 0.12 | 0.25 | 0.25 |
| Increase in Provisions | 0.36 | 0.04 | 0.04 | 0.04 | 0.05 |
| TOTAL: | 34.09 | 7.00 | 7.66 | 11.21 | 13.17 |

## APPLICATION OF FUND

| Increase in Fixed A ssets | 18.23 | - | - | - | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Increase in Stock | 4.27 | 0.31 | 0.31 | 0.70 | 0.70 |
| Increase in Debtors | 4.22 | 0.52 | 0.32 | 0.72 | 0.64 |
| Increase in Deposits \& Adv | 2.50 | 0.25 | 0.28 | 0.30 | 0.33 |
| Repayment of Term Loan | - | 4.10 | 4.10 | 4.10 | 4.10 |
| Taxation | - | 0.46 | 1.12 | 1.86 | 2.30 |
| TOTAL: | 29.23 | 5.65 | 6.12 | 7.69 | 8.07 |
| Opening Cash \& Bank Balance | - | 4.86 | 6.22 | 7.76 | 11.28 |
| Add : Surplus | 4.86 | 1.36 | 1.54 | 3.52 | 5.10 |
| Closing Cash \& Bank Balance | 4.86 | 6.22 | 7.76 | 11.28 | 16.38 |


| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SOURCES OFFUND |  |  |  |  |  |
| Capital Account | 2.50 | 2.50 | 2.50 | 2.50 | 2.50 |
| Retained Profit | 4.46 | 8.64 | 13.12 | 20.57 | 29.76 |
| Term Loan | 16.41 | 12.31 | 8.20 | 4.10 | 0.00 |
| Cash Credit | 6.09 | 6.09 | 6.09 | 6.09 | 6.09 |
| Sundry Creditors | 1.73 | 1.86 | 1.98 | 2.23 | 2.48 |
| Provisions \& Other Liab | 0.36 | 0.40 | 0.44 | 0.48 | 0.53 |
| TOTAL: | 31.55 | 31.78 | 32.33 | 35.96 | 41.35 |

## APPLICATION OFFUND

Fixed A ssets ( G ross)
Gross Dep.
Net Fixed Assets

| 18.23 | 18.23 | 18.23 | 18.23 | 18.23 |
| ---: | ---: | ---: | ---: | ---: |
| 2.55 | 4.75 | 6.63 | 8.25 | 9.63 |
| 15.68 | 13.48 | 11.60 | 9.98 | 8.60 |

Current A ssets
Sundry Debtors
Stock in Hand
Cash and Bank
Deposits \& Advances

TOTAL:

| 4.22 | 4.75 | 5.07 | 5.79 | 6.43 |
| ---: | ---: | ---: | ---: | ---: |
| 4.27 | 4.58 | 4.88 | 5.59 | 6.28 |
| 4.86 | 6.22 | 7.76 | 11.28 | 16.38 |
| 2.50 | 2.75 | 3.03 | 3.33 | 3.66 |
|  |  |  |  |  |
| $\mathbf{3 1 . 5 4}$ | $\mathbf{3 1 . 7 8}$ | $\mathbf{3 2 . 3 3}$ | $\mathbf{3 5 . 9 6}$ | $\mathbf{4 1 . 3 5}$ |


| PROJECTED PROFITABILITY STATEMENT |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| A) SALES |  |  |  |  |  |
| Gross Sale | 60.35 | 67.84 | 72.37 | 82.66 | 91.84 |
| Total (A) | 60.35 | 67.84 | 72.37 | 82.66 | 91.84 |
| B) COST OF SALES |  |  |  |  |  |
| Raw Mateiral Consumed | 34.65 | 37.13 | 39.60 | 44.55 | 49.50 |
| Elecricity Expenses | 4.92 | 5.27 | 5.62 | 6.32 | 7.03 |
| Repair \& M aintenance | - | 0.68 | 0.72 | 0.83 | 0.92 |
| Labour \& Wages | 9.24 | 10.16 | 11.18 | 12.30 | 13.53 |
| Depriciation | 2.55 | 2.20 | 1.88 | 1.62 | 1.39 |
| Consumables and Other Expenses | 1.21 | 1.36 | 1.45 | 1.65 | 1.84 |
| Cost of Production | 52.56 | 56.79 | 60.46 | 67.27 | 74.20 |
| Add: Opening Stock /WIP | - | 2.54 | 2.72 | 2.90 | 3.36 |
| Less: Closing Stock /WIP | 2.54 | 2.72 | 2.90 | 3.36 | 3.81 |
| Cost of Sales (B) | 50.02 | 56.61 | 60.28 | 66.81 | 73.75 |
| C) GROSS PROFIT (A-B) | 10.33 | 11.22 | 12.10 | 15.84 | 18.09 |
|  | 17\% | 17\% | 17\% | 19\% | 20\% |
| D) Bank Interest (Term Loan ) | 1.42 | 1.71 | 1.24 | 0.77 | 0.29 |
| Bank Interest ( C.C. Limit) | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 |
| E) Salary to Staff | 2.64 | 2.90 | 3.19 | 3.51 | 3.87 |
| F) Selling \& Adm Expenses Exp. | 1.21 | 1.36 | 1.45 | 1.65 | 1.84 |
| TOTAL (D+E) | 5.87 | 6.58 | 6.49 | 6.54 | 6.61 |
| H) NET PROFIT | 4.46 | 4.64 | 5.61 | 9.30 | 11.49 |
| I) Taxation | - | 0.46 | 1.12 | 1.86 | 2.30 |
| J) PROFIT (After Tax) | 4.46 | 4.18 | 4.49 | 7.44 | 9.19 |

## COM PUTATION OF MANUFACTURING OF CURLED COIR ROPE

| Items to be M anufactured | CURLED COIR ROPE |  |  |
| :---: | :---: | :---: | :---: |
| Manufacturing Capacity per machine per day | - | 0.275 | MT |
|  | - |  |  |
| No. of Working Hour |  | 8 |  |
|  |  |  |  |
| No of Shift per day |  | 2 |  |
|  |  |  |  |
| No of curling M achines |  | 2 |  |
|  |  |  |  |
| No of Working Days per month |  | 25 |  |
|  |  |  |  |
| No. of Working Day per annum |  | 300 |  |
|  |  |  |  |
| Total Production per Annum |  | 330.00 | MT |
|  |  |  |  |
| Year |  | Capacity | Curled Rope MT |
|  |  | Utilisation |  |
|  |  |  |  |
| IST YEAR |  | 70\% | 231 |
| IIND YEAR |  | 75\% | 248 |
| IIIRD YEAR |  | 80\% | 264 |
| IVTH YEAR |  | 90\% | 297 |
| VTH YEAR |  | 100\% | 330 |
|  |  |  |  |

COM PUTATION OF RAW MATERIAL


COM PUTATION OF SALE


COM PUTATION OF ELECTRICITY

| (A) POWER CONNECTION |  |  |  |
| :---: | :---: | :---: | :---: |
| Total Working Hour per day | Hours | 8 |  |
| Electric Load Required | HP | 24 |  |
| Load Factor |  | 0.7460 |  |
| Electricity Charges | per unit | 8.00 |  |
| Total Working Days |  | 300 |  |
| Electricity Charges ( 8 H rs Per day ) |  |  | 3,43,756.80 |
|  |  |  |  |
| Add : Minimim Charges (@10\%) |  |  |  |
|  |  |  |  |
|  |  |  |  |
| (B) D.G.SET |  |  |  |
| No. of Working Days |  | 300 | days |
| No of Working Hours |  | 2 | Hour per day |
| Total no of Hour |  | 600 |  |
| Diesel Consumption per Hour |  | 8 |  |
| Total Consumption of Diesel |  | 4,800 |  |
| Cost of Diesel |  | 65.00 | Rs. / Ltr |
| Total cost of Diesel |  | 3.12 |  |
| Add : Lube Cost @15\% |  | 0.47 |  |
| Total |  | 3.59 |  |
|  |  |  |  |
| Total cost of Power \& Fuel at 100\% |  |  | 7.03 |
|  |  |  |  |
| Year | Capacity |  | Amount |
|  |  |  | (in Lacs) |
|  |  |  |  |
| IST YEAR | 70\% |  | 4.92 |
| IIND YEAR | 75\% |  | 5.27 |
| IIIRD YEAR | 80\% |  | 5.62 |
| IVTH YEAR | 90\% |  | 6.32 |
| VTH YEAR | 100\% |  | 7.03 |
|  |  |  |  |

COMPUTATION OF CLOSING STOCK \& WORKING CAPITAL

| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Finished G oods |  |  |  |  |  |
| (15 Days requirement) | 2.54 | 2.72 | 2.90 | 3.36 | 3.81 |
| Raw M aterial |  |  |  |  |  |
| (15 Days requirement) | 1.73 | 1.86 |  | 1.98 | 2.23 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Closing Stock |  | 4.27 | 4.58 |  |  |

COM PUTATION OF WORKING CAPITAL REQUIREMENT

| Particulars |  |  | Total |
| :--- | :--- | :--- | ---: |
|  |  |  | Amount |
| Stock in Hand |  |  | 4.27 |
|  |  |  | 4.22 |
| Sundry Debtors |  |  | 8.50 |
|  |  | Total | 1.73 |
| Sundry Creditors |  |  |  |
|  |  |  | 6.77 |
| Working Capital Requirement |  |  | 0.68 |
|  |  |  | $\mathbf{6 . 0 9}$ |
| Margin |  |  |  |
|  |  |  |  |
| Working Capital Finance |  |  |  |

BREAK UP OF LABOUR

| Particulars |  | Wages | No of | Total |
| :--- | :--- | ---: | ---: | ---: |
|  |  | Per Month | Employees | Salary |
|  |  |  |  |  |
| Skilled Worker |  | $7,500.00$ | 4 | $30,000.00$ |
| Unskilled Worker |  | $5,000.00$ | 8 | $40,000.00$ |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  | $70,000.00$ |
| Add: 10\% Fringe Benefit |  |  |  | $7,000.00$ |
| Total Labour Cost Per Month |  |  |  | $77,000.00$ |
| Total Labour Cost for the year ( In Rs. Lakhs) |  |  |  | 9.24 |

BREAK UP OF SALARY

| Particulars | Salary | No of | Total |
| :---: | :---: | :---: | :---: |
|  | Per Month | Employees | Salary |
| Manager | 12,000.00 | 1 | 12,000.00 |
| Accountant | 8,000.00 | 1 | 8,000.00 |
|  |  |  |  |
| Total Salary Per Month |  |  | 20,000.00 |
|  |  |  |  |
| Add: 10\% Fringe Benefit |  |  | 2,000.00 |
| Total Salary for the month |  |  | 22,000.00 |
|  |  |  |  |
| Total Salary for the year ( In Rs. Lakhs) |  |  | 2.64 |

COM PUTATION OF DEPRECIATION

| Description | Land | Building/ shed | Plant \& | Furniture | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | M achinery |  |  |
| Rate of Depreciation |  | 10.00\% | 15.00\% | 10.00\% |  |
| Opening Balance | Leased | - | - | - | - |
| Addition | - | 3.00 | 14.85 | 0.38 | 18.23 |
|  | - | 3.00 | 14.85 | 0.38 | 18.23 |
| Less: Depreciation | - | 0.30 | 2.23 | 0.02 | 2.55 |
| WDV at end of Ist year | - | 2.70 | 12.62 | 0.36 | 15.68 |
| Additions During The Year | - | - | - | - | - |
|  | - | 2.70 | 12.62 | 0.36 | 15.68 |
| Less : Depreciation | - | 0.27 | 1.89 | 0.04 | 2.20 |
| WDV at end of IInd Year | - | 2.43 | 10.73 | 0.32 | 13.48 |
| Additions During The Year | - | - | - | - | - |
|  | - | 2.43 | 10.73 | 0.32 | 13.48 |
| Less : Depreciation | - | 0.24 | 1.61 | 0.03 | 1.88 |
| WDV at end of IIIIrd year | - | 2.19 | 9.12 | 0.29 | 11.60 |
| Additions During The Year | - | - | - | - | - |
|  | - | 2.19 | 9.12 | 0.29 | 11.60 |
| Less : Depreciation | - | 0.22 | 1.37 | 0.03 | 1.62 |
| WDV at end of IV year | - | 1.97 | 7.75 | 0.26 | 9.98 |
| Additions During The Year | - | - | - | - | - |
|  | - | 1.97 | 7.75 | 0.26 | 9.98 |
| Less : Depreciation | - | 0.20 | 1.16 | 0.03 | 1.39 |
| WDV at end of Vth year | - | 1.77 | 6.59 | 0.24 | 8.60 |


| Year | Particulars | Amount | Addition | Total | Interest | Repayment | Cl Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IST YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | - | 16.41 | 16.41 | - | - | 16.41 |
|  | lind Quarter | 16.41 | - | 16.41 | 0.47 | - | 16.41 |
|  | IIIrd Quarter | 16.41 | - | 16.41 | 0.47 | - | 16.41 |
|  | Ivth Quarter | 16.41 | - | 16.41 | 0.47 | - | 16.41 |
|  |  |  |  |  | 1.42 | - |  |
| IIND YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 16.41 | - | 16.41 | 0.47 | 1.03 | 15.38 |
|  | lind Quarter | 15.38 | - | 15.38 | 0.44 | 1.03 | 14.36 |
|  | IIIrd Quarter | 14.36 | - | 14.36 | 0.41 | 1.03 | 13.33 |
|  | Ivth Quarter | 13.33 |  | 13.33 | 0.38 | 1.03 | 12.31 |
|  |  |  |  |  | 1.71 | 4.10 |  |
| IIIRD YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 12.31 | - | 12.31 | 0.35 | 1.03 | 11.28 |
|  | lind Quarter | 11.28 | - | 11.28 | 0.32 | 1.03 | 10.25 |
|  | IIIrd Quarter | 10.25 | - | 10.25 | 0.29 | 1.03 | 9.23 |
|  | Ivth Quarter | 9.23 |  | 9.23 | 0.27 | 1.03 | 8.20 |
|  |  |  |  |  | 1.24 | 4.10 |  |
| IVTH YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 8.20 | - | 8.20 | 0.24 | 1.03 | 7.18 |
|  | lind Quarter | 7.18 | - | 7.18 | 0.21 | 1.03 | 6.15 |
|  | IIIrd Quarter | 6.15 | - | 6.15 | 0.18 | 1.03 | 5.13 |
|  | Ivth Quarter | 5.13 |  | 5.13 | 0.15 | 1.03 | 4.10 |
|  |  |  |  |  | 0.77 | 4.10 |  |
| Vth year | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 4.10 | - | 4.10 | 0.12 | 1.03 | 3.08 |
|  | lind Quarter | 3.08 | - | 3.08 | 0.09 | 1.03 | 2.05 |
|  | IIIrd Quarter | 2.05 | - | 2.05 | 0.06 | 1.03 | 1.02 |
|  | Ivth Quarter | 1.02 |  | 1.02 | 0.03 | 1.02 | 0.00 |
|  |  |  |  |  | 0.29 | 4.10 |  |

CALCULATION OFD.S.C.R

| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| CASH ACCRUALS | 7.00 | 6.38 | 6.37 | 9.06 | 10.58 |
|  |  |  |  |  |  |
| Interest on Term Loan | 1.42 | 1.71 | 1.24 | 0.77 | 0.29 |
|  |  |  |  |  |  |
| Total | 8.42 | 8.09 | 7.61 | 9.82 | 10.87 |
|  |  |  |  |  |  |
| REPAYMENT |  |  |  |  |  |
| Instalment of Term Loan | 4.10 | 4.10 | 4.10 | 4.10 | 4.10 |
| Interest on Term Loan | 1.42 | 1.71 | 1.24 | 0.77 | 0.29 |
|  |  |  |  |  |  |
| Total | 5.52 | 5.81 | 5.34 | 4.87 | 4.40 |
|  |  |  |  |  |  |
| DEBT SERVICE COVERAGE RATIO | 1.53 | 1.39 | 1.43 | 2.02 | 2.47 |
|  |  |  |  |  |  |
| AVERAGE D.S.C.R. |  |  | 1.77 |  |  |

## BREAK EVEN POINT ANALYSIS

| Year | I | II | III | IV | V |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales \& Other Income | 60.35 | 67.84 | 72.37 | 82.66 | 91.84 |
| Less: Op. WIP Goods | - | 2.54 | 2.72 | 2.90 | 3.36 |
| Add : Cl. WIP Goods | 2.54 | 2.72 | 2.90 | 3.36 | 3.81 |
| Total Sales | 62.89 | 68.02 | 72.55 | 83.11 | 92.29 |
| Variable \& Semi Variable Exp. |  |  |  |  |  |
| Raw M aterial \& Tax | 34.65 | 37.13 | 39.60 | 44.55 | 49.50 |
| Electricity Exp/Coal Consumption at 85\% | 4.18 | 4.48 | 4.78 | 5.37 | 5.97 |
| M anufacturing Expenses 80\% | 0.97 | 1.63 | 1.74 | 1.98 | 2.20 |
| Wages \& Salary at 60\% | 7.13 | 7.84 | 8.62 | 9.49 | 10.44 |
| Selling \& adminstrative Expenses 80\% | 0.97 | 1.09 | 1.16 | 1.32 | 1.47 |
| Intt. On W orking Capital Loan | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 |
| Total Variable \& Semi Variable Exp | 48.50 | 52.77 | 56.51 | 63.33 | 70.19 |
| Contribution | 14.39 | 15.25 | 16.05 | 19.78 | 22.10 |
| Fixed \& Semi Fixed Expenses |  |  |  |  |  |
| M anufacturing Expenses 20\% | 0.24 | 0.41 | 0.43 | 0.50 | 0.55 |
| Electricity Exp/Coal Consumption at 15\% | 0.74 | 0.79 | 0.84 | 0.95 | 1.05 |
| Wages \& Salary at 40\% | 4.75 | 5.23 | 5.75 | 6.32 | 6.96 |
| Interest on Term Loan | 1.42 | 1.71 | 1.24 | 0.77 | 0.29 |
| Depreciation | 2.55 | 2.20 | 1.88 | 1.62 | 1.39 |
| Selling \& adminstrative Expenses 20\% | 0.24 | 0.27 | 0.29 | 0.33 | 0.37 |
| Total Fixed Expenses | 9.93 | 10.61 | 10.44 | 10.48 | 10.61 |
| Capacity Utilization | 70\% | 75\% | 80\% | 90\% | 100\% |
| OPERATING PROFIT | 4.46 | 4.64 | 5.61 | 9.30 | 11.49 |
| BREAK EVEN POINT | 48\% | 52\% | 52\% | 48\% | 48\% |
| BREAK EVEN SALES | 43.41 | 47.30 | 47.20 | 44.03 | 44.31 |

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