

# PROJECT REPORT

Of

## SWEET CONDENSED MILK

### PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding **Sweet Condensed Milk**.

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 : **SWEET CONDENSED MILK**
- 6 Name of the project / business activity proposed : **SWEET CONDENSED MILK MAKING UNIT**
- 7 Cost of Project : Rs.22.68 Lakhs
- 8 Means of Finance  
Term Loan Rs.16.42 Lakhs  
KVIC MARGIN MONEY As per Project Eligibility  
Own Capital Rs.2.27 Lakhs  
Working Capital Rs.4 Lakhs
- 9 Debt Service Coverage Ratio : 1.97
- 10 Pay Back Period : 5 Years
- 11 Project Implementation Period : 5-6 Months
- 12 Break Even Point : 40%
- 13 Employment : 13 Persons
- 14 Power Requirement : 20 KW
- 15 Major Raw materials : Milk, Sugar and other preservatives
- 16 Estimated Annual Sales Turnover (Max Utilized Capacity) : 70.23 Lakhs
- 17 Detailed Cost of Project & Means of Finance

**COST OF PROJECT**

(Rs. In Lakhs)

Particulars	Amount
Land	Own/Rented
Building /Shed 2000 sq ft	4.00
Plant & Machinery	13.49
Furniture & Fixtures	0.75
Working Capital Requirement	4.44
<b>Total</b>	<b>22.68</b>

**MEANS OF FINANCE**

Particulars	Amount
Own Contribution@10%	2.27
Term Loan	16.42
Working Capital	4.00
<b>Total</b>	<b>22.68</b>

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

# **SWEETENED CONDENSED MILK**



## **PRODUCT INTRODUCTION**

Sweetened Condensed Milk is a type of Condensed milk with added sugar. This saccharine product is very thick and also too sweet. This product was invented in the mid-1800's by Gail Borden, an American Entrepreneur. This is a type of milk from which water is removed and to which sugar is added. Basically, this product is sugar overloaded and is thick and sticky. It is sweeter and is also rich in calories when compared to evaporated milk.

## **USES & MARKET POTENTIAL**

Uses and application of Condensed Milk:

- For reconstitution into sweet milk drinks
- In tea or coffee
- Ice cream preparation
- In candy & Confectionery
- In various dishes

The product has an appropriate nutrition value and is widely consumed in all parts of the country. As this product is used in preparing various other products, hence there is always a high demand for this product. This product is consumed by people of all age groups which has increased its consumption levels and by which there is an ongoing demand for this product.

## **INFRASTRUCTURE REQUIREMENT**

- 1) Land 1500-2000 sq. ft.(approx.)
- 2) Office Furniture and fixture.

## **MACHINERY REQUIREMENT**

Basic Machinery requirement are as follows:

### **1. Weighing Machine**



The first thing is to receive the milk and in milk receiving section the milk which is received is first weighed with the help of a weighing machine. Milk is weighed in Kg.

### **2. Milk Storage Tank**



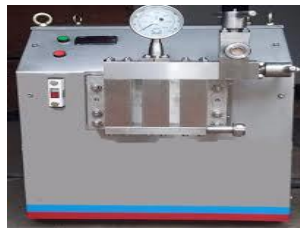
In dairy and milk processing industry a bulk milk storage tank is a large storage tank for holding the milk at a cold temperature until it can be picked up by a milk hauler. It is made up of stainless steel and is used every day to store the raw milk on the farm in good condition.

### **3. Milk Evaporator**



The process of evaporation is widely used to concentrate liquid such as milk, so as to make concentrated milk called condensed milk and this is done by evaporating water from the milk. In process of concentration the aim of evaporation is to vaporize most of the water from a solution and give the desired result for which milk evaporator is used.

### **4. Milk Homogenizer**



This equipment is used in the production of condensed milk in which milk is forced through a small passage at high velocity. This machine reduces fat globule size to a very small size in order to prevent cream formation.

## 5. Baby Boiler



Boilers are basically used in dairy industry for heating of milk and milk pasteurization. Milk boilers ensures good shelf life. It is also said that boilers are heart and soul of dairy industry.

## 6. Refrigerator



Milk refrigerators are basically used to store milk and help in the process of cooling which increases the shelf life of the milk and prevents it from destroying. It's made up of stainless steel and it's also an important dairy farm equipment.

## 7. Can Washing Machine



Can Washing Machine be used to wash the tin containers and can in which condensed milk is to be stored and packed. Before packaging process takes place, the cans or tins are washed in can washing machine.

## 8. Condensed Milk Filling Machine



This equipment is used to fill the finished product in cans or tins of different sizes and the product is ready for sale in the market.'

**Raw Material:** Basic Raw material requirement are as follows:

1. Milk
2. Sugar
3. Cans
4. Chemicals, Preservatives etc.

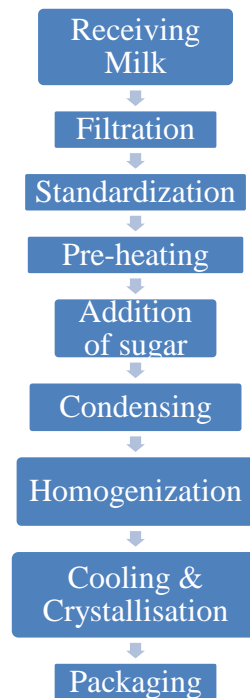


**Manufacturing Process:** Process description for Condensed Milk is defined below:

- **Pre-heating:** It is an important stage in manufacturing process in which, bacteria and specially yeast and moulds are destroyed. It basically refers to heating of milk before it is condensed and, in this process, milk is being heated at a temperature which ranges from 85-90°C for 10 to 20 minutes.
- **Addition of Sugar:** After the above process sugar is added. It is necessary to boil the sugar solution to destroy all yeast and spores. The amount of sugar is adjusted in the milk to give a final constitution of 40-45 percent.
- **Condensing:** The basic principle used for the removal of water from standardized milk is boiling, and boiling is performed under partial vacuum at a low temperature till the desired concentration is reached. This operation is carried out within an evaporator.
- **Homogenization:** The hot condensed milk is homogenized before it is cooled and crystallized. The objective is to have a uniform fat emulsion and to reduce fat separation to a minimum during storage.
- **Cooling & Crystallization:** In order to obtain the smoothest possible texture, the crystals of lactose should be as small as possible. This is obtained by rapid cooling and seeding with finely powdered lactose.

- **Packaging:** The condensed milk is now ready for packaging. Bulk packaging may be done in barrels of various sizes like drums or tin containers. For the retail market cans are preferred. After filling cans are sealed, labelled and packed in cases for storage and distribution in the local market.

### **FLOW DIAGRAM OF MANUFACTURE FOR CONDENSED MILK:**



## **APPROVALS & REGISTRATION REQUIREMENT:**

Basic registration required in this project:

- GST Registration
- Udyog Aadhar Registration (Optional)
- Choice of a Brand Name of the product and secure the name with Trademark if required
- FSSAI Registration

## **IMPLEMENTATION SCHEDULE:**

S.No.	Activity	Time required in months
1.	Acquisition of premises	1
2.	Procurement & installation of Plant & Machinery	1
3.	Arrangement of Finance	1
4.	Requirement of required Manpower	1
	Total time Required (some activities shall run concurrently)	2-3 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	-	2.67	4.31	7.12	9.91
Add: Additions	2.27	-	-	-	-
Add: Net Profit	1.40	3.14	5.32	7.79	10.24
Less: Drawings	1.00	1.50	2.50	5.00	7.00
<b>Closing Balance</b>	<b>2.67</b>	<b>4.31</b>	<b>7.12</b>	<b>9.91</b>	<b>13.15</b>
CC Limit	4.00	4.00	4.00	4.00	4.00
Term Loan	14.59	10.94	7.30	3.65	-
Sundry Creditors	0.39	0.45	0.52	0.59	0.67
<b>TOTAL :</b>	<b>21.65</b>	<b>19.70</b>	<b>18.93</b>	<b>18.14</b>	<b>17.82</b>
<b><u>APPLICATION OF FUND</u></b>					
<b>Fixed Assets ( Gross)</b>	18.24	18.24	18.24	18.24	18.24
Gross Dep.	2.50	4.65	6.49	8.08	9.45
Net Fixed Assets	15.74	13.59	11.75	10.16	8.79
<b>Current Assets</b>					
Sundry Debtors	4.03	4.77	5.48	6.23	7.02
Stock in Hand	0.81	0.89	0.99	1.10	1.22
Cash and Bank	1.06	0.44	0.72	0.66	0.79
<b>TOTAL :</b>	<b>21.65</b>	<b>19.70</b>	<b>18.93</b>	<b>18.14</b>	<b>17.82</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	40.29	47.75	54.79	62.29	70.23
<b>Total (A)</b>	<b>40.29</b>	<b>47.75</b>	<b>54.79</b>	<b>62.29</b>	<b>70.23</b>
<b>B) COST OF SALES</b>					
Raw Mateiral Consumed	16.75	19.35	22.16	25.21	28.50
Electricity Expenses	2.25	2.47	2.70	2.92	3.15
Repair & Maintenance	0.20	0.24	0.27	0.31	0.35
Labour & Wages	10.76	11.83	13.02	14.32	15.75
Depreciation	2.50	2.15	1.85	1.59	1.37
<b>Cost of Production</b>	<b>32.46</b>	<b>36.04</b>	<b>40.00</b>	<b>44.35</b>	<b>49.12</b>
<b>Add: Opening Stock /WIP</b>	-	0.76	0.82	0.91	1.01
<b>Less: Closing Stock /WIP</b>	0.76	0.82	0.91	1.01	1.12
Cost of Sales (B)	31.70	35.97	39.91	44.25	49.01
<b>C) GROSS PROFIT (A-B)</b>	<b>8.59</b>	<b>11.78</b>	<b>14.89</b>	<b>18.04</b>	<b>21.22</b>
	<b>21.32%</b>	<b>24.66%</b>	<b>27.17%</b>	<b>28.96%</b>	<b>30.21%</b>
D) Bank Interest (Term Loan )	1.78	1.45	1.05	0.65	0.25
ii) Interest On Working Capital	0.44	0.44	0.44	0.44	0.44
E) Salary to Staff	3.96	4.36	4.79	5.27	5.80
F) Selling & Adm Expenses Exp.	1.01	2.39	3.29	3.74	4.21
<b>TOTAL (D+E)</b>	<b>7.19</b>	<b>8.64</b>	<b>9.57</b>	<b>10.10</b>	<b>10.70</b>
G) NET PROFIT	1.40	3.14	5.32	7.94	10.52
	<b>3.5%</b>	<b>6.6%</b>	<b>9.7%</b>	<b>12.7%</b>	<b>15.0%</b>
H) Taxation	-	-	-	0.15	0.28
I) PROFIT (After Tax)	1.40	3.14	5.32	7.79	10.24

**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%	2.27	-			
Net Profit	1.40	3.14	5.32	7.94	10.52
Depreciation & Exp. W/off	2.50	2.15	1.85	1.59	1.37
Increase In Cash Credit	4.00				
Increase In Term Loan	16.42	-	-	-	-
Increase in Creditors	0.39	0.06	0.07	0.07	0.08
<b>TOTAL :</b>	<b>26.97</b>	<b>5.35</b>	<b>7.23</b>	<b>9.60</b>	<b>11.96</b>
<b><u>APPLICATION OF FUND</u></b>					
Increase in Fixed Assets	18.24	-	-	-	-
Increase in Stock	0.81	0.07	0.10	0.11	0.12
Increase in Debtors	4.03	0.75	0.70	0.75	0.79
Repayment of Term Loan	1.82	3.65	3.65	3.65	3.65
Taxation	-	-	-	0.15	0.28
Drawings	1.00	1.50	2.50	5.00	7.00
<b>TOTAL :</b>	<b>25.91</b>	<b>5.97</b>	<b>6.95</b>	<b>9.65</b>	<b>11.84</b>
Opening Cash & Bank Balance	-	1.06	0.44	0.72	0.66
Add : Surplus	1.06	- 0.62	0.28	- 0.06	0.12
Closing Cash & Bank Balance	<b>1.06</b>	<b>0.44</b>	<b>0.72</b>	<b>0.66</b>	<b>0.79</b>

**COMPUTATION OF PRODUCTION OF SWEET CONDENSED MILK****Item to be Manufactured SWEET CONDENSED MILK**

Manufacturing Capacity per Day		100	kg
No. of Working Hour		8	
No of Working Days per month		25	
No. of Working Day per annum		300	
Total Production per Annum		30,000	kg
Total Production per Annum		150,000.00	Can of 200 gms
Year		<b>Capacity</b>	<b>SWEET CONDENSED MILK</b>
		<b>Utilisation</b>	
I		50%	75,000
II		55%	82,500
III		60%	90,000
IV		65%	97,500
V		70%	105,000

**COMPUTATION OF RAW MATERIAL**

Item Name	Quantity of Raw Material	Unit	Unit Rate of	Total CostPer Annum (100%)
Milk	80,000.00	Ltr	30.00	2,400,000.00
Sugar	10,000.00	Kgs	20.00	200,000.00
Empty Cans	150,000.00	Pieces	5.00	750,000.00
<b>Total</b>	<b>80,000.00</b>			<b>3,350,000.00</b>
Total Raw material in Rs lacs at 100% Capacity				33.50
Cost per box of 200 GM				(In Rs) <b>22.33</b>
Raw Material Consumed	Capacity Utilisation	Rate	Amount (Rs.)	
I	50%	22.33	16.75	
II	55%	23.45	19.35	5% Increase in Cost
III	60%	24.62	22.16	5% Increase in Cost
IV	65%	25.85	25.21	5% Increase in Cost
V	70%	27.15	28.50	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)	0.76	0.82	0.91	1.01	1.12
<b>Raw Material</b>					
(1 Days requirement)	0.06	0.06	0.07	0.08	0.10
<b>Closing Stock</b>	<b>0.81</b>	<b>0.89</b>	<b>0.99</b>	<b>1.10</b>	<b>1.22</b>

**COMPUTATION OF WORKING CAPITAL REQUIREMENT**

<b>Particulars</b>	<b>Amount</b>	<b>Margin(10%)</b>	<b>Net Amount</b>
Stock in Hand	0.81		
Less:			
Sundry Creditors	0.39		
<b>Paid Stock</b>	<b>0.42</b>	<b>0.04</b>	<b>0.38</b>
Sundry Debtors	4.03	0.40	3.63
<b>Working Capital Requirement</b>			<b>4.01</b>
<b>Margin</b>			0.45
<b>MPBF</b>			<b>4.01</b>
<b>Working Capital Demand</b>			<b>4.00</b>



**BREAK UP OF LABOUR**

Particulars	Wages	No of	Total
	Per Month	Employees	Salary
Spray Dring Operator	10,000.00	2.00	20,000.00
Chilling Plant Operator	10,000.00	2.00	20,000.00
Unskilled Worker	7,500.00	4.00	30,000.00
Helper	4,000.00	1.00	4,000.00
Security Guard	7,500.00	1.00	7,500.00
			81,500.00
Add: 10% Fringe Benefit			8,150.00
Total Labour Cost Per Month			89,650.00
Total Labour Cost for the year ( In Rs. Lakhs)		10	10.76

**BREAK UP OF SALARY**

Particulars	Salary	No of	Total
	Per Month	Employees	Salary
Administrative Staff	10,000.00	3	30,000.00
Total Salary Per Month			30,000.00
Add: 10% Fringe Benefit			3,000.00
Total Salary for the month			33,000.00
Total Salary for the year ( In Rs. Lakhs)		3	3.96

**COMPUTATION OF DEPRECIATION**

Description	Land	Building/shed	Plant & Machinery	Furniture	TOTAL
Rate of Depreciation		<b>10.00%</b>	<b>15.00%</b>	<b>10.00%</b>	
<b>Opening Balance</b>	Leased		-	-	-
Addition	-	4.00	13.49	0.75	18.24
	-	4.00	13.49	0.75	18.24
<b>TOTAL</b>		4.00	13.49	0.75	18.24
Less : Depreciation	-	0.40	2.02	0.08	2.50
WDV at end of 1st year	-	3.60	11.47	0.68	15.74
Additions During The Year	-	-	-	-	-
	-	3.60	11.47	0.68	15.74
Less : Depreciation	-	0.36	1.72	0.07	2.15
WDV at end of II <sup>nd</sup> Year	-	3.24	9.75	0.61	13.59
Additions During The Year	-	-	-	-	-
	-	3.24	9.75	0.61	13.59
Less : Depreciation	-	0.32	1.46	0.06	1.85
WDV at end of III <sup>rd</sup> year	-	2.92	8.28	0.55	11.75
Additions During The Year	-	-	-	-	-
	-	2.92	8.28	0.55	11.75
Less : Depreciation	-	0.29	1.24	0.05	1.59
WDV at end of IV <sup>th</sup> year	-	2.62	7.04	0.49	10.16
Additions During The Year	-	-	-	-	-
	-	2.62	7.04	0.49	10.16
Less : Depreciation	-	0.26	1.06	0.05	1.37
WDV at end of V <sup>th</sup> year	-	2.36	5.99	0.44	8.79

**REPAYMENT SCHEDULE OF TERM LOAN**

11.0%

Year	Particulars	Amount	Addition	Total	Interest	Repayment	CI Balance
<b>I</b>	Opening Balance						
	Ist Quarter	16.42	-	16.42	0.45	-	16.42
	IInd Quarter	16.42	-	16.42	0.45	-	16.42
	IIIrd Quarter	16.42	-	16.42	0.45	0.91	15.50
	Ivth Quarter	15.50	-	15.50	0.43	0.91	14.59
					1.78	1.82	
<b>II</b>	Opening Balance						
	Ist Quarter	14.59	-	14.59	0.40	0.91	13.68
	IInd Quarter	13.68	-	13.68	0.38	0.91	12.77
	IIIrd Quarter	12.77	-	12.77	0.35	0.91	11.86
	Ivth Quarter	11.86	-	11.86	0.33	0.91	10.94
					1.45	3.65	
<b>III</b>	Opening Balance						
	Ist Quarter	10.94	-	10.94	0.30	0.91	10.03
	IInd Quarter	10.03	-	10.03	0.28	0.91	9.12
	IIIrd Quarter	9.12	-	9.12	0.25	0.91	8.21
	Ivth Quarter	8.21	-	8.21	0.23	0.91	7.30
					1.05	3.65	
<b>IV</b>	Opening Balance						
	Ist Quarter	7.30	-	7.30	0.20	0.91	6.38
	IInd Quarter	6.38	-	6.38	0.18	0.91	5.47
	IIIrd Quarter	5.47	-	5.47	0.15	0.91	4.56
	Ivth Quarter	4.56	-	4.56	0.13	0.91	3.65
					0.65	3.65	
<b>V</b>	Opening Balance						
	Ist Quarter	3.65	-	3.65	0.10	0.91	2.74
	IInd Quarter	2.74	-	2.74	0.08	0.91	1.82
	IIIrd Quarter	1.82	-	1.82	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**

<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>CASH ACCRUALS</b>	3.90	5.28	7.16	9.38	11.61
Interest on Term Loan	1.78	1.45	1.05	0.65	0.25
Total	5.68	6.74	8.22	10.03	11.86
<b>REPAYMENT</b>					
Repayment of Term Loan	1.82	3.65	3.65	3.65	3.65
Interest on Term Loan	1.78	1.45	1.05	0.65	0.25
Total	3.60	5.10	4.70	4.30	3.90
<b>DEBT SERVICE COVERAGE RATIO</b>	<b>1.58</b>	<b>1.32</b>	<b>1.75</b>	<b>2.33</b>	<b>3.04</b>
<b>AVERAGE D.S.C.R.</b>			<b>1.97</b>		

**COMPUTATION OF SALE**

Particulars	I	II	III	IV	V
Op Stock	-	1,750.00	1,925.00	2,100.00	2,275.00
Production	75,000.00	82,500.00	90,000.00	97,500.00	105,000.00
	75,000.00	84,250.00	91,925.00	99,600.00	107,275.00
Less : Closing Stock(7 Days)	1,750.00	1,925.00	2,100.00	2,275.00	2,450.00
Net Sale	73,250.00	82,325.00	89,825.00	97,325.00	104,825.00
Sale Price per box of 200 GM	55.00	58.00	61.00	64.00	67.00
<b>Sale (in Lacs)</b>	<b>40.29</b>	<b>47.75</b>	<b>54.79</b>	<b>62.29</b>	<b>70.23</b>

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

Total Working Hour per day	Hours	8	
Electric Load Required	KW	20	
Electricity Charges	per unit	7.50	
Total Working Days		300	
<b>Electricity Charges</b>			3.60
Add : Minimim Charges (@ 10%)			
<b>(B) DG set</b>			
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	
Total		<b>0.90</b>	
Total cost of Power & Fuel at 100%			4.50
<b>Year</b>	<b>Capacity</b>		<b>Amount (in Lacs)</b>
I	50%		2.25
II	55%		2.47
III	60%		2.70
IV	65%		2.92
V	70%		3.15

<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>	40.29	47.75	54.79	62.29	70.23
Less : Op. WIP Goods	-	0.76	0.82	0.91	1.01
Add : Cl. WIP Goods	0.76	0.82	0.91	1.01	1.12
<b>Total Sales</b>	<b>41.04</b>	<b>47.81</b>	<b>54.88</b>	<b>62.39</b>	<b>70.34</b>
<b>Variable &amp; Semi Variable Exp.</b>					
Raw Material & Tax	16.75	19.35	22.16	25.21	28.50
Electricity Exp/Coal Consumption at 85%	1.91	2.10	2.29	2.48	2.68
Wages & Salary at 60%	8.83	9.71	10.69	11.75	12.93
Selling & administrative Expenses 80%	0.81	1.91	2.63	2.99	3.37
ii) Interest On Working Capital	0.44	0.44	0.44	0.44	0.44
Repair & Maintenance	0.20	0.24	0.27	0.31	0.35
<b>Total Variable &amp; Semi Variable Exp</b>	<b>28.94</b>	<b>33.75</b>	<b>38.48</b>	<b>43.19</b>	<b>48.27</b>
<b>Contribution</b>	<b>12.11</b>	<b>14.06</b>	<b>16.40</b>	<b>19.20</b>	<b>22.07</b>
<b>Fixed &amp; Semi Fixed Expenses</b>					
Electricity Exp/Coal Consumption at 15%	0.34	0.37	0.40	0.44	0.47
Wages & Salary at 40%	5.89	6.48	7.12	7.84	8.62
Interest on Term Loan	1.78	1.45	1.05	0.65	0.25
Depreciation	2.50	2.15	1.85	1.59	1.37
Selling & administrative Expenses 20%	0.20	0.48	0.66	0.75	0.84
<b>Total Fixed Expenses</b>	<b>10.71</b>	<b>10.93</b>	<b>11.09</b>	<b>11.26</b>	<b>11.55</b>
<b>Capacity Utilization</b>	<b>50%</b>	<b>55%</b>	<b>60%</b>	<b>65%</b>	<b>70%</b>
<b>OPERATING PROFIT</b>	<b>1.40</b>	<b>3.14</b>	<b>5.32</b>	<b>7.94</b>	<b>10.52</b>
<b>BREAK EVEN POINT</b>	<b>44%</b>	<b>43%</b>	<b>41%</b>	<b>38%</b>	<b>37%</b>
<b>BREAK EVEN SALES</b>	<b>36.29</b>	<b>37.15</b>	<b>37.10</b>	<b>36.60</b>	<b>36.82</b>

<b>FINANCIAL INDICATORS</b>					
<b>PARTICULARS</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
TURNOVER	40.29	47.75	54.79	62.29	70.23
GROSS PROFIT	8.59	11.78	14.89	18.04	21.22
<b>G.P. RATIO</b>	<b>21.32%</b>	<b>24.66%</b>	<b>27.17%</b>	<b>28.96%</b>	<b>30.21%</b>
NET PROFIT	1.40	3.14	5.32	7.94	10.52
<b>PAT/SALES RATIO</b>	<b>3.48%</b>	<b>6.57%</b>	<b>9.70%</b>	<b>12.74%</b>	<b>14.98%</b>
CURRENT ASSETS	5.91	6.10	7.18	7.99	9.03
CURRENT LIABILITIES	4.39	4.45	4.51	4.58	4.66
<b>CURRENT RATIO</b>	<b>1.35</b>	<b>1.37</b>	<b>1.59</b>	<b>1.74</b>	<b>1.94</b>
TERM LOAN	14.59	10.94	7.30	3.65	-
TOTAL NET WORTH	2.67	4.31	7.12	9.91	13.15
<b>DEBT/EQUITY</b>	<b>5.47</b>	<b>2.54</b>	<b>1.02</b>	<b>0.37</b>	<b>-</b>
TOTAL NET WORTH	2.67	4.31	7.12	9.91	13.15
TOTAL OUTSIDE LIABILITIES	18.98	15.39	11.81	8.23	4.66
<b>TOL/TNW</b>	<b>7.11</b>	<b>3.57</b>	<b>1.66</b>	<b>0.83</b>	<b>0.35</b>
PBDIT	6.12	7.18	8.65	10.62	12.58
INTEREST	2.22	1.89	1.49	1.09	0.69
<b>INTEREST COVERAGE RATIO</b>	<b>2.76</b>	<b>3.79</b>	<b>5.80</b>	<b>9.73</b>	<b>18.22</b>
WDV	15.74	13.59	11.75	10.16	8.79
TERM LOAN	14.59	10.94	7.30	3.65	-
<b>FACR</b>	<b>1.08</b>	<b>1.24</b>	<b>1.61</b>	<b>2.78</b>	<b>-</b>



**PLANT & MACHINERY**

PARTICULARS	QTY.	RATE	AMOUNT IN RS.
Milk weighing machine(Weighing capacity 200Kg and power supply 230V)	1	9,000.00	9,000.00
Milk storage tank( Capacity 500Ltr.)	1	165,000.00	165,000.00
Evaporation Tank(Capacity 100 Ltr/hr and Power supply 1.5-2 Kilo watt)	1	280,000.00	280,000.00
Milk Homogenizer(Capacity 300 Ltr/hr.)	1	195,000.00	195,000.00
Baby Boiler(Capacity 0-500 kg/hr)	1	100,000.00	100,000.00
Refrigerator(Capacity 500-1000 ltr. and power supply 110-220 V)	1	120,000.00	120,000.00
Can washing machine	1	200,000.00	200,000.00
Packing & other Equipments	1	280,000.00	280,000.00
Total Cost			1,349,000.00

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