## PROJECT REPORT

## Of

## RCC SPUN PIPE

## PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding RCC Spun Pipes

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

1 Name of the Entreprenuer

2 Constitution (legal Status)

3 Father's/ Spouce's Name

4 Unit Address

5 Product and By Product
6 Name of the project/ business activity proposed :
7 Cost of Project
8 Means of Finance
Term Loan
KVIC Margin Money
Own Capital
9 Debt Service Coverage Ratio
10 Pay Back Period
11 Project Implementation Period
12 Break Even Point
13 Employment
14 Power Requirement
15 Major Raw materials
16 Estimated Annual Sales Turnover
17 Detailed Cost of Project \& M eans of Finance

XXXXXXX
XXXXXXX
XXXXXXXX
XXXXXXXX

Taluk/ Block:

| District: | XXXXX |  |
| :--- | :--- | :--- |
| State: | XXXXX |  |
| Pin: |  | XXXXX |
| E-Mail | $:$ | XXXXX |
| Mobile |  | XXXXX |

RCC Spun Pipe
Manufacturing Unit of RCC Spun Pipe
Rs. 75.55 Lacs

Rs. 48.00 Lacs
As per Project Eligibility
Rs. 7.56 Lacs
1.86

5 Years
8 Months

MEANS OF FINANCE
(Rs. In Lacs)

| Particulars | Amount | Particulars | Amount |
| :--- | :--- | :--- | ---: |
| Land | Rented/ Owned | Own Contribution 10\% | 7.56 |
| Building \& Civil Work | 25.00 | Term Loan | 48.00 |
| Plant \& Machinery | 25.45 | Working capital | 20.00 |
| Furniture \& Fixtures | 2.88 |  |  |
| Working Capital | 22.22 |  |  |
| Total | 75.55 | Total | 75.55 |

## PLANT \& MACHINERY

| PARTICULARS | QTY. | RATE |
| :--- | :---: | ---: |
|  |  | AMOUNT IN RS. |
| Pipe M oulding M achine with M otor | 1.00 | $3,00,000.00$ |
| Gauge Winding M achine | 2.00 | $1,10,000.00$ |
| Concrete Mixer | 1.00 | $1,10,000.00$ |
| Collar Winding drum with stand | 2.00 | $75,000.00$ |
| Pipe moulds 100mm to 600mm dia 2 metre with |  |  |
| accessories | 40.00 | $8,00,000.00$ |
| Collar moulds complete with end rings | 40.00 | $5,50,000.00$ |
| Gantry with pull-push trolley | 1.00 | $3,00,000.00$ |
| Testing Equipments |  | $1,00,000.00$ |
| Add: Electrification and Installation |  | $2,00,000.00$ |

## R.C.C. Spun Pipe

## INTRODUCTION

Reinforced Cement Concrete (RCC) Spun / Hume Pipes are generally used for water drainage,sewerage,culverts and irrigation. RCC Pipes are very much preferred for such usage because they are leak proof, are easily repairable and are non-reactive to sewerage toxins. Concrete Pipes has been estimated to easily last around 100 years and as such they are fit and forget solution which is why they are preferred over other materials for such usage.

Reinforced cement concrete spun pipes upto 1000 mm dia are exclusively reserved for manufacture in the MSME sector.

RCC Spun Pipes are classified as pressure and non-pressure pipes. viz NP1, NP2, NP3, P1, P2, P3 for use in specific conditions. RCC Hume Pipes are made from cement, coarse and fine aggregate, sand, mild steel and HT Rods and bars.

RCC Spun/Hume Pipes have been used around the world since 1926. RCC Hume Pipe,so called because it was developed by Sir Walter Hume from Australia in 1910.
RCC Hume Pipes (Also known as Spun Pipes) are used for sewerage, drainage, culverts, irrigation, water supply / transportation, service lines etc.

## MARKET POTENTIAL

Public Health Engineering Department, Public Works Departments, Agriculture and Forest Department, National Highways, Environment Engineering Department, Panchayats Municipal Corporations are the bulk consumers of RCC spun pipes. Most of the customers are approved civil contractors who are executing the works of the Government Department and Public Sector Undertakings. Presently government is giving stress on rural irrigation and improving methods of water supply scheme, so the demand for pipes is increasing.

## TECHNICAL ASPECTS

## PROCESS OF MANUFACTURE

Mixture: According to mix design and regular checking aggregates, water and Cement are used by weight. Instructions are written on boards for proper mixtures. Instructions are given to consume mixture within 30 minutes for its proper strength. IS 456 is followed for this. The concrete mixture for the RCC spun pipe is prepared in proportion of 1:2:5:2:5 of cement stone, metal and sand respectively

Molding: All moulds are properly cleaned from Hand Grinder after opening. Proper supports are given for centering of cages. (If it is higher dia 2 cages are made as per IS:

458 and upper cage is always $75 \%$ of inner cage) Proper oiling is done on moulds as well as on bushes and rings. These are properly packed with tie rods and nut-bolts.

Manufacturing: The reinforced cage is first prepared on the cage-winding machine by hand process. The cage is then placed inside the pipe mould which is then hoisted up and mounted horizontally on the turn unions.

After molding, moulds are properly kept on runners with the help of Chain Pulleys. Initially while pouring the mixture RPM of machine is very slow for proper pouring and then RPM are up to 1500 as per the requirement of IS: 458 . When the proper spinning is done it leaves extra water which gives the strength to the pipe.
It is rotated by driving shaft with variable speed arrangement, the rotation is kept slow in the beginning and then the speed is increased. The cement concrete is fed into the moulds during rotation which spreads inside evenly. The time required for completion of this operation depends upon the diameter and class of the pipe. The pipes are kept in the mould for 24 hours. On the following day the pipes are removed from the moulds and submersed in water in the curing tank for about 15-20 days depending upon the class of the pipe. The specimens of the pipes are subject to the following tests viz: (1) Hydrostatic pressure test (2) Three edge bearing test (3) Absorption test. After it, finishing of pipes is done by cutting from rods and brushes.
Demolding: While demolding, with the help of Chain pulleys moulds are separated. Moulds are demoulded after 24 hours for proper quality of pipes.

Marking: After manufacturing process, all pipes are marked and dated from permanent marker. Supervisor record all these marked numbers in front of tagged numbers and afterwards these are stored in Computer by date and marked number wise with the weight of cages.

Curing: After Demoulding with the help of Trolleys, Hydra and ceilings pipes are kept in curing tanks for proper curing. Rotation of pipes is done daily and 24 hours Sprinklers are on. After 28 days curing pipes are taken out from tanks and storage is done.

## QUALITY CONTROL AND STANDARDS

The Bureau of Indian Standards has formulated IS 458:1971, for maintaining Quality of the product.

## PRODUCTION CAPACITY (PER YEAR)

| Quantity | 20,000 Running meter |
| :--- | :--- |


| Motive Power | 20 kW. |
| :--- | :--- |

## POLLUTION CONTROL

The project does not create any noise or water pollution. The air pollution in mixing area need to be contained by providing cyclonic dust collector. Workers may use dust mask.

## ENERGY CONSERVATION

General precautions for saving electricity are required to be followed by the unit by adopting energy conservation techniques.

MACHINERY AND EQUIPMENTS

| S.no. | Description | Qty. nos. |  |
| :---: | :--- | :---: | :---: |
|  | Pipe moulding machine of 2 metre <br> length complete set with 10HP <br> motor |  | 1 |
| 2 | Gauge winding machine |  | 2 |
| 3 | Concrete mixer |  | 1 |
| 4 | Collar winding drum with stand |  | 2 |
| 5 | Gantry with pull-push trolley |  | LS |
| 6 | Testing equipments | 40 |  |
|  | Collar moulds complete with end <br> rings, tie rods, riving ring for pipes <br> 100mm to 600mm dia and 2 metre <br> length pipes |  | 40 |
| 8 | Pipe moulds 100mm to 600mm dia <br> 2 metre with accessories |  | LS |
| 9 | Electrification and installation <br> charges |  |  |



| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SOURCES OFFUND |  |  |  |  |  |
| Capital Account | 7.56 | 7.56 | 7.56 | 7.56 | 7.56 |
| Retained Profit | 10.42 | 21.17 | 33.52 | 48.35 | 66.74 |
| Term Loan | 45.18 | 33.90 | 22.62 | 11.34 | - |
| Cash Credit | 25.00 | 25.00 | 25.00 | 25.00 | 25.00 |
| Sundry Creditors | 3.00 | 3.07 | 3.37 | 3.73 | 4.10 |
| Provisions \& Other Liab | 0.50 | 0.60 | 0.66 | 0.73 | 0.80 |
| TOTAL: | 91.65 | 91.29 | 92.71 | 96.70 | 104.19 |

## APPLICATION OF FUND

## Fixed A ssets ( G ross)

Gross Dep.
Net Fixed Assets

Current A ssets
Sundry Debtors
Stock in Hand
Cash and Bank
Other Current A ssets

TOTAL:

| 53.33 | 53.33 | 53.33 | 53.33 | 53.33 |
| ---: | ---: | ---: | ---: | ---: |
| 6.46 | 12.23 | 17.26 | 21.65 | 25.48 |
| 46.87 | 41.10 | 36.07 | 31.68 | 27.85 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  | 22.32 | 24.60 |
| 16.80 | 18.48 | 20.28 | 30.00 | 35.00 |
| 14.00 | 20.00 | 8.94 | 10.04 | 13.81 |
| 11.98 | 9.51 | 2.42 | 2.66 | 2.93 |
| 2.00 | 2.20 | 92.71 | 96.70 | 104.19 |
|  |  |  |  |  |

PROJECTED CASH FLOW STATEMENT

| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SOURCES OFFUND |  |  |  |  |  |
| Share Capital | 7.56 | - |  |  |  |
| Reserve \& Surplus | 13.89 | 14.34 | 16.46 | 19.78 | 24.52 |
| Depriciation \& Exp. W/ off | 6.46 | 5.77 | 5.03 | 4.39 | 3.83 |
| Increase in Cash Credit | 25.00 | - | - | - | - |
| Increase In Term Loan | 48.00 | - | - | - | - |
| Increase in Creditors | 3.00 | 0.07 | 0.30 | 0.37 | 0.37 |
| Increase in Provisions | 0.50 | 0.10 | 0.06 | 0.07 | 0.07 |
| TOTAL: | 104.40 | 20.28 | 21.85 | 24.60 | 28.79 |
| APPLICATION OF FUND |  |  |  |  |  |
| Increase in Fixed Assets | 53.33 | - | - | - | - |
| Increase in Stock | 14.00 | 6.00 | 5.00 | 5.00 | 5.00 |
| Increase in Debtors | 16.80 | 1.68 | 1.80 | 2.04 | 2.28 |
| Increase in Other Current Assets | 2.00 | 0.20 | 0.22 | 0.24 | 0.27 |
| Repayment of Term Loan | 2.82 | 11.28 | 11.28 | 11.28 | 11.34 |
| Taxation | 3.47 | 3.59 | 4.11 | 4.94 | 6.13 |
| TOTAL: | 92.42 | 22.75 | 22.41 | 23.51 | 25.02 |
| Opening Cash \& Bank Balance | - | 11.98 | 9.51 | 8.94 | 10.04 |
| Add : Surplus | 11.98 - | 2.47 | 0.57 | 1.09 | 3.78 |
| Closing Cash \& Bank Balance | 11.98 | 9.51 | 8.94 | 10.04 | 13.81 |

PROJECTED PROFITABILITY STATEMENT

| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Capacity Ulisation \% |  |  |  |  |  |
| Gross Sale | 140.00 | 154.00 | 169.00 | 186.00 | 205.00 |
| Total (A) | 140.00 | 154.00 | 169.00 | 186.00 | 205.00 |
| B) COST OF SALES |  |  |  |  |  |
| Raw M aterial | 90.00 | 92.00 | 101.00 | 112.00 | 123.00 |
| Elecricity Expenses | 3.58 | 3.94 | 4.33 | 4.77 | 5.24 |
| Repair \& M aintenance | 2.80 | 3.08 | 3.38 | 3.72 | 4.10 |
| Labour \& Wages | 12.96 | 14.26 | 15.68 | 17.25 | 18.97 |
| Depriciation | 6.46 | 5.77 | 5.03 | 4.39 | 3.83 |
| Other Direct Expenses | 3.92 | 4.31 | 4.73 | 5.21 | 5.74 |
| Cost of Production | 119.72 | 123.36 | 134.16 | 147.33 | 160.89 |
| Add: Opening Stock/WIP | - | 14.00 | 20.00 | 25.00 | 30.00 |
| Less: Closing Stock /WIP | 14.00 | 20.00 | 25.00 | 30.00 | 35.00 |
| Cost of Sales (B) | 105.72 | 117.36 | 129.16 | 142.33 | 155.89 |
| C) GROSS PROFIT (A-B) | 34.28 | 36.64 | 39.84 | 43.67 | 49.11 |
|  | 24\% | 24\% | 24\% | 23\% | 24\% |
| D) Bank Interest (Term Loan ) | 3.96 | 4.50 | 3.26 | 2.02 | 0.78 |
| Bank Interest ( C.C. Limit ) | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 |
| E) Salary to Staff | 5.28 | 5.81 | 6.39 | 7.03 | 7.73 |
| F) Selling \& Adm Expenses Exp. | 8.40 | 9.24 | 10.99 | 12.09 | 13.33 |
| TOTAL (D+E) | 20.39 | 22.30 | 23.39 | 23.89 | 24.59 |
| H) NET PROFIT | 13.89 | 14.34 | 16.46 | 19.78 | 24.52 |
| I) Taxation | 3.47 | 3.59 | 4.11 | 4.94 | 6.13 |
| J) PROFIT (After Tax) | 10.42 | 10.76 | 12.34 | 14.83 | 18.39 |
| K) DIVIDEND | - | - | - | - | - |
| L) RETAINED PROFIT | 10.42 | 10.76 | 12.34 | 14.83 | 18.39 |

## COMPUTATION OF WORKING CAPITAL REQUIREMENT

| Particulars | Total |  | Own |  | Bank |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | A mount |  | M argin |  | Finance |
| Stock in Hand | 14.00 | 25\% | 3.50 | 75\% | 10.50 |
| Sundry Debtors | 16.80 | 25\% | 4.21 | 75\% | 12.59 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  | 30.80 |  | 7.71 |  | 23.09 |
|  |  |  |  |  |  |
| Sundry Creditors | 3.00 |  | - |  | 3.00 |
|  |  |  |  |  |  |
|  | 27.80 |  | 7.71 |  | 20.09 |
|  |  |  |  |  |  |
| WORKING CAPITAL (HYP) FRESH DEMAND |  |  | 20.00 |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

BREAK UP OF LABOUR

| Particulars |  | Wages | No of | Total |
| :--- | ---: | ---: | ---: | ---: |
|  |  | Per Month | Employees | Salary |
|  |  |  |  |  |
| Skilled Worker |  | $8,000.00$ | 6 | $48,000.00$ |
| Unskilled Worker |  | $6,000.00$ | 10 | $60,000.00$ |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  | $1,08,000.00$ |
|  |  |  |  |  |

## BREAK UP OF SALARY

| Particulars |  | Salary | No of | Total |
| :--- | ---: | ---: | ---: | :---: |
|  |  | Per Month | Employees | Salary |
| Manager |  | $20,000.00$ | 1 | $20,000.00$ |
| Accountant |  | $14,000.00$ | 1 | $14,000.00$ |
| Supervisor |  | $10,000.00$ | 1 | $10,000.00$ |
|  |  |  |  |  |
| Total Salary Per Month |  |  |  | $44,000.00$ |
|  |  |  |  |  |


| (A) POWER CONNECTION |  |  |  |  |
| :--- | :--- | :--- | ---: | :--- |
|  |  |  |  |  |
|  |  |  | 20 | kW |
| Electric Load Required |  |  | 0.746 |  |
| Load Factor |  |  | 300 |  |
| Total Working Days |  |  | 8 | $\mathrm{Rs} / \mathrm{unit}$ |
| Electricity Charges |  |  | 10 | hours |
| No. of hours/ day |  |  |  |  |
|  |  |  | 358080.00 |  |
| Total Power Expenses |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

COMPUTATION OF DEPRECIATION

| Description | Land | Building | Plant \& | Furniture | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Machinery |  |  |
|  |  |  |  |  |  |
| Rate of Depreciation |  | 10.00\% | 15.00\% | 10.00\% |  |
| Opening Balance | Leased | - | - | - | - |
| Addition | - | 25.00 | 25.45 | 2.88 | 53.33 |
|  | - | 25.00 | 25.45 | 2.88 | 53.33 |
| Less: Depreciation | - | 2.50 | 3.82 | 0.14 | 6.46 |
| WDV at end of Ist year | - | 22.50 | 21.63 | 2.74 | 46.87 |
| Additions During The Year | - | - | - | - | - |
|  | - | 22.50 | 21.63 | 2.74 | 46.87 |
| Less : Depreciation | - | 2.25 | 3.24 | 0.27 | 5.77 |
| WDV at end of IInd Year | - | 20.25 | 18.39 | 2.46 | 41.10 |
| Additions During The Year | - | - | - | - | - |
|  | - | 20.25 | 18.39 | 2.46 | 41.10 |
| Less : Depreciation | - | 2.03 | 2.76 | 0.25 | 5.03 |
| WDV at end of IIIrd year | - | 18.23 | 15.63 | 2.22 | 36.07 |
| Additions During The Year | - | - | - | - | - |
|  | - | 18.23 | 15.63 | 2.22 | 36.07 |
| Less : Depreciation | - | 1.82 | 2.34 | 0.22 | 4.39 |
| WDV at end of IV year | - | 16.40 | 13.29 | 1.99 | 31.68 |
| Additions During The Year | - | - | - | - | - |
|  | - | 16.40 | 13.29 | 1.99 | 31.68 |
| Less: Depreciation | - | 1.64 | 1.99 | 0.20 | 3.83 |
| WDV at end of Vth year | - | 14.76 | 11.29 | 1.80 | 27.85 |


| REPAYMENT SCHEDULE OF TERM LOAN |  |  |  |  | 11\% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Particulars | Amount | Addition | Total | Interest | Repayment | CI Balance |
| IST YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | - | 48.00 | 48.00 | - | - | 48.00 |
|  | lind Quarter | 48.00 | - | 48.00 | 1.32 | - | 48.00 |
|  | IIIrd Quarter | 48.00 | - | 48.00 | 1.32 | - | 48.00 |
|  | Ivth Quarter | 48.00 | - | 48.00 | 1.32 | 2.82 | 45.18 |
|  |  |  |  |  | 3.96 | 2.82 |  |
| IIND YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 45.18 | - | 45.18 | 1.24 | 2.82 | 42.36 |
|  | lind Quarter | 42.36 | - | 42.36 | 1.16 | 2.82 | 39.54 |
|  | IIIrd Quarter | 39.54 | - | 39.54 | 1.09 | 2.82 | 36.72 |
|  | Ivth Quarter | 36.72 |  | 36.72 | 1.01 | 2.82 | 33.90 |
|  |  |  |  |  | 4.50 | 11.28 |  |
| IIIRD YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 33.90 | - | 33.90 | 0.93 | 2.82 | 31.08 |
|  | lind Quarter | 31.08 | - | 31.08 | 0.85 | 2.82 | 28.26 |
|  | IIIrd Quarter | 28.26 | - | 28.26 | 0.78 | 2.82 | 25.44 |
|  | Ivth Quarter | 25.44 |  | 25.44 | 0.70 | 2.82 | 22.62 |
|  |  |  |  |  | 3.26 | 11.28 |  |
| IVTH YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 22.62 | - | 22.62 | 0.62 | 2.82 | 19.80 |
|  | lind Quarter | 19.80 | - | 19.80 | 0.54 | 2.82 | 16.98 |
|  | IIIrd Quarter | 16.98 | - | 16.98 | 0.47 | 2.82 | 14.16 |
|  | Ivth Quarter | 14.16 |  | 14.16 | 0.39 | 2.82 | 11.34 |
|  |  |  |  |  | 2.02 | 11.28 |  |
| VTH YEAR | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 11.34 | - | 11.34 | 0.31 | 2.82 | 8.52 |
|  | lind Quarter | 8.52 | - | 8.52 | 0.23 | 2.82 | 5.70 |
|  | IIIrd Quarter | 5.70 | - | 5.70 | 0.16 | 2.82 | 2.88 |
|  | Ivth Quarter | 2.88 |  | 2.88 | 0.08 | 2.88 - | 0.00 |
|  |  |  |  |  | 0.78 | 11.34 |  |

CALCULATION OF D.S.C.R

| PARTICULARS | IST YEAR | IIND YEAR | IIIRD YEAR | IVTH YEAR | VTH YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| CASH ACCRUALS | 16.88 | 16.53 | 17.37 | 19.22 | 22.22 |
|  |  |  |  |  |  |
| Interest on Term Loan | 3.96 | 4.50 | 3.26 | 2.02 | 0.78 |
|  |  |  |  |  |  |
| Total | 20.84 | 21.03 | 20.64 | 21.24 | 23.01 |
|  |  |  |  |  |  |
| REPAYMENT |  |  |  |  |  |
| Instalment of Term Loan | 2.82 | 11.28 | 11.28 | 11.28 | 11.34 |
| Interest on Term Loan | 3.96 | 4.50 | 3.26 | 2.02 | 0.78 |
|  |  |  |  |  |  |
| Total | 6.78 | 15.78 | 14.54 | 13.30 | 12.12 |
|  |  |  |  |  |  |
| DEBT SERVICE COVERAGE RATIO | 3.07 | 1.33 | 1.42 | 1.60 | 1.90 |
|  |  |  |  |  |  |
| AVERAGE D.S.C.R. |  |  | 1.86 |  |  |

## BREAK EVEN POINT ANALYSIS

| Year | I | II | III | IV | V |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales \& Other Income | 140.00 | 154.00 | 169.00 | 186.00 | 205.00 |
| Less : Op. WIP Goods | - | 14.00 | 20.00 | 25.00 | 30.00 |
| Add : Cl. WIP Goods | 14.00 | 20.00 | 25.00 | 30.00 | 35.00 |
| Total Sales | 154.00 | 160.00 | 174.00 | 191.00 | 210.00 |
| Variable \& Semi Variable Exp. |  |  |  |  |  |
| Raw Material \& Tax | 90.00 | 92.00 | 101.00 | 112.00 | 123.00 |
| Electricity Exp/ Coal Consumption at 85\% | 3.04 | 3.35 | 3.68 | 4.05 | 4.46 |
| Manufacturing Expenses 80\% | 3.14 | 3.45 | 3.79 | 4.17 | 4.59 |
| Wages \& Salary at 60\% | 7.78 | 8.55 | 9.41 | 10.35 | 11.38 |
| Selling \& adminstrative Expenses 80\% | 8.96 | 9.86 | 11.49 | 12.65 | 13.94 |
| Intt. On Working Capital Loan | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 |
| Total Variable \& Semi Variable Exp | 115.67 | 119.96 | 132.12 | 145.97 | 160.12 |
| Contribution | 38.33 | 40.04 | 41.88 | 45.03 | 49.88 |
| Fixed \& Semi Fixed Expenses |  |  |  |  |  |
| Manufacturing Expenses 20\% | 0.78 | 0.86 | 0.95 | 1.04 | 1.15 |
| Electricity Exp/ Coal Consumption at 15\% | 0.54 | 0.59 | 0.65 | 0.71 | 0.79 |
| Wages \& Salary at 40\% | 5.18 | 5.70 | 6.27 | 6.90 | 7.59 |
| Interest on Term Loan | 3.96 | 4.50 | 3.26 | 2.02 | 0.78 |
| Depreciation | 6.46 | 5.77 | 5.03 | 4.39 | 3.83 |
| Selling \& adminstrative Expenses 20\% | 2.24 | 2.46 | 2.87 | 3.16 | 3.49 |
| Total Fixed Expenses | 19.17 | 19.89 | 19.03 | 18.23 | 17.62 |
| Capacity Utilization | 100\% | 100\% | 100\% | 100\% | 100\% |
| OPERATING PROFIT | 19.17 | 20.15 | 22.85 | 26.81 | 32.25 |
| BREAK EVEN POINT | 50\% | 50\% | 45\% | 40\% | 35\% |
| BREAK EVEN SALES | 77.00 | 79.48 | 79.08 | 77.31 | 74.20 |

## DISCLAIMER

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