PROJECT REPORT

Of

MAYONNAISE

PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding MAYONNAISE Making Unit

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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		<u>PRO</u>	JECT AT A GLANCE		
1	Name of the Entreprenuer		XXXXXXX		
2	Constitution (legal Status)		XXXXXXX		
3	Father's/Spouce's Name		XXXXXXXX		
4	Unit Address :		XXXXXXXX		
			Taluk/Block: District : Pin: E-Mail : Mobile	XXXXX XXXXX XXXXX XXXXX XXXXX	State: XXXXX
5	Product and By Product	:	Mayonise		
6	Name of the project / business activity proposed :		Mayonise Making Unit		
7	Cost of Project	:	Rs 1	0.32 Lacs	
8	Means of Finance Term Loan KVIC Margin Money Own Capital		As per Project	2.74 Lacs Eligibility 2.58 Lacs	
9	Debt Service Coverage Ratio	:		2.75	
10	Pay Back Period	:		4	Years
11	Project Implementation Period	:		6	Months
12	Break Even Point	:		0.00%	
13	Employment	:		6	
14	Power Requirement	:		6 KWA	
15	Major Raw materials	:	Edible Vegetable Oil, Water	,Milk Solid	
16	Estimated Annual Sales Turnover	:	R	s 57 Lacs	
16	Detailed Cost of Project & Means of Finance				
	COST OF PROJECT MEANS OF FINANCE		Particulars Land Plant & Machinery Furniture & Fixtures Working Capital Total Particulars Own Contribution Bank Finance Working Capital Total	(Rs. In Lacs) Amount Owned/ Rented 3.1 0.5 6.6 10.3 Amount 2.5 2.7 5.0 10.3	5 0 7 2 2 8 4 0

MAYONNAISE

Introduction

Mayonnaise informally "mayo" is a thick cold condiment or dressing usually used in sandwiches and composed salads or on chips. It is a stable emulsion of oil, egg yolk, and acid, either vinegar or lemon juice. There are many variants using additional flavourings. The proteins and lecithin in the egg yolk serve as emulsifiers in mayonnaise (and hollandaise sauce). The colour of mayonnaise varies from near-white to pale yellow, and its texture from a light cream to a thick gel. It is also a base in sauces such as Tartar sauce.

Commercial egg-free varieties are made for vegans and others who avoid chicken eggs or dietary cholesterol.

Ingredients

Mayonnaise is made from Edible vegetable oil, water, edible common salt, Milk solid, permitted emulsifying & stabilizing agents, permitted acids & permitted antioxidant.

Uses of Mayonnaise

Mayonnaise is used commonly around the world, and is also a base for many other chilled sauces and salad dressings. For example, mayonnaise is used as sauce in Momos, Sandwiches & also as a salad dressing product.

Nutritional Information

A typical formulation for commercially made mayonnaise (not low fat) can contain as much as 80% vegetable oil, usually soybean but sometimes olive oil. Water makes up about 7% to 8% and egg yolks about 6%. Some formulas use whole eggs instead of just yolks. The remaining ingredients include vinegar (4%), salt (1%), and sugar (1%). Low-fat formulas will typically decrease oil content to just 50% and increase water content to about 35%. Egg content is reduced or nullified. Sugar is increased to 1.5% and salt lowered to 0.7%. Gums or thickeners (4%) are added to increase viscosity, improve texture, and ensure a stable emulsion. Mayonnaise is prepared using several methods.

The nutrient content of mayonnaise (> 50% edible oil, 9–11% salt, 7–10% sugar in the aqueous phase) makes it suitable as a food source for many spoilage organisms. A set of conditions such as pH between 3.6 and 4.0.

Health benefits of Mayonnaise

- **1. Heart health:** Studies have found that the vitamin E content in mayonnaise can prevent heart strokes.
- 2. Helps absorb nutrients better: Being both high in good fat and vitamin E means that eating mayonnaise in moderation can help you take in all of these important nutrients.
- **3. Lowers cholesterol:** The healthy fats in mayonnaise can help lower your cholesterol.
- **4. Vitamins and minerals:** Mayonnaise is "rich in vitamin K, E and minerals such as potassium, selenium and also sodium."

Description of Mayonnaise Machine

The consistency and properties of mayonnaise can be finely tuned with a mayonnaise emulsifier such as our Z Emulsifier or an HV, depending on the desired qualities.

Prior to the industrial revolution, most mayonnaise were made by hand in small shops. Today, mostly mayonnaise is manufactured by continuous, high capacity extruders, which operate on the auger extrusion principle in which kneading and extrusion are performed in a single operation.

Mayonnaise Market Analysis

According to the report **"India Mayonnaise & Salad Dressing Market Outlook, 2023"** the mayonnaise and salad dressing market of the country has grown with a CAGR of more than 20%, and is expected to grow to value more than INR 800 crores in the forecasted year 2022-2023. The market is segmented into organised and unorganised as well as retail and institutional sales. Mayonnaise has more than 4 types whereas salad dressing has more than 14 variants. In both markets, institutional sales dominate the market as institutions widely used them in their recipes. But with the passage of time, mayonnaise is gaining popularity among consumers due to its variants like mint mayonnaise, garlic mayonnaise, tandoori mayonnaise which is specially created for Indian cuisine. Overall retail sales and institutional sales have ration around 40 is to 60 in the year 2016-2017.

It is also expected that various other flavours, along with new uses will be discovered in future, because of which, the market for salad dressing will grow.

Mayonnaise Manufacturing Process

Commercial mayonnaise production is often a two-step process. In the first step, oil is coarsely dispersed in a pre-mix tank along with the other required ingredients. The resulting pre-mix is then transferred from the tank in a flowing stream through an emulsifying machine to finely sub-divide the oil into droplets The sub-division or oil into fine droplets forms a densely packed (i.e. spacefilling) structure that creates a high viscosity oil-in-water emulsion. High viscosity is a desirable quality for mayonnaise because it improves the level of stability in the product.

The physical structure formed while mayonnaise processing is largely dependent on the product's oil volume fraction and droplet size distribution. The densely packed structure of oil droplets determines the consistency and rheological properties of a mayonnaise. The smaller the droplets are, the more densely packed the mayonnaise structure becomes, resulting in higher viscosities. So if a stiffer mayonnaise is desired, smaller oil droplets are necessary.

Machinery & Equipment's required:

Description	Quantity	Value
Mayonnaise Machine	1	1,25,000
Fully Automatic Packaging Machine	1	85,000
Total Cost	2	2,10,000

* Machine Value is Exclusive of GST & other transportation cost.

Labour Requirement:

3 Manpower are required for the Mayonnaise unit.

Includes:

- 2 Skilled Labour
- 1 Unskilled Labour

Land &Building required:

Land required 450-500 Square Feet (approx.)

Approximate rent for the same is 10000 per Month.

Raw Material Required per Batch of 100 KG

Particulars	Quantity
Starch	7 KG
Sugar	10 KG
Vegetable Oil	35 Liter
Milk Powder	4 Kg
titanium	800 gram
Salt	2 KG
water	50 liter
lemon powder	100 Gram
Acetic Acid	200 Gram
Potassium	250 gram

Break Even Point:

Maximum production capacity of the machine = 120000 KG

Break-even point of the machine = 24000 KG of Mayonnaise

Company should operate at minimum 20% of Production capacity to cover its costs (variable + Fixed)

Mayonnaise License & Registration

For proprietor

- Obtain the GST registration.
- FSSAI Registration.
- Choice of a Brand Name of the product and secure the name with Trademark if required.

Implementation Schedule

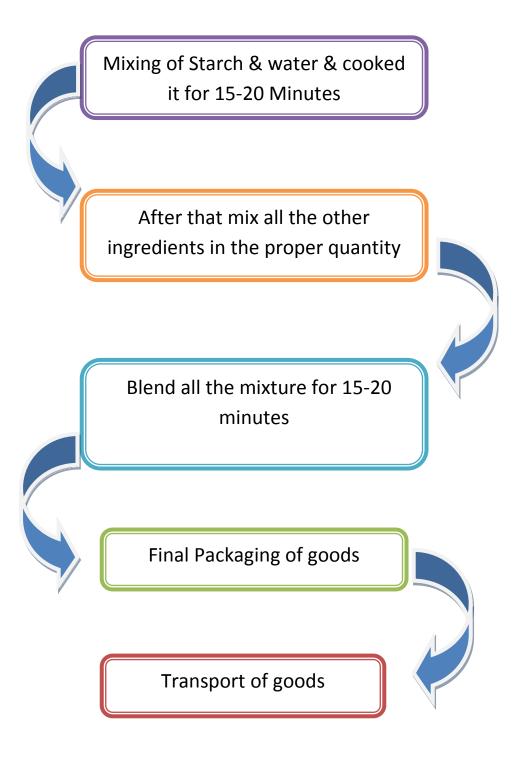
S.N.	Activity	Time Required (in Months)
1	Registration, selection of site, statutory, Licensing	2
2	Order to Machine, Raw material & recruitment	1
3	Requirement of required Manpower	1
4	Arrangement of Finance	1
	Total time Required (some activities shall run concurrently)	2-3 months (approx.)

Conclusion:

After completion of manufacturing process, product is ready to sell in the market. This machine can be installed with small investment & one can earn a good Margin profit. Mayonnaise has a very good market potential. The primary factors catalysing the growth of the Mayonnaise market in India include rising urbanisation, changing lifestyles and surging demand for eating products.

Technical Process Flow Chart

Mayonnaise Manufacturing Process



PROJECT AT GLANCE

FINANCIAL ASSISTANCE REQUIRED								
Term Loan of Rs.2.74Lacs and Working Capital limit of Rs. 4.00 Lacs								
COST OF PROJECT	PARTICULARS AMOUNT AMOUNT AMOUNT							
	Land							
	Building Civil Work							
	Plant & Machinery	3.15	0.79	2.36				
	Furniture & Fixtures and Other Assets	0.50	0.13	0.38				
	Working capital	5.00						
	Total 10.32 2.58							
-								
MEANS OF FINANCE	PARTICULARS			AMOUNT				
	Own Contribution 2.58							
	Bank Loan 2.74							
	Working capital Limit			5.00				
	Total			10.32				

COMPUTATION OF PRODUCTION OF MAYONISE

Items to be Manufactured

Mayonise

Machine Capacity	50	KG Per Hour
Per Day Productiion	400	KG
Production Per Annum	120,000	KG
Ingredients Required at 100% capacity		
Starch	8,400	KG
Sugar	12,000	KG
Vegetable Oil	42,000	Liter
Milk Powder	4,800	KG
tatenium	960	KG
Salt	24,000	KG
water	60,000	Liter
lemon powder	120	KG
Acetic Acid	240	KG
Potasium	300	KG

Production of Mayonise		
Production	Capacity	KG
1st year	50%	60,000
2nd year	55%	66,000
3rd year	60%	72,000
4th year	65%	78,000
5th year	70%	84,000

Raw Material Required	(in Rs.)					
Particulars	Quantity	Description	Value			
Starch	7 KG	40 per KG	280.00			
Sugar	10 KG	40 per KG	400.00			
Vegetable Oil	35 Liter	80 per Liter	2800.00			
Milk Powder	4 Kg	300 per KG	1200.00			
titanium	800 gram		300.00			
Salt	2 KG	10 per KG	20.00			
water	50 liter	1 per liter	50.00			
lemon powder	100 Gram		40.00			
Acetic Acid	200 Gram		20.00			
Potassium	250 gram		170.00			
Total Cost of 100 KG m	Total Cost of 100 KG mayonnaise ingredient					
Raw Material Cost of 1 (Average)	KG Mayonnaise		52.80			

Packaging cost			(in Lakhs)
Particulars	Total Packets	Cost per KG	Value
lst year	60000	4.50	2.70
2nd year	66000	4.95	3.27
3rd year	72000	5.45	3.92
4th year	78000	5.99	4.67
5th year	84000	6.59	5.53

Raw Material	Capacity	Rate per Kg	Amount
	Utilisation		(Rs. in lacs)
1st year	50%	52.80	31.68
2nd year	55%	55.44	36.59
3rd year	60%	58.21	41.91
4th year	65%	61.12	47.68
5th year	70%	64.18	53.91

COMPUTATION OF SALE						
Particulars	1st year	2nd year	3rd year	4th year	5th year	
Op Stock	-	3,000	3,300	3,600	3,900	
Production	60,000	66,000	72,000	78,000	84,000	
Less : Closing Stock	3,000	3,300	3,600	3,900	4,200	
Net Sale	57,000	65,700	71,700	77,700	83,700	
Sale Price per KG	100.00	105.00	110.25	115.76	121.55	
Sales (in Lacs)	57.00	68.99	79.05	89.95	101.74	

BREAK UP OF LABOUR CHARGES			
Particulars	Wages	No of	Total
	Per Month	Employees	Salary
Skilled Labour	12000	2	24000
Unskilled	10000	2	20000
Total Salary Per Month			44000
Total Annual Labour Charges	(in Lacs)		5.28

BREAK UP OF SALARY			
Particulars	Salary	No of	Total
	Per Month	Employees	Salary
Supervisor	15000	1	15000
Helper	8000	1	8000
Total Salary Per Month			23000
Total Annual Salary	(in Lacs)		2.76

Utility Charges at 100% capacity (per month)						
Particulars	value	Description				
Power connection required	6	KWH				
consumption per day	48	units				
Consumption per month	1200	units				
Rate per Unit	10	Rs.				
power Bill per month	12000	Rs.				

PROJECTED PROFITABILITY STATEMENT

PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
Capacity Utilisation %	50%	55%	60%	65%	70%
SALES					
Gross Sale					
Mayonise	57.00	68.99	79.05	89.95	101.74
Total	57.00	68.99	79.05	89.95	101.74
COST OF SALES					
Raw Mateiral Consumed	31.68	36.59	41.91	47.68	53.91
Elecricity Expenses	1.44	1.61	1.81	2.02	2.27
Repair & Maintenance	2.28	3.79	4.74	5.85	6.82
Labour & Wages	5.28	5.81	6.39	7.03	7.73
Packaging	2.70	3.27	3.92	4.67	5.53
Depriciation	0.52	0.45	0.38	0.33	0.28
Consumables	2.85	3.45	3.95	4.50	5.09
Other Direct expenses	1.43	1.38	1.58	1.80	2.03
Cost of Production	48.18	56.35	64.69	73.87	83.66
Add: Opening Stock /WIP	-	2.41	2.82	3.23	3.69
Less: Closing Stock /WIP	2.41	2.82	3.23	3.69	4.18
Cost of Sales	45.77	55.94	64.27	73.41	83.17
GROSS PROFIT	11.23	13.05	14.78	16.54	18.57
Gross Profit %	20%	19%	19%	18%	18%
Salary to Staff	2.76	3.17	3.65	4.20	4.83
Interest on Term Loan	0.27	0.22	0.13	0.05	0.00
Interest on working Capital	0.55	0.55	0.55	0.55	0.55
rent	1.20	1.32	1.45	1.60	1.76
Selling & Adm Expenses Exp.	5.13	6.21	7.11	8.10	9.16
TOTAL	9.91	11.47	12.90	14.49	16.29
NET PROFIT	1.32	1.57	1.88	2.05	2.28
Taxation	-	-	-	-	-
PROFIT (After Tax)	1.32	1.57	1.88	2.05	2.28

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PROJECTED BALANCE	SHEET				
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
Liabilities					
Capital					
opening balance		3.90	5.18	6.66	8.21
Add:- Own Capital	2.58				
Add:- Retained Profit	1.32	1.57	1.88	2.05	2.28
Less:- Drawings	_	0.30	0.40	0.50	1.00
Closing Blance	3.90	5.18	6.66	8.21	9.49
Term Loan	2.35	1.57	0.79	0.01	-
Working Capital Limit	5.00	5.00	5.00	5.00	5.00
Sundry Creditors	1.58	1.83	2.10	2.38	2.70
Provisions & Other Liab	0.30	0.40	0.55	0.66	0.83
TOTAL :	13.14	13.97	15.09	16.26	18.01
Assets					
Fixed Assets (Gross)	3.65	3.65	3.65	3.65	3.65
Gross Dep.	0.52	0.97	1.35	1.68	1.96
Net Fixed Assets	3.13	2.68	2.30	1.97	1.69
Current Assets					
Sundry Debtors	4.75	5.75	6.59	7.50	8.48
Stock in Hand	3.99	4.65	5.33	6.08	6.88
Cash and Bank	1.26	0.90	0.87	0.71	0.96
TOTAL :	13.14	13.97	15.09	16.26	18.01

PROJECTED	CASH FLOW STATEMENT

PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
SOURCES OF FUND		Jou	Jou	<u> </u>	<u>olii jou</u>
Own Margin	2.58				
Net Profit	1.32	1.57	1.88	2.05	2.28
Depriciation & Exp. W/off	0.52	0.45	0.38	0.33	0.28
Increase in Cash Credit	5.00	-	-	-	-
Increase In Term Loan	2.74	-	-	-	-
Increase in Creditors	1.58	0.25	0.27	0.29	0.31
Increase in Provisions & Oth lib	0.30	0.10	0.15	0.11	0.17
TOTAL :	14.05	2.37	2.68	2.78	3.03
APPLICATION OF FUND					
Increase in Fixed Assets	3.65	-	-	-	-
Increase in Stock	3.99	0.65	0.68	0.75	0.80
Increase in Debtors	4.75	1.00	0.84	0.91	0.98
Repayment of Term Loan	0.39	0.78	0.78	0.78	0.01
Drawings	-	0.30	0.40	0.50	1.00
Taxation	-	-	-	-	-
TOTAL :	12.78	2.73	2.70	2.94	2.79
Opening Cash & Bank Balance	-	1.26	0.90	0.87	0.71
Add : Surplus	1.26	(0.37)	(0.02)	(0.16)	0.24
Closing Cash & Bank Balance	1.26	0.90	0.87	0.71	0.96

COMPUTATION OF CLOSING STOCK & WORKING CAPITAL							
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year		
Finished Goods							
(1 month requirement)	2.41	2.82	3.23	3.69	4.18		
Raw Material							
(15 Days requirement)	1.58	1.83	2.10	2.38	2.70		
Closing Stock	3.99	4.65	5.33	6.08	6.88		

Particulars	Amount	Own Margin	Bank Finance
Finished Goods & Raw Material	3.99		
Less : Creditors	1.58		
Paid stock	2.41	^{25%} 0.60	^{75%} 1.81
Sundry Debtors	4.75	^{25%} 1.19	^{75%} 3.56
	7.16	1.79	5.37

2nd Method		
PARTICULARS	1st year	2nd year
Total Current Assets	10.01	11.29
Other Current Liabilities	1.88	2.23
Working Capital Gap	8.12	9.06
Min Working Capital		
25% of WCG	2.03	2.27
Actual NWC	3.12	4.06
item III - IV	6.09	6.80
item III - V	5.00	5.00
MPBF (Lower of VI & VII)	5.00	5.00

3rd Method		
PARTICULARS	1st year	2nd year
Total Current Assets	10.01	11.29
Other Current Liabilities	1.88	2.23
Working Capital Gap	8.12	9.06
Min Working Capital		
25% of Current Assets	2.50	2.82
Actual NWC	3.12	4.06
item III - IV	5.62	6.24
item III - V	5.00	5.00
MPBF (Lower of VI & VII)	5.00	5.00

COMPUTATION OF DEPRECIATION

Description	Plant & Machinery	Furniture	TOTAL
Rate of Depreciation	15.00%	10.00%	
Opening Balance	-	-	-
Addition	3.15	0.50	3.65
Total	3.15	0.50	3.65
Less : Depreciation	0.47	0.05	0.52
WDV at end of Year	2.68	0.45	3.13
Additions During The Year	-	-	-
Total	2.68	0.45	3.13
Less : Depreciation	0.40	0.05	0.45
WDV at end of Year	2.28	0.41	2.68
Additions During The Year	-	-	-
Total	2.28	0.41	2.68
Less : Depreciation	0.34	0.04	0.38
WDV at end of Year	1.93	0.36	2.30
Additions During The Year	-	-	-
Total	1.93	0.36	2.30
Less : Depreciation	0.29	0.04	0.33
WDV at end of Year	1.64	0.33	1.97
Additions During The Year	-	-	-
Total	1.64	0.33	1.97
Less : Depreciation	0.25	0.03	0.28
WDV at end of Year	1.40	0.30	1.69
Additions During The Year	-	-	-
Total	1.40	0.30	1.69
Less : Depreciation	0.21	0.03	0.24
WDV at end of Year	1.19	0.27	1.45
Less : Depreciation	0.18	0.03	0.20
WDV at end of Year	1.01	0.24	1.25
Less : Depreciation	0.15	0.02	0.18
WDV at end of Year	0.86	0.22	1.07

CALCULATION OF D.S.C.R				
PARTICULARS	1st year	2nd year	3rd year	4th year
CASH ACCRUALS	1.85	2.02	2.26	2.38
Interest on Term Loan	0.27	0.22	0.13	0.05
Total	2.11	2.24	2.40	2.43
REPAYMENT				
Instalment of Term Loan	0.39	0.78	0.78	0.78
Interest on Term Loan	0.27	0.22	0.13	0.05
Total	0.66	1.00	0.91	0.83
DEBT SERVICE COVERAGE RATIO	3.22	2.24	2.62	2.93
AVERAGE D.S.C.R.	2.75			

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	RE	EPAYMEN	T SCHEDU	LE OF 1	ERM LO		44.000/
						Interest	11.00%
Year	Particulars	Amount	Addition	Total	Interest	Repayment	Closing Balance
1041	Opening	/ into and	Addition	lotai	interest	Ropuymont	Balanoo
ist	Balance						
	1st month	-	2.74	2.74	-	-	2.74
	2nd month	2.74	-	2.74	0.03	-	2.74
	3rd month	2.74	-	2.74	0.03	-	2.74
	4th month	2.74	-	2.74	0.03		2.74
	5th month	2.74	-	2.74	0.03		2.74
	6th month	2.74	-	2.74	0.03	0.005	2.74
	7th month	2.74	-	2.74	0.03	0.065	2.67
	8th month	2.67	-	2.67	0.02	0.065	2.61
	9th month	2.61	-	2.61	0.02	0.065	2.54
	10th month	2.54	-	2.54	0.02	0.065	2.48
	11th month	2.48	-	2.48	0.02	0.065	2.41
	12th month	2.41	-	2.41	0.02	0.065	2.35
					0.27	0.390	
	Opening				0.21	0.000	
2nd	Balance						
	1st month	2.35	-	2.35	0.02	0.065	2.28
	2nd month	2.28	-	2.28	0.02	0.065	2.22
	3rd month	2.22	-	2.22	0.02	0.065	2.15
	4th month	2.15	-	2.15	0.02	0.065	2.09
	5th month	2.09	-	2.09	0.02	0.065	2.02
	6th month	2.02	-	2.02	0.02	0.065	1.96
	7th month	1.96	-	1.96	0.02	0.065	1.89
	8th month	1.89	-	1.89	0.02	0.065	1.83
	9th month	1.83	-	1.83	0.02	0.065	1.76
	10th month	1.76	-	1.76	0.02	0.065	1.70
	11th month	1.70	-	1.70	0.02	0.065	1.63
	12th month	1.63	-	1.63	0.01	0.065	1.57
					0.22	0.780	
3rd	Opening Balance						
	1st month	1.57	-	1.57	0.01	0.065	1.50
	2nd month	1.50	-	1.50	0.01	0.065	1.44
	3rd month	1.44	-	1.44	0.01	0.065	1.37
	4th month	1.37	-	1.37	0.01	0.065	1.31
	5th month	1.31	-	1.31	0.01	0.065	1.24
	6th month	1.24	-	1.24	0.01	0.065	1.18
	7th month	1.18	-	1.18	0.01	0.065	1.11
	8th month	1.11	-	1.11	0.01	0.065	1.05
	9th month	1.05	-	1.05	0.01	0.065	0.98
	10th month	0.98	-	0.98	0.01	0.065	0.92
	11th month	0.92	-	0.92	0.01	0.065	0.85
	12th month	0.85	-	0.85	0.01	0.065	0.79

					0.13	0.780	
	Opening				0.13	0.760	
4th	Opening Balance						
401	Dalance						
	1st month	0.79	-	0.79	0.01	0.065	0.72
	2nd month	0.72	-	0.72	0.01	0.065	0.66
	3rd month	0.66	-	0.66	0.01	0.065	0.59
	4th month	0.59	-	0.59	0.01	0.065	0.53
	5th month	0.53	-	0.53	0.00	0.065	0.46
	6th month	0.46	-	0.46	0.00	0.065	0.40
	7th month	0.40	-	0.40	0.00	0.065	0.33
	8th month	0.33	-	0.33	0.00	0.065	0.27
	9th month	0.27	-	0.27	0.00	0.065	0.20
	10th month	0.20	-	0.20	0.00	0.065	0.14
	11th month	0.14	-	0.14	0.00	0.065	0.07
	12th month	0.07	-	0.07	0.00	0.065	0.01
					0.05	0.780	
	Opening						
4th	Balance						
	1st month	0.01	-	0.01	0.00	0.008	-
					0.00	0.01	
DOOR TO DOOR		49	MONTHS				
MORATORIUM PERIOD		6	MONTHS				
REPAYMENT PERIOD		43	MONTHS				

Machinery & Raw material Supplier:

	Manufacturer of : All Tomato ketchup, Continental sauce, Jam, Green chilli sauce, Vinegar soya sauce, Mayonnaise sauce, Pizza Topping, Pasta sauce
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