## PROJECT REPORT

## Of

## COTTON SWABS

## PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding Cotton Swabs.

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)
Father / Spouse 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
Own Capital
Working Capita
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
Estimated Annual Sales Turnover (Max Utilized
16 Capacity)
17 Detailed Cost of Project \& Means of Finance

COST OF PROJECT

| (Rs. In Lakhs) |  |
| :--- | ---: |
| Particulars | Amount |
| Land | Own/Rented |
| Building /Shed 1000 Sq ft | 2.50 |
| Plant \& Machinery | 15.00 |
| Furniture \& Fixtures | 0.75 |
| Working Capital Requirement | 6.67 |
| Total | $\mathbf{2 4 . 9 2}$ |

xxxxxxxxxx
xxxxxxxxxx
xxxxxxxxxxxx
xxxxxxxxxxxxxxxxxxxxxxx

| District : | xxxxxxx |  |
| :--- | ---: | ---: |
| Pin: | xxxxxxx | State: $x x x x x x x x x x$ |
| Mobile | xxxxxxx |  |

COTTON SWABS

COTTON SWABS MANUFACTURING UNIT

Rs.24.92 Lakhs

Rs.16.43 Lakhs
Rs.2.49 Lakhs
Rs. 6 Lakhs

5 Years
5-6 Months
$37 \%$
12 Persons
20 HP
Cotton, Spindles and Packaging Material
120.67 Lakhs

| Particulars | Amount |
| :--- | ---: |
| Own Contribution | 2.49 |
| Term Loan | 16.43 |
| Working Capital | 6.00 |
| Total | $\mathbf{2 4 . 9 2}$ |

## COTTON SWAB



## INTRODUCTION

Cotton Swabs are a personal hygiene items that are used to clean ear wax from ear canals, they are basically a cotton bud attached to a stalk which can be composed of plastic or wood; stalk basically provides the gripping surface to the user, so as to allow user to handle the swab.

It's a simple product and can be manufactured manually at home without any machinery for personal use but as for industrial production a certain quality standard is required along with mass production, thus an automated machine is used to do so.

They may have cotton bud on one or both sides depending upon the type of cotton swab, apart from their primary use they are also used as make-up tool and cleaning aid for delicate artistic objects.

## RAW MATERIAL

1) Cotton Roll
2) Stalk Material (Plastic, Rolled Paper or Wood)
3) Packaging Material

## MACHINE REQUIRED

The manufacturing process of cotton swab includes roll winding and packaging; thus, the machine required are,

## 1) Automatic Cotton Swab Making Machine



This machine is a special purpose machine specifically designed to manufacture cotton swabs without any adhesive, utilizing high speed tension winding.

## MANUFACTURING PROCESS

The cotton roll is placed in an unwinding and feeding section while stalks of selected material (wood, rolled paper or plastic) are feed to hopper and feeder arrangement of cotton swab making machine, then all the settings like speed, number of loops etc. are made via control panel.

Thus the machine starts operation, it simultaneously pulls cotton roll and stalks into the roll winding section; cotton roll is simply unrolled, followed by which only metered quantity of cotton is allowed into roll winding section, on the other hand hopper and feeder arrangement feeds the stalks to a vibrator and sorter arrangement which sorts the stalks in an appropriate orientation, followed by which stalks are allowed to fall on a conveyor in same orientation. This conveyor leads stalks into roll winding section.

In roll winding section stalk is held and rotated against the cotton so as to form a cotton bud, depending upon the type of cotton swab, cotton bud can be produced on one or both sides of the stalk.

The finished cotton swabs are moved out of machine via a conveyor arrangement from where they are collected in an appropriate storage arrangement.

These Cotton Swabs can either be manually packed or feed to cotton swab packaging machine through its hopper and feeder arrangement, which leads them to machines vibrator and sorting section, which vibrates cotton swabs so as to orient them in an appropriate direction followed by which they are counted by machine and packaged in their plastic boxes in fixed quantity. These boxes are then packed in carton and sent for sale.

The Automatic Cotton Swab Making Machine can also be coupled with Cotton Swab Packaging Machine, in this case the conveyer of Cotton Swab Making Machine delivers finished cotton swab directly to hopper of Cotton Swab Packaging Machine; so as to reduce manpower requirement.

## QUALITY CONTROL

A number of quality control measures are used to ensure cotton swabs are acceptable. The spindles must be checked to ensure they are straight and free of imperfections, such as stress cracks or other moulding defects. The cotton used to coat the ends must be of specific purity, softness, and fibre length. The finished swabs must be free from lose adhesive and sharp edges, and the tips must be tightly wrapped. These measures are particularly critical for swabs designed for infant use. For swabs intended for other applications, other quality requirements may be more important. For example, swabs used for biological purposes must remain sterile until used. For some applications, lack of loose lint maybe imperative. The particular quality control requirements will vary with the application. Of course, each box of swabs must be weighed to make sure the correct number of swabs are packed in each box.

## MARKET OPPURTUNITY

Currently, cotton bud's sales are increasing. Generally, modern retailing and grocery retailing are the major distribution channel of this product. Furthermore, manufacturers diversifying their product ranges from adultcentric to baby and children-centric. And it also helps sales to grow. Cotton buds are the consumable item.

Additionally, these are essential items in infant care. Other than this it also used as makeup accessories and gadget cleaner accessories.

While the market is predominated by some national brand, local brands are also becoming popular as they come with a more convenient price. Therefore, the product has an increasing market demand throughout the country. So, starting the cotton buds manufacturing project is a great opportunity for new entrepreneurs.

## BYPRODUCTS/WASTE

The swab manufacturing process can generate waste in the form of loose cotton as well as plastic, paper, or wood scrap, depending on what material is used to make the spindles. Some of the cotton can be reclaimed and either incorporated back into the incoming feed path or used elsewhere as scrap. The plastic used in spindles is thermoplastic, which means it can be reground and re melted for later use.

## THE FUTURE

A more recent innovation used to help prevent the swab from damaging ear tissue is a swab with extra cotton filling the hollow spindle. To achieve the effect, the swab applicator is made by extruding a plastic tube over a resilient mass of cotton. One end of the stick is fitted with a cap and the other end has a more traditional swab-like protrusion of cotton. The cap can be removed and the fibre core filled with any liquid that is desired to be dispensed. This technique could be useful for applying a variety of cleaning fluids or topical medicines. Future developments in swab technology may play a role in space technology was well.

The Micro Clean Company, under a technology license from National Aeronautics and Space Administration (NASA), has recently perfected the first cotton swab that has the absorption qualities of cotton yet meets NASA's lintfree, adhesive-free requirement for clean room use. This swab is enclosed in a nylon sheath and the wood handle is enclosed in a shrink film to prevent fibre release or other contamination. The shrink film allows the dowel to absorb more stress, making it easier to use and less likely to slip in the hand. The sheathing and shrink film can be custom designed for special applications or specific solvent compatibility.

## USES OF COTTON SWABS

Remove Makeup Mishaps

* Apply Spot treatments
* Clean up Messy Manicures
- Keep Products sanitary
* Clean Electronics
- Clean your Car Interior

Remove Hair Dryer Lint

* Touch up paint

Unstick a Zipper
Shine your jewellery

* Clean up chalk smears


## LICENCES AND REGISTRATIONS

GST Registration
MSME Udyog Aadhar
Trademark or Brand name as may be required by the Manufacturer
Barcode Registration in case of E-Commerce.
IEC Code for Import Export.

## IMPLEMENTATION SCHEDULE:

| S.No. | Activity | Time required in <br> months |
| :--- | :--- | :--- |
| 1. | Acquisition of premises | $1-2$ Months |
| 2. |  <br> Machinery | $1-2$ Months |
| 3. | Arrangement of Finance | $1.5-2$ Months |
| 4. | Requirement of required Manpower | 1 Month |
| 5. | Commercial Trial Runs | 1 Month |
|  | Total time Required (some activities shall <br> run concurrently) | $5-6$ Months |

## FINANCIAL ASPECTS: -

| PROJECTED CASH FLOW STATEMENT |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | 1 | II | III | IV | v |
| SOURCES OF FUND |  |  |  |  |  |
| Own Contribution | 2.49 | - |  |  |  |
| Net Profit | 2.92 | 5.88 | 8.88 | 11.70 | 14.49 |
| Depreciation \& Exp. W/off | 2.58 | 2.21 | 1.89 | 1.62 | 1.39 |
| Increase In Cash Credit | 6.00 |  |  |  |  |
| Increase In Term Loan | 16.43 | - | - | - |  |
| Increase in Creditors | 0.84 | 0.13 | 0.14 | 0.15 | 0.16 |
| TOTAL : | 31.25 | 8.21 | 10.92 | 13.47 | 16.04 |
| APPLICATION OF FUND |  |  |  |  |  |
| Increase in Fixed Assets | 18.25 | - | - | - | - |
| Increase in Stock | 4.23 | 1.80 | 0.84 | 0.92 | 0.98 |
| Increase in Debtors | 4.64 | 0.89 | 0.79 | 0.84 | 0.89 |
| Repayment of Term Loan | 1.83 | 3.65 | 3.65 | 3.65 | 3.65 |
| Taxation |  |  | 0.19 | 0.90 | 1.44 |
| Drawings | 1.50 | 2.50 | 5.00 | 7.50 | 9.00 |
| TOTAL: | 30.44 | 8.84 | 10.47 | 13.80 | 15.95 |
| Opening Cash \& Bank Balance | - | 0.81 | 0.18 | 0.62 | 0.30 |
| Add : Surplus | 0.81 | 0.63 | 0.44 | - 0.33 | 0.09 |
| Closing Cash \& Bank Balance | 0.81 | 0.18 | 0.62 | 0.30 | 0.39 |


| PROJECTED BALANCE SHEET |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | 1 | II | III | IV | V |
| SOURCES OF FUND Capital Account |  |  |  |  |  |
| Opening Balance | - | 3.91 | 7.29 | 10.98 | 14.28 |
| Add: Additions | 2.49 | - | - | - | - |
| Add: Net Profit | 2.92 | 5.88 | 8.69 | 10.81 | 13.05 |
| Less: Drawings | 1.50 | 2.50 | 5.00 | 7.50 | 9.00 |
| Closing Balance | 3.91 | 7.29 | 10.98 | 14.28 | 18.33 |
| CC Limit | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 |
| Term Loan | 14.60 | 10.95 | 7.30 | 3.65 |  |
| Sundry Creditors | 0.84 | 0.97 | 1.12 | 1.27 | 1.43 |
| TOTAL: | 25.35 | 25.21 | 25.39 | 25.20 | 25.77 |
| APPLICATION OF FUND |  |  |  |  |  |
| Fixed Assets (Gross) | 18.25 | 18.25 | 18.25 | 18.25 | 18.25 |
| Gross Dep. | 2.58 | 4.78 | 6.67 | 8.29 | 9.68 |
| Net Fixed Assets | 15.68 | 13.47 | 11.58 | 9.96 | 8.57 |
| Current Assets |  |  |  |  |  |
| Sundry Debtors | 4.64 | 5.53 | 6.32 | 7.16 | 8.04 |
| Stock in Hand | 4.23 | 6.03 | 6.87 | 7.79 | 8.76 |
| Cash and Bank | 0.81 | 0.18 | 0.62 | 0.30 | 0.39 |
| TOTAL : | 25.35 | 25.21 | 25.39 | 25.20 | 25.77 |
|  | - | - | - | - | - |


| PROJECTED PROFITABILITY STATEMENT |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | 1 | II | III | IV | v |
| A) SALES |  |  |  |  |  |
| Gross Sale | 69.60 | 82.91 | 94.78 | 107.36 | 120.67 |
| Total (A) | 69.60 | 82.91 | 94.78 | 107.36 | 120.67 |
| B) COST OF SALES |  |  |  |  |  |
| Raw Mateiral Consumed | 36.12 | 41.71 | 47.81 | 54.44 | 61.49 |
| Electricity Expenses | 1.79 | 1.97 | 2.15 | 2.33 | 2.51 |
| Repair \& Maintenance | 0.14 | 0.17 | 0.19 | 0.21 | 0.24 |
| Labour \& Wages | 10.36 | 11.40 | 12.54 | 13.79 | 15.17 |
| Depreciation | 2.58 | 2.21 | 1.89 | 1.62 | 1.39 |
| Cost of Production | 50.99 | 57.45 | 64.57 | 72.40 | 80.80 |
| Add: Opening Stock /WIP | - | 1.70 | 1.86 | 2.09 | 2.34 |
| Less: Closing Stock /WIP | 1.70 | 1.86 | 2.09 | 2.34 | 2.61 |
| Cost of Sales (B) | 49.29 | 57.29 | 64.34 | 72.15 | 80.52 |
| C) GROSS PROFIT (A-B) | 20.31 | 25.62 | 30.43 | 35.22 | 40.15 |
|  | 29.18\% | 30.90\% | 32.11\% | 32.80\% | 33.27\% |
| D) Bank Interest (Term Loan ) | 1.78 | 1.46 | 1.05 | 0.65 | 0.25 |
| ii) Interest On Working Capital | 0.66 | 0.66 | 0.66 | 0.66 | 0.66 |
| E) Salary to Staff | 6.60 | 7.26 | 7.99 | 8.78 | 9.66 |
| F) Selling \& Adm Expenses Exp. | 8.35 | 10.36 | 11.85 | 13.42 | 15.08 |
| TOTAL ( $\mathrm{D}+\mathrm{E}$ ) | 17.39 | 19.74 | 21.55 | 23.52 | 25.66 |
| H) NET PROFIT | 2.92 | 5.88 | 8.88 | 11.70 | 14.49 |
|  | 4.2\% | 7.1\% | 9.4\% | 10.9\% | 12.0\% |
| I) Taxation | - | - | 0.19 | 0.90 | 1.44 |
| J) PROFIT (After Tax) | 2.92 | 5.88 | 8.69 | 10.81 | 13.05 |

## COMPUTATION OF MANUFACTURING OF COTTON SWABS

Items to be Manufactured Cotton Swabs

| Manufacturing Capacity per Hour |  | $60,000.00$ | Pcs |
| :--- | ---: | ---: | :--- |
| Manufacturing Capacity per Day |  | $480,000.00$ | Pcs |
| No. of Working Hour |  | 8 |  |
|  |  | 25 |  |
| No of Working Days per month |  |  |  |
|  |  | 300 |  |
| No. of Working Day per annum |  |  |  |
|  |  | $144,000,000$ | pcs |
| Total Production per Annum |  | $240,000.00$ | Pkts of 6 box of 100 pcs each |
| Total Production per Annum |  | Capacity | COTTON |
|  |  |  | SWABS |
| Year |  |  |  |
|  |  | $50 \%$ | 120,000 |
|  |  | $55 \%$ | 132,000 |
| I |  | $60 \%$ | 144,000 |
| II |  | $65 \%$ | 156,000 |
| III |  | $70 \%$ | 168,000 |
| IV |  |  |  |
| V |  |  |  |
|  |  |  |  |

COMPUTATION OF RAW MATERIAL

| Item Name |  | Quantity of Raw Material | Unit | Unit Rate of | Total CostPer Annum (100\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cotton |  | 12,500.00 | Kg | 250.00 | 3,125,000.00 |
| Spindles Sticks |  | 26,000.00 | Kg | 135.00 | 3,510,000.00 |
| Packaging Material including Boxes |  | lumsum |  |  | 600,000.00 |
| Total |  | 38,500.00 |  |  | 7,235,000.00 |
| Total Raw material in Rs lacs Cost per Pkt of 6 boxes | at 100\% Capacity |  |  | (In Rs) | 72.35 $\mathbf{3 0 . 1 0}$ |
| Raw Material Consumed | Capacity Utilisation | Rate | Amount (Rs.) |  |  |
| 1 | 50\% | 30.10 | 36.12 |  |  |
| II | 55\% | 31.60 | 41.71 |  |  |
| III | 60\% | 33.20 | 47.81 |  |  |
| IV | 65\% | 34.90 | 54.44 |  |  |
| V | 70\% | 36.60 | 61.49 |  |  |

## COMPUTATION OF SALE

| Particulars | I | II | III | IV | V |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Op Stock | - | 4,000.00 | 4,400.00 | 4,800.00 | 5,200.00 |
|  |  |  |  |  |  |
| Production | 120,000.00 | 132,000.00 | 144,000.00 | 156,000.00 | 168,000.00 |
|  |  |  |  |  |  |
|  | 120,000.00 | 136,000.00 | 148,400.00 | 160,800.00 | 173,200.00 |
| Less: Closing Stock(10 Days) | 4,000.00 | 4,400.00 | 4,800.00 | 5,200.00 | 5,600.00 |
|  |  |  |  |  |  |
| Net Sale | 116,000.00 | 131,600.00 | 143,600.00 | 155,600.00 | 167,600.00 |
|  |  |  |  |  |  |
| Sale Price per Packet | 60.00 | 63.00 | 66.00 | 69.00 | 72.00 |
|  |  |  |  |  |  |
| Sale (in Lacs) | 69.60 | 82.91 | 94.78 | 107.36 | 120.67 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |



## 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 | $15,000.00$ |
| Unskilled Worker |  | $7,500.00$ | 4 | $30,000.00$ |
| Helper |  | $6,000.00$ | 1 | $6,000.00$ |
| Security Guard |  | $7,500.00$ | 1 | $7,500.00$ |
|  |  |  |  |  |
|  |  |  |  | $78,500.00$ |
| Add: $10 \%$ Fringe Benefit |  |  |  | $7,850.00$ |
| Total Labour Cost Per Month |  |  |  | $86,350.00$ |
| Total Labour Cost for the year (In Rs. Lakhs) |  |  | 10.36 |  |

## BREAK UP OF SALARY

| Particulars | Salary | No of | Total |
| :---: | :---: | :---: | :---: |
|  | Per Month | Employees | Salary |
| Manager | 20,000.00 | 1 | 15,000.00 |
| Accountant cum store keeper | 15,000.00 | 1 | 15,000.00 |
| Administrative Staffs | 10,000.00 | 2 | 20,000.00 |
| Total Salary Per Month |  |  | 50,000.00 |
|  |  |  |  |
| Add: 10\% Fringe Benefit |  |  | 5,000.00 |
| Total Salary for the month |  |  | 55,000.00 |
|  |  |  |  |
| Total Salary for the year ( In Rs. Lakhs) |  | 4 | 6.60 |

## COMPUTATION OF DEPRECIATION

| Description | Land | Building/shed | Plant \& Machinery | Furniture | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Rate of Depreciation |  | 10.00\% | 15.00\% | 10.00\% |  |
| Opening Balance | Leased |  | - | - | - |
| Addition | - | 2.50 | 15.00 | 0.75 | 18.25 |
|  | - | 2.50 | 15.00 | 0.75 | 18.25 |
|  |  |  |  |  |  |
| TOTAL |  | 2.50 | 15.00 | 0.75 | 18.25 |
| Less: Depreciation | - | 0.25 | 2.25 | 0.08 | 2.58 |
| WDV at end of Ist year | - | 2.25 | 12.75 | 0.68 | 15.68 |
| Additions During The Year | - | - | - | - | - |
|  | - | 2.25 | 12.75 | 0.68 | 15.68 |
| Less : Depreciation | - | 0.23 | 1.91 | 0.07 | 2.21 |
| WDV at end of IInd Year | - | 2.03 | 10.84 | 0.61 | 13.47 |
| Additions During The Year | - | - | - | - | - |
|  | - | 2.03 | 10.84 | 0.61 | 13.47 |
| Less: Depreciation | - | 0.20 | 1.63 | 0.06 | 1.89 |
| WDV at end of Illrd year | - | 1.82 | 9.21 | 0.55 | 11.58 |
| Additions During The Year | - | - | - | - | - |
|  | - | 1.82 | 9.21 | 0.55 | 11.58 |
| Less: Depreciation | - | 0.18 | 1.38 | 0.05 | 1.62 |
| WDV at end of IV year | - | 1.64 | 7.83 | 0.49 | 9.96 |
| Additions During The Year | - | - | - | - | - |
|  | - | 1.64 | 7.83 | 0.49 | 9.96 |
| Less: Depreciation | - | 0.16 | 1.17 | 0.05 | 1.39 |
| WDV at end of Vth year | - | 1.48 | 6.66 | 0.44 | 8.57 |


| Year | Particulars | Amount | Addition | Total | Interest | Repayment | Cl Balance |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 16.43 | - | 16.43 | 0.45 | - | 16.43 |
|  | lind Quarter | 16.43 | - | 16.43 | 0.45 | - | 16.43 |
|  | IIIrd Quarter | 16.43 | - | 16.43 | 0.45 | 0.91 | 15.51 |
|  | Ivth Quarter | 15.51 | - | 15.51 | 0.43 | 0.91 | 14.60 |
|  |  |  |  |  | 1.78 | 1.83 |  |
| II | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 14.60 | - | 14.60 | 0.40 | 0.91 | 13.69 |
|  | lind Quarter | 13.69 | - | 13.69 | 0.38 | 0.91 | 12.78 |
|  | IIIrd Quarter | 12.78 | - | 12.78 | 0.35 | 0.91 | 11.86 |
|  | Ivth Quarter | 11.86 |  | 11.86 | 0.33 | 0.91 | 10.95 |
|  |  |  |  |  | 1.46 | 3.65 |  |
| III | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 10.95 | - | 10.95 | 0.30 | 0.91 | 10.04 |
|  | lind Quarter | 10.04 | - | 10.04 | 0.28 | 0.91 | 9.13 |
|  | IIIrd Quarter | 9.13 | - | 9.13 | 0.25 | 0.91 | 8.21 |
|  | Ivth Quarter | 8.21 |  | 8.21 | 0.23 | 0.91 | 7.30 |
|  |  |  |  |  | 1.05 | 3.65 |  |
| IV | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 7.30 | - | 7.30 | 0.20 | 0.91 | 6.39 |
|  | lind Quarter | 6.39 | - | 6.39 | 0.18 | 0.91 | 5.48 |
|  | IIIrd Quarter | 5.48 | - | 5.48 | 0.15 | 0.91 | 4.56 |
|  | Ivth Quarter | 4.56 |  | 4.56 | 0.13 | 0.91 | 3.65 |
|  |  |  |  |  | 0.65 | 3.65 |  |
| V | Opening Balance |  |  |  |  |  |  |
|  | Ist Quarter | 3.65 | - | 3.65 | 0.10 | 0.91 | 2.74 |
|  | lind Quarter | 2.74 | - | 2.74 | 0.08 | 0.91 | 1.83 |
|  | IIIrd Quarter | 1.83 | - | 1.83 | 0.05 | 0.91 | 0.91 |
|  | Ivth Quarter | 0.91 |  | 0.91 | 0.03 | 0.91 | 0.00 |
|  |  |  |  |  | 0.25 | 3.65 |  |


| Door to Door Period | 60 | Months |
| :--- | ---: | :--- |
| Moratorium Period | 6 | Months |
| Repayment Period | 54 | Months |

## CALCULATION OF D.S.C.R

| PARTICULARS | I | II | III | IV | V |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| CASH ACCRUALS |  |  |  |  |  |
|  | 5.49 | 8.08 | 10.58 | 12.42 | 14.44 |
| Interest on Term Loan | 1.78 | 1.46 | 1.05 | 0.65 | 0.25 |
|  |  |  |  |  |  |
| Total | 7.28 | 9.54 | 11.63 | 13.08 | 14.69 |
|  |  |  |  |  |  |
| REPAYMENT |  |  |  |  |  |
| Repayment of Term Loan | 1.83 | 3.65 | 3.65 | 3.65 | 3.65 |
| Interest on Term Loan | 1.78 | 1.46 | 1.05 | 0.65 | 0.25 |
|  |  |  |  |  |  |
| Total | 3.61 | 5.11 | 4.70 | 4.30 | 3.90 |
| DEBT SERVICE COVERAGE RATIO | $\mathbf{2 . 0 2}$ | $\mathbf{1 . 8 7}$ | $\mathbf{2 . 4 7}$ | $\mathbf{3 . 0 4}$ | $\mathbf{3 . 7 7}$ |
|  |  |  |  |  |  |
| AVERAGE D.S.C.R. |  |  | $\mathbf{2 . 6 0}$ |  |  |

## COMPUTATION OF ELECTRICITY



| BREAK EVEN POINT ANALYSIS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Year | I | II | III | IV | V |
| Net Sales \& Other Income | 69.60 | 82.91 | 94.78 | 107.36 | 120.67 |
| Less : Op. WIP Goods | - | 1.70 | 1.86 | 2.09 | 2.34 |
| Add : CI. WIP Goods | 1.70 | 1.86 | 2.09 | 2.34 | 2.61 |
| Total Sales | 71.30 | 83.07 | 95.01 | 107.62 | 120.94 |
| Variable \& Semi Variable Exp. |  |  |  |  |  |
| Raw Material \& Tax | 36.12 | 41.71 | 47.81 | 54.44 | 61.49 |
| Electricity Exp/Coal Consumption at 85\% | 1.52 | 1.67 | 1.83 | 1.98 | 2.13 |
| Wages \& Salary at 60\% | 10.18 | 11.19 | 12.31 | 13.55 | 14.90 |
| Selling \& adminstrative Expenses 80\% | 6.68 | 8.29 | 9.48 | 10.74 | 12.07 |
| ii) Interest On Working Capital | 0.66 | 0.66 | 0.66 | 0.66 | 0.66 |
| Repair \& Maintenance | 0.14 | 0.17 | 0.19 | 0.21 | 0.24 |
| Total Variable \& Semi Variable Exp | 55.30 | 63.70 | 72.28 | 81.58 | 91.49 |
| Contribution | 16.00 | 19.37 | 22.73 | 26.04 | 29.45 |
| Fixed \& Semi Fixed Expenses |  |  |  |  |  |
| Electricity Exp/Coal Consumption at 15\% | 0.27 | 0.30 | 0.32 | 0.35 | 0.38 |
| Wages \& Salary at 40\% | 6.78 | 7.46 | 8.21 | 9.03 | 9.93 |
| Interest on Term Loan | 1.78 | 1.46 | 1.05 | 0.65 | 0.25 |
| Depreciation | 2.58 | 2.21 | 1.89 | 1.62 | 1.39 |
| Selling \& adminstrative Expenses 20\% | 1.67 | 2.07 | 2.37 | 2.68 | 3.02 |
| Total Fixed Expenses | 13.08 | 13.49 | 13.84 | 14.34 | 14.97 |
| Capacity Utilization | 50\% | 55\% | 60\% | 65\% | 70\% |
| OPERATING PROFIT | 2.92 | 5.88 | 8.88 | 11.70 | 14.49 |
| BREAK EVEN POINT | 41\% | 38\% | 37\% | 36\% | 36\% |
| BREAK EVEN SALES | 58.29 | 57.86 | 57.87 | 59.25 | 61.45 |


| FINANCIAL INDICATORS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PARTICULARS | 1 | II | III | IV | V |
| TURNOVER | 69.60 | 82.91 | 94.78 | 107.36 | 120.67 |
| GROSS PROFIT | 20.31 | 25.62 | 30.43 | 35.22 | 40.15 |
| G.P. RATIO | 29.18\% | 30.90\% | 32.11\% | 32.80\% | 33.27\% |
| NET PROFIT | 2.92 | 5.88 | 8.88 | 11.70 | 14.49 |
| PAT/SALES RATIO | 4.19\% | 7.09\% | 9.37\% | 10.90\% | 12.01\% |
| CURRENT ASSETS | 9.68 | 11.74 | 13.81 | 15.24 | 17.19 |
| CURRENT LIABILITIES | 6.84 | 6.97 | 7.12 | 7.27 | 7.43 |
| CURRENT RATIO | 1.41 | 1.68 | 1.94 | 2.10 | 2.31 |
| TERM LOAN | 14.60 | 10.95 | 7.30 | 3.65 |  |
| TOTAL NET WORTH | 3.91 | 7.29 | 10.98 | 14.28 | 18.33 |
| DEBT/EQUITY | 3.73 | 1.50 | 0.66 | 0.26 | - |
| TOTAL NET WORTH | 3.91 | 7.29 | 10.98 | 14.28 | 18.33 |
| TOTAL OUTSIDE LIABILITIES | 21.44 | 17.92 | 14.42 | 10.92 | 7.43 |
| TOL/TNW | 5.48 | 2.46 | 1.31 | 0.76 | 0.41 |
| PBDIT | 7.94 | 10.20 | 12.49 | 14.63 | 16.79 |
| INTEREST | 2.44 | 2.12 | 1.71 | 1.31 | 0.91 |
| INTEREST COVERAGE RATIO | 3.25 | 4.82 | 7.29 | 11.15 | 18.43 |
| WDV | 15.68 | 13.47 | 11.58 | 9.96 | 8.57 |
| TERM LOAN | 14.60 | 10.95 | 7.30 | 3.65 | - |
| FACR | 1.07 | 1.23 | 1.59 | 2.73 | - |


| PLANT \& MACHINERY |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: |
| PARTICULARS QTY. RATE AMOUNT IN RS. <br> Automatic Cotton swab making machine 1 $1,500,000.00$ $1,500,000.00$ <br> Net Amount   $1,500,000.00$ |  |  |  |  |

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