

# PROJECT REPORT

Of

# HAND SANITIZERS

## PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding **Hand Sanitizers**.

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.]



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**PROJECT AT A GLANCE**

- 1 Name of the Entrepreneur : xxxxxxxxxx
- 2 Constitution (legal Status) : xxxxxxxxxx
- 3 Father / Spouse Name : xxxxxxxxxx
- 4 Unit Address : xxxxxxxxxxxxxxxxxxxxxxxx
- District : xxxxxxxx  
Pin: xxxxxxxx State: xxxxxxxxxx  
Mobile xxxxxxxx
- 5 Product and By Product : **HAND SANITIZERS**
- 6 Name of the project / business activity proposed : **SANITIZERS MANUFACTURING UNIT**
- 7 Cost of Project : Rs.23.35 Lakhs
- 8 Means of Finance  
Term Loan Rs.14.22 Lakhs  
KVIC MARGIN MONEY As per Project Eligibility  
Own Capital Rs.2.34 Lakhs  
Working Capital Rs.6.8 Lakhs
- 9 Debt Service Coverage Ratio : 2.99
- 10 Pay Back Period : 5 Years
- 11 Project Implementation Period : 5-6 Months
- 12 Break Even Point : 32%
- 13 Employment : 18 Persons
- 14 Power Requirement : 25 KW
- 15 Major Raw materials : Concentrated Isopropyl Alcohol, Distilled Water etc.
- 16 Estimated Annual Sales Turnover (Max Utilized Capacity) : 296.37 Lakhs
- 17 Detailed Cost of Project & Means of Finance

**COST OF PROJECT**

(Rs. In Lakhs)

Particulars	Amount
Land	Own/Rented
Building /Shed 1500 sq ft	Own/Rented
Plant & Machinery	15.05
Furniture & Fixtures	0.75
Working Capital Requirement	7.55
<b>Total</b>	<b>23.35</b>

**MEANS OF FINANCE**

Particulars	Amount
Own Contribution@10%	2.34
Term Loan	14.22
Working Capital	6.80
<b>Total</b>	<b>23.35</b>

	<b>General</b>	<b>Special</b>
Beneficiary Margin Money (% of Project Cost)	10%	5%

# HAND SANITIZER



## PRODUCT INTRODUCTION:

Sanitizers are class of substances that are used to disinfect a given surface utilizing their chemical composition which in most cases, is basic in nature which essentially allows the substance to dissolve envelope in case of viruses, cell membrane in case of bacteria as well as some fungus and cell wall in case of some fungus, thus killing pathogen.

The Hand Sanitizers are class of sanitizers that are used to disinfect hands as they are one of the most vulnerable parts of human body which is susceptible to pick up pathogens. The hand sanitizers use alcohol to develop the basic nature required to kill pathogens, while components like Vitamin-E and Aloe Vera Gel are used to add skin benefits to the sanitizer.

## **USES & MARKET POTENTIAL:**

India hand sanitizer market is projected to surpass \$ 43 million by 2025. Growth of hand sanitizer market in India can be attributed to rising awareness about healthy lifestyle & wellness, shifting consumer preference towards convenient hygiene products and rising disposable income. Moreover, the strong marketing activities by leading brands, in addition to huge endorsements, are some other drivers of hand sanitizer market in India. Moreover, the COVID-19 outbreak has boosted demand for sanitizers like never before across the diverse end user segments.

The hand sanitizer market is categorized into Gel, Liquid, Foam and Spray, among which Gel based segment witnessed a faster growth and the segment is expected to grow at a higher rate than other segments throughout the forecast period as well. Gel based segment category held a major part of market share in 2019 due to higher consumer preference. Additionally, due to the strong marketing, and endorsements by celebrities of hand sanitizer products, this category has been witnessing significant growth throughout the historical period and is anticipated to maintain stable growth during the forecast period as well.

West India dominated the country's hand sanitizer market in 2019, and the region is expected to maintain its dominance during the forecast period. Some of the major players operating in India hand sanitizer market are Reckitt Benckiser (India) Ltd., Hindustan Unilever Ltd., Dabur India Ltd., Himalaya Drug Company Pvt. Ltd., ITC Ltd., and others

## **INFRASTRUCTURE REQUIREMENT:**

- 1) Land & Building requirement around 1000-1500 sq. Ft.
- 2) Office Furniture and fixtures.

## **MACHINERY REQUIREMENT:** Machinery Requirement are as follows:

- Storage Tank [Pressure Vessel Class-1]
- Storage Tank [Pressure Vessel Class-3]
- Reactor Vessel with Stirrer [Stirrer Vessel]
- Dilution Reactor Vessel
- Weighing and Metering Equipment [Quantity = Number of Constituent Materials + 1]
- Filling Machine
- Torque Gun with Vacuum Attachment
- Centrifugal Pumps
- Alcohol Concentration Meter
- Chemical Lab [Quality Control]

Note: Plant Capacity is 500 ltr Per day.

## **RAW MATERIAL:** Basic Raw material requirement are as follows:

- Concentrated Isopropyl Alcohol [Essential] [Main Anti-Pathogenic]
- Distilled Water [Essential] [Solvent]
- Neem Extract [Optional] [Antibacterial]
- Peppermint Extract [Optional] [Anti-Pathogenic]
- Clove Oil [Optional] [Antibacterial]
- Carbopol 940 [Essential] [Thickening Agent]
- Triethanolamine [Essential] [Solubilizing Agent]

- Glycerine [Essential] [Emollient]
- Polysorbate 20 [Essential]
- Preservative [Essential]
- Perfume [Essential] [Emulsifier]
- Sanitizer Bottles

## **MANUFACTURING PROCESS:**

Various raw material as mentioned above are procured from appropriate vendors and stored in appropriate pressure vessels based on the class of chemicals they fall under for example concentrated Isopropyl Alcohol is an extremely corrosive and hazardous chemical thus requires a class-1 Pressure vessel, while distilled water is non-corrosive and nonhazardous thus requires class-3 pressure vessel for storage.

As all the raw materials are chemicals thus a chemical lab quipped with qualitative and quantitative analysis apparatus and reagents for all raw material is required so as to ensure proper manufacturing of hand sanitizer. Therefore before manufacturing process starts, all the raw material are tested for their composition and concentration.

After verification of all raw materials through chemical lab, the alcohol is supplied to dilution reactor vessel where distilled water is added to it from their respective storage pressure vessels in metered quantities using their respective weighing and metering equipment (Flow Meter is used in case of most Semi-Automated and Fully Automated Plants).

The concentration of alcohol can be anywhere between 60% to 70% depending upon other raw materials to be used, this solution is then supplied to stirrer vessel through an appropriate weighing and metering equipment along with various other raw material through their respective weighing and metering equipment's in definite quantity in appropriate sequence while stirrer is still operating in controlled pressure and temperature condition.

The most fundamental sequence involves Diluted Alcohol, Solubilizing Agent, Emulsifier, Emollient, Thickening Agent, Fragrance, Other Additives and Preservatives; this sequence can be altered based on special raw material or additives properties.

Once the solution has stabilized, hand sanitizer is obtained from stirrer vessel; this solution is supplied to filling machine which fills this solution into sanitizer bottles followed by which caps can be either manually attached or by utilizing a torque gun with vacuum attachment.

Hand Sanitizer bottles are then sent to label pasting machine which applies label of its ingredient, life and company information followed by which they are packaged and sent to sale.

An appropriate sample size from each lot is sent to chemical lab to ensure composition of product prior to sale.

## **APPROVALS & REGISTRATION REQUIREMENT:**

Basic registration required in this project:

- ✓ License from the Food and Drug Control Authority (FDCA)
- ✓ GST Registration
- ✓ MSME Udyog Aadhar
- ✓ Trademark or Brand name as may be required by the manufacture
- ✓ IEC Code for Import Export
- ✓ Barcode for E-Commerce

## **IMPLEMENTATION SCHEDULE:**

S.No.	Activity	Time required in months
1.	Acquisition Of premises & Construction	2
2.	Procurement & installation of Plant & Machinery	1
3.	Arrangement of Finance	1
4.	Requirement of required Manpower	1
5	Registrations	1
	Total time Required (some activities shall run concurrently)	5-6 Months

## **FINANCIAL ASPECTS:**



**PROJECTED BALANCE SHEET**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b><u>SOURCES OF FUND</u></b>					
<b><u>Capital Account</u></b>					
Opening Balance	-	3.89	5.67	8.00	12.09
Add: Additions	2.34	-	-	-	-
Add: Net Profit	1.55	4.78	8.33	12.09	16.02
Less: Drawings	-	3.00	6.00	8.00	12.00
<b>Closing Balance</b>	<b>3.89</b>	<b>5.67</b>	<b>8.00</b>	<b>12.09</b>	<b>16.11</b>
CC Limit	6.80	6.80	6.80	6.80	6.80
Term Loan	12.64	9.48	6.32	3.16	-
Sundry Creditors	2.43	2.91	3.44	4.01	4.63
<b>TOTAL :</b>	<b>25.75</b>	<b>24.85</b>	<b>24.55</b>	<b>26.05</b>	<b>27.54</b>
<b><u>APPLICATION OF FUND</u></b>					
<b>Fixed Assets ( Gross)</b>	15.80	15.80	15.80	15.80	15.80
Gross Dep.	2.33	4.32	6.01	7.45	8.68
Net Fixed Assets	13.47	11.48	9.79	8.35	7.12
<b>Current Assets</b>					
Sundry Debtors	3.59	4.40	5.18	6.02	6.92
Stock in Hand	6.42	7.58	8.89	10.33	11.88
Cash and Bank	2.27	1.40	0.68	1.35	1.62
<b>TOTAL :</b>	<b>25.75</b>	<b>24.85</b>	<b>24.55</b>	<b>26.05</b>	<b>27.54</b>
	-	-	-	-	-

**PROJECTED PROFITABILITY STATEMENT**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>A) SALES</b>					
Gross Sale	153.83	188.45	222.17	258.15	296.37
<b>Total (A)</b>	<b>153.83</b>	<b>188.45</b>	<b>222.17</b>	<b>258.15</b>	<b>296.37</b>
<b>B) COST OF SALES</b>					
Raw Mateiral Consumed	103.95	124.74	147.35	171.91	198.55
Electricity Expenses	1.89	2.16	2.43	2.70	2.97
Repair & Maintenance	0.77	0.94	1.11	1.29	1.48
Labour & Wages	17.89	19.67	21.64	23.81	26.19
Depreciation	2.33	1.99	1.69	1.44	1.23
<b>Cost of Production</b>	<b>126.83</b>	<b>149.50</b>	<b>174.22</b>	<b>201.14</b>	<b>230.42</b>
<b>Add: Opening Stock /WIP</b>	-	2.96	3.42	3.98	4.60
<b>Less: Closing Stock /WIP</b>	2.96	3.42	3.98	4.60	5.26
Cost of Sales (B)	123.87	149.04	173.66	200.53	229.75
<b>C) GROSS PROFIT (A-B)</b>	<b>29.96</b>	<b>39.41</b>	<b>48.51</b>	<b>57.62</b>	<b>66.62</b>
	<b>19.48%</b>	<b>20.91%</b>	<b>21.84%</b>	<b>22.32%</b>	<b>22.48%</b>
D) Bank Interest (Term Loan )	1.54	1.26	0.91	0.56	0.22
ii) Interest On Working Capital	0.75	0.75	0.75	0.75	0.75
E) Salary to Staff	8.58	9.44	10.38	11.42	12.56
F) Selling & Adm Expenses Exp.	17.54	23.18	27.77	32.01	34.97
<b>TOTAL (D+E)</b>	<b>28.41</b>	<b>34.62</b>	<b>39.81</b>	<b>44.74</b>	<b>48.50</b>
G) NET PROFIT	1.55	4.78	8.70	12.87	18.12
	<b>1.0%</b>	<b>2.5%</b>	<b>3.9%</b>	<b>5.0%</b>	<b>6.1%</b>
H) Taxation	-	-	0.37	0.79	2.10
I) PROFIT (After Tax)	1.55	4.78	8.33	12.09	16.02

**PROJECTED CASH FLOW STATEMENT**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b><u>SOURCES OF FUND</u></b>					
Own Contribution@10%	2.34	-			
Net Profit	1.55	4.78	8.70	12.87	18.12
Depreciation & Exp. W/off	2.33	1.99	1.69	1.44	1.23
Increase In Cash Credit	6.80				
Increase In Term Loan	14.22	-	-	-	-
Increase in Creditors	2.43	0.49	0.53	0.57	0.62
<b>TOTAL :</b>	<b>29.66</b>	<b>7.25</b>	<b>10.92</b>	<b>14.89</b>	<b>19.97</b>
<b><u>APPLICATION OF FUND</u></b>					
Increase in Fixed Assets	15.80	-	-	-	-
Increase in Stock	6.42	1.15	1.32	1.43	1.56
Increase in Debtors	3.59	0.81	0.79	0.84	0.89
Repayment of Term Loan	1.58	3.16	3.16	3.16	3.16
Taxation	-	-	0.37	0.79	2.10
Drawings		3.00	6.00	8.00	12.00
<b>TOTAL :</b>	<b>27.39</b>	<b>8.12</b>	<b>11.63</b>	<b>14.22</b>	<b>19.71</b>
Opening Cash & Bank Balance	-	2.27	1.40	0.68	1.35
Add : Surplus	2.27	- 0.87	- 0.71	0.67	0.27
Closing Cash & Bank Balance	<b>2.27</b>	<b>1.40</b>	<b>0.68</b>	<b>1.35</b>	<b>1.62</b>

**COMPUTATION OF PRODUCTION OF HAND SANITIZERS****Item to be Manufactured HAND SANITIZERS**

Manufacturing Capacity per Day		500	LTR
No. of Working Hour		8	
No of Working Days per month		25	
No. of Working Day per annum		300	
Total Production per Annum		150,000	LTR
Total Production per Annum		750,000.00	BOTTLES OF 200 ML
Year		<b>Capacity</b>	<b>HAND SANITIZERS</b>
		<b>Utilisation</b>	
I		35%	262,500
II		40%	300,000
III		45%	337,500
IV		50%	375,000
V		55%	412,500

**COMPUTATION OF RAW MATERIAL**

Item Name	Quantity of Raw Material	Unit	Unit Rate of	Total CostPer Annum (100%)
Concentrated Isopropyl Alcohol, Distilled Water etc.	150,000.00	LTR	198.00	29,700,000.00
<b>Total</b>	<b>150,000.00</b>			<b>29,700,000.00</b>
Total Raw material in Rs lacs	at 100% Capacity			297.00
Cost per 200 ML Bottle			(In Rs)	<b>39.60</b>
Raw Material Consumed	Capacity Utilisation	Rate	Amount (Rs.)	
I	35%	39.60	103.95	
II	40%	41.58	124.74	5% Increase in Cost
III	45%	43.66	147.35	5% Increase in Cost
IV	50%	45.84	171.91	5% Increase in Cost
V	55%	48.13	198.55	5% Increase in Cost

**COMPUTATION OF CLOSING STOCK & WORKING CAPITAL**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>Finished Goods</b>					
(7 Days requirement)	2.96	3.42	3.98	4.60	5.26
<b>Raw Material</b>					
(10 Days requirement)	3.47	4.16	4.91	5.73	6.62
<b>Closing Stock</b>	<b>6.42</b>	<b>7.58</b>	<b>8.89</b>	<b>10.33</b>	<b>11.88</b>

**COMPUTATION OF WORKING CAPITAL REQUIREMENT**

<b>Particulars</b>	<b>Amount</b>	<b>Margin(10%)</b>	<b>Net Amount</b>
Stock in Hand	6.42		
Less:			
Sundry Creditors	2.43		
<b>Paid Stock</b>	<b>4.00</b>	<b>0.40</b>	<b>3.60</b>
Sundry Debtors	3.59	0.36	3.23
<b>Working Capital Requirement</b>			<b>6.83</b>
<b>Margin</b>			0.76
<b>MPBF</b>			<b>6.83</b>
<b>Working Capital Demand</b>			<b>6.80</b>

**BREAK UP OF LABOUR**

Particulars	Wages	No of	Total
	Per Month	Employees	Salary
Supervisor	20,000.00	1	20,000.00
Plant Operator	15,000.00	1	15,000.00
Skilled Worker	12,000.00	4	48,000.00
Unskilled Worker	8,000.00	5	40,000.00
Helper	5,000.00	1	5,000.00
Security Guard	7,500.00	1	7,500.00
			135,500.00
Add: 10% Fringe Benefit			13,550.00
Total Labour Cost Per Month			149,050.00
Total Labour Cost for the year ( In Rs. Lakhs)		13	17.89

**BREAK UP OF SALARY**

Particulars	Salary	No of	Total
	Per Month	Employees	Salary
Manager	25,000.00	1	25,000.00
Administrative Staff	10,000.00	4	40,000.00
Total Salary Per Month			65,000.00
Add: 10% Fringe Benefit			6,500.00
Total Salary for the month			71,500.00
Total Salary for the year ( In Rs. Lakhs)		5	8.58

**COMPUTATION OF DEPRECIATION**

Description	Land	Building/shed	Plant & Machinery	Furniture	TOTAL
Rate of Depreciation			15.00%	10.00%	
<b>Opening Balance</b>	Own/Rented		-	-	-
Addition	-	-	15.05	0.75	15.80
	-	-	15.05	0.75	15.80
<b>TOTAL</b>		-	15.05	0.75	15.80
Less : Depreciation	-	-	2.26	0.08	2.33
WDV at end of 1st year	-	-	12.79	0.68	13.47
Additions During The Year	-	-	-	-	-
	-	-	12.79	0.68	13.47
Less : Depreciation	-	-	1.92	0.07	1.99
WDV at end of II <sup>nd</sup> Year	-	-	10.87	0.61	11.48
Additions During The Year	-	-	-	-	-
	-	-	10.87	0.61	11.48
Less : Depreciation	-	-	1.63	0.06	1.69
WDV at end of III <sup>rd</sup> year	-	-	9.24	0.55	9.79
Additions During The Year	-	-	-	-	-
	-	-	9.24	0.55	9.79
Less : Depreciation	-	-	1.39	0.05	1.44
WDV at end of IV year	-	-	7.86	0.49	8.35
Additions During The Year	-	-	-	-	-
	-	-	7.86	0.49	8.35
Less : Depreciation	-	-	1.18	0.05	1.23
WDV at end of V <sup>th</sup> year	-	-	6.68	0.44	7.12

**REPAYMENT SCHEDULE OF TERM LOAN**

11.0%

Year	Particulars	Amount	Addition	Total	Interest	Repayment	CI Balance
<b>I</b>	Opening Balance						
	Ist Quarter	14.22	-	14.22	0.39	-	14.22
	IInd Quarter	14.22	-	14.22	0.39	-	14.22
	IIIrd Quarter	14.22	-	14.22	0.39	0.79	13.43
	Ivth Quarter	13.43	-	13.43	0.37	0.79	12.64
					1.54	1.58	
<b>II</b>	Opening Balance						
	Ist Quarter	12.64	-	12.64	0.35	0.79	11.85
	IInd Quarter	11.85	-	11.85	0.33	0.79	11.06
	IIIrd Quarter	11.06	-	11.06	0.30	0.79	10.27
	Ivth Quarter	10.27		10.27	0.28	0.79	9.48
				1.26	3.16		
<b>III</b>	Opening Balance						
	Ist Quarter	9.48	-	9.48	0.26	0.79	8.69
	IInd Quarter	8.69	-	8.69	0.24	0.79	7.90
	IIIrd Quarter	7.90	-	7.90	0.22	0.79	7.11
	Ivth Quarter	7.11		7.11	0.20	0.79	6.32
				0.91	3.16		
<b>IV</b>	Opening Balance						
	Ist Quarter	6.32	-	6.32	0.17	0.79	5.53
	IInd Quarter	5.53	-	5.53	0.15	0.79	4.74
	IIIrd Quarter	4.74	-	4.74	0.13	0.79	3.95
	Ivth Quarter	3.95		3.95	0.11	0.79	3.16
				0.56	3.16		
<b>V</b>	Opening Balance						
	Ist Quarter	3.16	-	3.16	0.09	0.79	2.37
	IInd Quarter	2.37	-	2.37	0.07	0.79	1.58
	IIIrd Quarter	1.58	-	1.58	0.04	0.79	0.79
	Ivth Quarter	0.79		0.79	0.02	0.79	0.00
				0.22	3.16		

Door to Door Period      60 Months  
Moratorium Period        6 Months  
Repayment Period         54 Months



**CALCULATION OF D.S.C.R**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>CASH ACCRUALS</b>	3.88	6.77	10.02	13.53	17.25
Interest on Term Loan	1.54	1.26	0.91	0.56	0.22
Total	5.43	8.03	10.93	14.09	17.47
<b>REPAYMENT</b>					
Repayment of Term Loan	1.58	3.16	3.16	3.16	3.16
Interest on Term Loan	1.54	1.26	0.91	0.56	0.22
Total	3.12	4.42	4.07	3.72	3.38
<b>DEBT SERVICE COVERAGE RATIO</b>	<b>1.74</b>	<b>1.82</b>	<b>2.69</b>	<b>3.78</b>	<b>5.17</b>
<b>AVERAGE D.S.C.R.</b>			<b>2.99</b>		

**COMPUTATION OF SALE**

Particulars	I	II	III	IV	V
Op Stock	-	6,125.00	7,000.00	7,875.00	8,750.00
Production	262,500.00	300,000.00	337,500.00	375,000.00	412,500.00
	262,500.00	306,125.00	344,500.00	382,875.00	421,250.00
Less : Closing Stock(7 Days)	6,125.00	7,000.00	7,875.00	8,750.00	9,625.00
Net Sale	256,375.00	299,125.00	336,625.00	374,125.00	411,625.00
Sale Price per 200 ML Bottle	60.00	63.00	66.00	69.00	72.00
<b>Sale (in Lacs)</b>	<b>153.83</b>	<b>188.45</b>	<b>222.17</b>	<b>258.15</b>	<b>296.37</b>

**COMPUTATION OF ELECTRICITY****(A) POWER CONNECTION**

Total Working Hour per day	Hours	8	
Electric Load Required	KW	25	
Electricity Charges	per unit	7.50	
Total Working Days		300	
<b>Electricity Charges</b>			4.50
Add : Minimim Charges (@ 10%)			

**(B) DG set**

No. of Working Days		300	days
No of Working Hours		0.5	Hour per day
Total no of Hour		150	
Diesel Consumption per Hour		8	
Total Consumption of Diesel		1,200	
Cost of Diesel		65.00	Rs. /Ltr
Total cost of Diesel		0.78	
Add : Lube Cost @15%		0.12	
<b>Total</b>		<b>0.90</b>	

Total cost of Power & Fuel at 100% 5.40

<b>Year</b>	<b>Capacity</b>	<b>Amount (in Lacs)</b>
I	35%	1.89
II	40%	2.16
III	45%	2.43
IV	50%	2.70
V	55%	2.97

<b>BREAK EVEN POINT ANALYSIS</b>					
<b>Year</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>Net Sales &amp; Other Income</b>	153.83	188.45	222.17	258.15	296.37
Less : Op. WIP Goods	-	2.96	3.42	3.98	4.60
Add : Cl. WIP Goods	2.96	3.42	3.98	4.60	5.26
<b>Total Sales</b>	<b>156.78</b>	<b>188.91</b>	<b>222.74</b>	<b>258.76</b>	<b>297.04</b>
<b>Variable &amp; Semi Variable Exp.</b>					
Raw Material & Tax	103.95	124.74	147.35	171.91	198.55
Electricity Exp/Coal Consumption at 85%	1.61	1.83	2.06	2.29	2.52
Wages & Salary at 60%	15.88	17.47	19.21	21.14	23.25
Selling & administrative Expenses 80%	14.03	18.54	22.22	25.61	27.98
ii) Interest On Working Capital	0.75	0.75	0.75	0.75	0.75
Repair & Maintenance	0.77	0.94	1.11	1.29	1.48
<b>Total Variable &amp; Semi Variable Exp</b>	<b>136.98</b>	<b>164.28</b>	<b>192.70</b>	<b>222.98</b>	<b>254.53</b>
<b>Contribution</b>	<b>19.80</b>	<b>24.63</b>	<b>30.03</b>	<b>35.78</b>	<b>42.51</b>
<b>Fixed &amp; Semi Fixed Expenses</b>					
Electricity Exp/Coal Consumption at 15%	0.28	0.32	0.36	0.40	0.45
Wages & Salary at 40%	10.59	11.65	12.81	14.09	15.50
Interest on Term Loan	1.54	1.26	0.91	0.56	0.22
Depreciation	2.33	1.99	1.69	1.44	1.23
Selling & administrative Expenses 20%	3.51	4.64	5.55	6.40	6.99
<b>Total Fixed Expenses</b>	<b>18.25</b>	<b>19.85</b>	<b>21.33</b>	<b>22.90</b>	<b>24.38</b>
<b>Capacity Utilization</b>	<b>35%</b>	<b>40%</b>	<b>45%</b>	<b>50%</b>	<b>55%</b>
<b>OPERATING PROFIT</b>	<b>1.55</b>	<b>4.78</b>	<b>8.70</b>	<b>12.87</b>	<b>18.12</b>
<b>BREAK EVEN POINT</b>	<b>32%</b>	<b>32%</b>	<b>32%</b>	<b>32%</b>	<b>32%</b>
<b>BREAK EVEN SALES</b>	<b>144.50</b>	<b>152.24</b>	<b>158.21</b>	<b>165.65</b>	<b>170.40</b>

**FINANCIAL INDICATORS**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
TURNOVER	153.83	188.45	222.17	258.15	296.37
GROSS PROFIT	29.96	39.41	48.51	57.62	66.62
<b>G.P. RATIO</b>	<b>19.48%</b>	<b>20.91%</b>	<b>21.84%</b>	<b>22.32%</b>	<b>22.48%</b>
NET PROFIT	1.55	4.78	8.70	12.87	18.12
<b>PAT/SALES RATIO</b>	<b>1.01%</b>	<b>2.54%</b>	<b>3.92%</b>	<b>4.99%</b>	<b>6.11%</b>
CURRENT ASSETS	12.28	13.37	14.76	17.70	20.42
CURRENT LIABILITIES	9.22	9.71	10.23	10.81	11.43
<b>CURRENT RATIO</b>	<b>1.33</b>	<b>1.38</b>	<b>1.44</b>	<b>1.64</b>	<b>1.79</b>
TERM LOAN	12.64	9.48	6.32	3.16	-
TOTAL NET WORTH	3.89	5.67	8.00	12.09	16.11
<b>DEBT/EQUITY</b>	<b>3.25</b>	<b>1.67</b>	<b>0.79</b>	<b>0.26</b>	<b>-</b>
TOTAL NET WORTH	3.89	5.67	8.00	12.09	16.11
TOTAL OUTSIDE LIABILITIES	21.86	19.19	16.55	13.97	11.43
<b>TOL/TNW</b>	<b>5.62</b>	<b>3.38</b>	<b>2.07</b>	<b>1.16</b>	<b>0.71</b>
PBDIT	6.17	8.78	12.05	15.63	20.31
INTEREST	2.29	2.01	1.66	1.31	0.96
<b>INTEREST COVERAGE RATIO</b>	<b>2.70</b>	<b>4.37</b>	<b>7.26</b>	<b>11.91</b>	<b>21.06</b>
WDV	13.47	11.48	9.79	8.35	7.12
TERM LOAN	12.64	9.48	6.32	3.16	-
<b>FACR</b>	<b>1.07</b>	<b>1.21</b>	<b>1.55</b>	<b>2.64</b>	<b>-</b>

**PLANT & MACHINERY**

<b>PARTICULARS</b>	<b>QTY.</b>	<b>RATE</b>	<b>AMOUNT IN RS.</b>
HIGH SPEED AGITATOR WITH TANK 500 LTR	1	320,000.00	320,000.00
STORAGE TANK 1000 LTR	1	285,000.00	285,000.00
TRANSFER PUMP	2	75,000.00	150,000.00
AUTOMATIC FILLING AND CAPING MACHINE	1	750,000.00	750,000.00
TOTAL COST			1,505,000.00

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