

10. PROJECT ECONOMICS

10.1 Project at a Glance

ACCOUNT HEAD		TOTAL COST (Rs)
Land		12,000,000
Building/ Infrastructure		21,925,000
Plant & Machinery		42,612,482
Furniture & Fixtures		2,560,000
Office Vehicles		7,050,000
Pre Operating Expenses		13,200,000
Total Capital cost		99,347,482
Working Capital		20,692,153
Total Working Capital		20,692,153
Total Project Cost (Rs)		120,039,634
EQUITY		
Capital	100%	120,039,634
Finance	0%	-
		120,039,634

Cost Item	Cost (PKR)	Percent
Land	12,000,000	10%
Building & Civil Works	21,925,000	18%
Machinery & Equipment	42,612,482	35%
Furniture & Fixtures	2,560,000	2%
Vehicles	7,050,000	6%
Pre-operating expenses	13,200,000	11%
Capital Investment	99,347,482	83%
Working Capital	20,692,153	17%
Total Project Cost	120,039,634	100%

11. KEY ASSUMPTIONS

11.1 PRODUCTION ASSUMPTIONS

Maximum Capacity Utilization	100%
Maximum Capacity Utilization (Year-1)	70%

At 100% capacity, the following will be the per day production break-up;

Product Line - Cartons with 850 gms sized cans	500
Product Line - Cartons with 3 Kg sized cans	525

Total production of per day **513**

11.2 OPERATING ASSUMPTIONS

Annual Production Cartons year 1	135,300
Hours operational per day	8
Days operational per month	22
Days operational per year	264

11.3 ECONOMY-RELATED ASSUMPTIONS

Electricity growth rate (5%)	OR (times)	1.05
Income tax rate		35%

** Tax rate of 35% applicable to private limited companies is applied

11.4 CASH FLOW ASSUMPTIONS

Accounts receivable cycle (in days)	30
WIP (Days)	2
Finished goods (Days)	7
Accounts payable cycle (in days)	30
Raw Materials inventory (in days)	15
Packing Materials inventory (in days)	20

11.5 RAW MATERIALS ASSUMPTIONS

Growth in packing materials cost	(2%)	OR	(TIMES)	1.02
Growth in raw materials price	(3%)	OR	(TIMES)	1.03

11.6 REVENUE ASSUMPTIONS

Sales price 2 Ltr Bottle	45	46.35	47.74	49.17	50.65	52.17	53.73	55.34	58.71
Sales price 500ml Bottle	18	18.54	19.10	19.67	20.26	20.87	21.49	22.14	23.49
Sale price growth rate (3%) OR (times)	1.03								

11.7 EXPENSES ASSUMPTIONS

Electricity Expenses per/100 litres of production (RS)	32
Advertisement Expenses (% of sales)	5.00%
Machine maintenance (% age of WDV of machinery) in year-1	0.50%
Growth in maintenance cost (2 %) OR (times)	1.02
Growth in Operating expenses (5%) OR (times)	1.05
General Repair & Maintenance (% of sales)	2.0%
Pay roll growth (5%) OR (times)	1.05

11.8 FINANCIAL ASSUMPTIONS

Project Life (Years)	10
Debt	0%
Equity	100%
Interest rate on long term loan	12%
Debt tenure (years)	5
Debt payments per year	2
Minimum cash balance required	3,000,000

BALANCE SHEET

12. PROJECTIONS

12.1 Projected Balance Sheet

	YEAR - 1	YEAR - 2	YEAR - 3	YEAR - 4	YEAR - 5	YEAR - 6	YEAR - 7	YEAR - 8	YEAR - 9	YEAR - 10
<u>ASSETS</u>										
Current Assets										
Cash & Bank Balance	25,977,809	52,084,418	67,978,886	84,231,910	100,924,963	119,827,948	138,454,559	157,725,388	177,698,838	198,429,870
Raw materials stock	8,460,663	8,629,877	8,802,474	8,978,524	9,158,094	9,341,256	9,528,081	9,718,643	9,913,016	10,111,276
W.I.P	1,120,903	1,143,321	1,166,188	1,189,511	1,213,302	1,237,568	1,262,319	1,287,565	1,313,317	1,339,583
Finished goods stock	5,430,463	5,539,072	5,649,853	5,762,850	5,878,107	5,995,670	6,115,583	6,237,895	6,362,653	6,489,906
Receivables	19,483,671	20,068,181	20,670,226	21,290,333	21,929,043	22,586,915	23,264,522	23,962,458	24,681,331	25,421,771
TOTAL CURRENT ASSETS	60,473,509	87,464,869	104,267,628	121,453,129	139,103,510	158,989,356	178,625,065	198,931,949	219,969,155	241,792,406
Fixed Assets										
At Cost less: Acc. Depreciation	79,123,984	72,889,023	67,338,286	62,383,395	57,949,190	53,971,514	50,395,395	47,173,559	44,265,198	41,634,966
Intangible Assets										
Pre-operational Expenses	10,560,000	60,000	40,000	20,000	-	-	-	-	-	-

150,157,493	160,413,892	171,645,914	183,856,524	197,052,700	212,960,870	229,020,460	246,105,508	264,234,353	283,427,372
-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------

LIABILITIES AND EQUITY

Current Liabilities

Current maturity of long term loan	-	-	-	-	-	-	-	-	-
Accounts Payable	14,119,203	14,401,587	14,689,619	14,983,411	15,283,079	15,588,741	15,900,516	16,218,526	16,873,754
TOTAL CURRENT LIABILITIES	14,119,203	14,401,587	14,689,619	14,983,411	15,283,079	15,588,741	15,900,516	16,218,526	16,873,754

Non current Liabilities

Long term Loan	-	-	-	(1)	-	-	-	-	-
----------------	---	---	---	-----	---	---	---	---	---

EQUITY

Paid up Capital	120,039,634	120,039,634	120,039,634	120,039,634	120,039,634	120,039,634	120,039,634	120,039,634	120,039,634
Retained Earnings	15,998,655	25,972,670	36,916,661	48,833,479	61,729,986	77,332,495	93,080,310	109,847,348	146,513,983
Total Equity	136,038,290	146,012,305	156,956,295	168,873,113	181,769,620	197,372,129	213,119,944	229,886,982	266,553,618

TOTAL LIABILITIES & EQUITY	150,157,493	160,413,892	171,645,914	183,856,524	197,052,700	212,960,870	229,020,460	246,105,508	264,234,353	283,427,372
---------------------------------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------	-------------

12.2 Projected Income Statement

	YEAR- 1	YEAR- 2	YEAR- 3	YEAR- 4	YEAR- 5	YEAR- 6	YEAR- 7	YEAR- 8	YEAR- 9	YEAR- 10
SALES										
F&V Cans	233,804,051	240,818,173	248,042,718	255,483,999	263,148,519	271,042,975	279,174,264	287,549,492	296,175,977	305,061,256
	233,804,051	240,818,173	248,042,718	255,483,999	263,148,519	271,042,975	279,174,264	287,549,492	296,175,977	305,061,256
COST OF SALES										
F&V Cans	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	169,430,435	172,819,043	176,275,424	179,800,933	183,396,951	187,064,890	190,806,188	194,622,312	198,514,758	202,485,053
	169,430,435	172,819,043	176,275,424	179,800,933	183,396,951	187,064,890	190,806,188	194,622,312	198,514,758	202,485,053
PACKING COST										
	-	-	-	-	-	-	-	-	-	-
Payroll										
	19,140,000	20,097,000	21,101,850	22,156,943	23,264,790	24,428,029	25,649,431	26,931,902	28,278,497	29,692,422
Machine Maintenance										
	395,620	403,532	411,603	419,835	428,232	436,796	445,532	454,443	463,532	472,802
Depreciation										
	5,618,799	4,987,969	4,440,589	3,963,913	3,547,364	3,182,141	2,860,895	2,577,469	2,326,688	2,104,186
	25,154,418	25,488,501	25,954,042	26,540,691	27,240,385	28,046,966	28,955,858	29,963,814	31,068,717	32,269,410
GROSS PROFIT										
	39,219,198	42,510,628	45,813,251	49,142,376	52,511,182	55,931,118	59,412,218	62,963,366	66,592,501	70,306,792
OPERATING EXPENSES										
Printing, stationary & postage	10,000	10,500	11,025	11,576	12,155	12,763	13,401	14,071	14,775	15,513
Selling and Marketing Cost	5,845,101	6,020,454	6,201,068	6,387,100	6,578,713	6,776,074	6,979,357	7,188,737	7,404,399	7,626,531
Telephone, postage and Fax	30,000	31,500	33,075	34,729	36,465	38,288	40,203	42,213	44,324	46,540
General Repair & Maintenance	4,676,081	4,909,885	5,155,379	5,413,148	5,683,806	5,967,996	6,266,396	6,579,716	6,908,701	7,254,136
Depreciation	1,404,700	1,246,992	1,110,147	990,978	886,841	795,535	715,224	644,367	581,672	526,046
Amortization of Preliminary Expenses	2,640,000	2,640,000	2,640,000	2,640,000	2,640,000			-	-	-
TOTAL OPERATING EXPENSES	14,605,882	14,859,332	15,150,695	15,477,532	15,837,980	13,590,657	14,014,580	14,469,104	14,953,871	15,468,767

OPERATING PROFIT	24,613,316	27,651,297	30,662,557	33,664,844	36,673,203	42,340,461	45,397,638	48,494,262	51,638,630	54,838,025
FINANCIAL EXPENSES										
Financial Charges on Long term loan	-	-	-	-	-	-	-	-	-	-
TOTAL FINANCIAL EXPENSES	-	-	-							
PROFIT BEFORE TAX	24,613,316	27,651,297	30,662,557	33,664,844	36,673,203	42,340,461	45,397,638	48,494,262	51,638,630	54,838,025
Taxation	8,614,661	9,677,954	10,731,895	11,782,696	12,835,621	14,819,161	15,889,173	16,972,992	18,073,520	19,193,309
PROFIT AFTER TAX	15,998,655	17,973,343	19,930,662	21,882,149	23,837,582	27,521,300	29,508,465	31,521,270	33,565,109	35,644,716
Retained Earnings at the beginning of year	-	15,998,655	25,972,670	36,916,661	48,833,479	61,729,986	77,332,495	93,080,310	109,847,348	127,651,822
Dividend		7,999,328	8,986,671	9,965,331	10,941,074	11,918,791	13,760,650	14,754,232	15,760,635	16,782,555
Retained Earnings at the end of year	15,998,655	25,972,670	36,916,661	48,833,479	61,729,986	77,332,495	93,080,310	109,847,348	127,651,822	146,513,983

12.3 Projected Cash Flow Statement

	YEAR- 0	YEAR- 1	YEAR- 2	YEAR- 3	YEAR- 4	YEAR- 5	YEAR- 6	YEAR- 7	YEAR- 8	YEAR- 9	YEAR- 10
OPERATING ACTIVITIES											
Net Profit	-	24,613,316	27,651,297	30,662,557	33,664,844	36,673,203	42,340,461	45,397,638	48,494,262	51,638,630	54,838,025
Add:											
Depreciation	-	7,023,498	6,234,961	5,550,737	4,954,891	4,434,205	3,977,676	3,576,118	3,221,836	2,908,361	2,630,232
Amortization (Pre-operational Expenses)	-	2,640,000	2,640,000	2,640,000	2,640,000	2,640,000	-	-	-	-	-
Interest charge	-	-	-	-	-	-	-	-	-	-	-
Net profit before working capital changes	-	34,276,814	36,526,257	38,853,293	41,259,736	43,747,408	46,318,137	48,973,757	51,716,098	54,546,991	57,468,257
Working Capital changes											
Raw materials stock	-	(8,460,663)	(169,213)	(172,598)	(176,049)	(179,570)	(183,162)	(186,825)	(190,562)	(194,373)	(198,260)
W.I.P	-	(1,120,903)	(22,418)	(22,866)	(23,324)	(23,790)	(24,266)	(24,751)	(25,246)	(25,751)	(26,266)
Finished goods stock	-	(5,430,463)	(108,609)	(110,781)	(112,997)	(115,257)	(117,562)	(119,913)	(122,312)	(124,758)	(127,253)
Accounts payable	-	14,119,203	282,384	288,032	293,792	299,668	305,662	311,775	318,010	324,371	330,858
Accounts receivable	-	(19,483,671)	(584,510)	(602,045)	(620,107)	(638,710)	(657,871)	(677,607)	(697,936)	(718,874)	(740,440)
Working capital	-	(20,376,497)	(602,367)	(620,259)	(638,685)	(657,659)	(677,200)	(697,322)	(718,045)	(739,385)	(761,362)

changes											
Tax	-	(8,614,661)	(9,677,954)	(10,731,895)	(11,782,696)	(12,835,621)	(14,819,161)	(15,889,173)	(16,972,992)	(18,073,520)	(19,193,309)
Cash provided by/ used in operations	-	5,285,656	26,245,937	27,501,139	28,838,355	30,254,127	30,821,776	32,387,261	34,025,062	35,734,085	37,513,587
FINANCING ACTIVITIES											
Long term loan	-	-	-	-	-	-	-	-	-	-	-
Owner equity	120,039,634	-	-	-	-	-	-	-	-	-	-
Dividend paid	-		7,999,328	8,986,671	9,965,331	10,941,074	11,918,791	13,760,650	14,754,232	15,760,635	16,782,555
Cash provided by/ used in Financing activities	120,039,634	-	7,999,328	8,986,671	9,965,331	10,941,074	11,918,791	13,760,650	14,754,232	15,760,635	16,782,555
INVESTING ACTIVITIES											
Capital Expenditure	(99,347,482)	-	-	-	-	-	-	-	-	-	-
Cash provided by/ used in Investing activities	(99,347,482)	-	-	-	-	-	-	-	-	-	-
Net Cash Flow	20,692,153	5,285,656	18,246,609	18,514,468	18,873,025	19,313,053	18,902,985	18,626,611	19,270,829	19,973,450	20,731,032
Cash balance B/ F	-	20,692,153	25,977,809	44,224,418	62,738,886	81,611,911	100,924,963	119,827,948	138,454,559	157,725,388	177,698,838
Cash balance C/ F	20,692,153	25,977,809	44,224,418	62,738,886	81,611,911	100,924,963	119,827,948	138,454,559	157,725,388	177,698,838	198,429,870

20. PROJECT APPRAISAL

Description		Cost of Funds	Weighted Ave Cost of Funds	Amount
	%	%	%	
Equity	100%	13	13	120,039,634
Debt	0%	0	0	-
	100%	13	13	120,039,634

** Cost of equity is calculated without taking into account the potential growth over the period of 10 years. The potential growth as visible over 10 years is erratic. If we take this growth factor into cost of equity calculation; our NPV calculation can show different scenarios. However considering the time uncertainty over the projected 10 years; we base our cost of equity on the results of the first year.

Years	Cash inflow	Cash out flow	Net cash flow	Discounted Figure	Discounted Value
0	-	(120,039,634)	(120,039,634)	1.000	(120,039,634)
1	26,018,016	-	26,018,016	0.961	25,003,313
2	28,898,289	-	28,898,289	0.924	26,702,019
3	31,772,704	-	31,772,704	0.888	28,214,161
4	34,655,823	-	34,655,823	0.854	29,596,073
5	37,560,044	-	37,560,044	0.821	30,836,796
6	43,135,996	-	43,135,996	0.790	34,077,437
7	46,112,862	-	46,112,862	0.759	34,999,662
8	49,138,629	-	49,138,629	0.730	35,871,199
9	52,220,302	-	52,220,302	0.702	36,658,652
***10	55,364,071	-	55,364,071	0.675	37,370,748
Net Present Value					199,290,426

Internal Rate of Return	IRR	26.0%
--------------------------------	------------	--------------

** It has been assumed that at the end of year-10, working capital shall be realized to the tune of 50% of the total working capital value standing as at the end of year 10. Such realization has been taken as cash inflow in year 10

Total land required

Cost of land/acre 6,000,000 2 12,000,000

Description	Covered area (sq.ft)	Construction cost (PKR/sq.ft)	Construction Cost
Office	1,000	1,400	1,400,000
Processing hall	5,000	1,400	7,000,000
Utilities hall and workshop	1,000	1,400	1,400,000
Spare parts and general items store	2,500	1,400	3,500,000
Canteen	1,000	1,250	1,250,000
Laboratory	300	1,800	540,000
Toilets and change room	500	1,250	625,000
Residence for security guards	1,000	1,250	1,250,000
Fruit/vegetable unloading shed	1,700	1,000	1,700,000
Parking shed	1,500	1,000	1,500,000
Inside roads (sq.ft.)	4,000	100	400,000
Pavements (sq. ft.)	1,000	80	80,000
Boundary wall (R.ft.)	600	800	480,000
Landscaping (sq. ft)	8,000	50	400,000
Factory Gates (no.)	2	200,000	400,000
Total			21,925,000

Item	Number	Unit Cost (PKR)	Total Cost (PKR)
Office Furniture set	1	1,000,000	1,000,000
Office Interior	1	1,000,000	1,000,000
Air Conditioners	3	60,000	180,000
Laptop Computers	2	70,000	140,000
Desktop Computers	3	50,000	150,000
Printers	3	20,000	60,000
Telephone sets	10	3,000	30,000
Total			2,560,000

Type of Vehicle	No.	Unit cost (PKR)	Total cost (PKR)
Small Truck	1	2,500,000	2,500,000
Car	1	2,000,000	2,000,000
Carry Van	1	1,200,000	1,200,000
Tractor & Trolley	1	1,200,000	1,200,000
Motorcycles	2	75,000	150,000
Total	6		7,050,000

Electricity Requirements

Sr. No		Power requirement (KW)
1	Pocket filler	9
2	Shower filler	7
3	Can seaming machine	3
6	Belt conveyer for sorting	1.5
7	Fruit washer	3
8	Brush washer	1.5
9	Lye peeling trough	2
10	Carrot peeling machine	3
11	Carrot slicing machine	3
13	Peas Sheller	5
14	Blanching machine	1
15	Steam jacketed jacket tank	0.5
18	Retort	7
19	Water pump	0.7
10	Boiler 1-ton	3
11	Water treatment plant	1.5
22	Office	10
Total		61.7 KW

	NPV	IRR
	\$55,993,871.92	0.2598705

Land	NPV	IRR
6,000,000	55,993,872	25.99%
7,500,000	53,315,074	25.27%
9,000,000	50,636,277	24.57%
10,500,000	47,957,479	23.91%
12,000,000	45,278,681	23.26%
13,500,000	42,599,884	22.64%
15,000,000	39,921,086	22.04%

Pre Operating Expenses

Cost Heads	Cost (PKR)
Consultancies, Registrations, etc.	1,500,000
Utility Connections/Installations	6,500,000
Freight	1,500,000
Erection and Commissioning	2,500,000
Admin. Expenses	200,000
Promotional cost	1,000,000
Total	13,200,000

Working Capital

Cost Head	Cost (PKR)
Raw Material (fruit, cans, packing material, consumables)	14,119,203
Electricity bills	500,000
Salaries	3,190,000
Spares	400,000
Upfront Insurance Payment	1,482,950
Starting Cash Balance	1,000,000
Total	20,692,153

Designation	No.	Salary (PKR/month)	Total (PKR/month)	Salary per annum (PKR)
CEO	1	200,000	200,000	2,400,000
Admin & HR Manager	1	50,000	50,000	600,000
Finance & Accounts Manager	1	50,000	50,000	600,000
Admin & HR Officer	1	40,000	40,000	480,000
Accounts Officer	1	40,000	40,000	480,000
Marketing Manager	1	50,000	50,000	600,000
Marketing Officer	2	50,000	100,000	1,200,000
Procurement Officer	1	50,000	50,000	600,000
Plant Manager	1	125,000	125,000	1,500,000
Assistant manager/shift in charge. Production	3	50,000	150,000	1,800,000
Lab assistant	3	25,000	75,000	900,000
Foreman	1	50,000	50,000	600,000
Plant Operator	3	20,000	60,000	720,000
Quality Assurance Manager	1	45,000	45,000	540,000
Electricians	1	25,000	25,000	300,000
Store Keeper	1	35,000	35,000	420,000
Fitter/Welder	2	20,000	40,000	480,000
Boiler Operator	2	30,000	60,000	720,000
Skilled workers	8	20,000	160,000	1,920,000
Office boy	2	15,000	30,000	360,000
Security Guard	4	15,000	60,000	720,000
Driver	2	20,000	40,000	480,000
Sweeper	2	15,000	30,000	360,000
Gardener	2	15,000	30,000	360,000
Total Staff	47		1,595,000	19,140,000

S.No.	Product	Carton of can size	Fruit/Carton (Kgs)	Sugar (Kgs)	Salt (Kgs)	Empty cans (Rs/can)	Cans/Carton	Electricity (KWh)	Fuel (Ltr)	Caustic soda (Kg)	Empty Carton (PKR)	Price of Fruit (PKR/Kg)	Price of Sugar (PKR/Kg)	Price of Salt (PKR/Kg)	Price of electricity (PKR/KWh)	Price of fuel (PKR/Ltr)	Price of Caustic Soda (PKR/Kg)	Cost /Carton (PKR)	Selling price (PKR)
1	Peach	850 gm	10	2.2	0	50	12	0.7	0.225	0.2	75	35	52	30	11	75	80	1180	1888
2	Peach	3 Kg	12	2.65	0	115	4	0.82	0.27	0.24	85	35	52	30	11	75	80	1151	1727
3	Apricot	850 gm	9.5	2.5	0	50	12	0.7	0.24	0	75	35	52	30	11	75	80	1163	1570
4	Apricot	3 Kg	11.5	3	0	115	4	0.84	0.29	0	85	35	52	30	11	75	80	1134	1475
5	Carrot	850 gm	12	0	0.275	50	12	0.68	0.225	0	75	14	52	30	11	75	80	876	1051
6	Carrot	3 Kg	14.4	0	0.325	115	4	0.815	0.27	0	85	14	52	30	11	75	80	786	943
7	Peas	850 gm	15	0.05	0.05	50	12	0.68	0.225	0	75	35	52	30	11	75	80	1228	1597
8	Peas	3 Kg	18	0.06	0.06	115	4	0.816	0.27	0	85	35	52	30	11	75	80	1209	1572
9	Olive	850 gm	7.7	0	0.09	50	12	0.7	0.225	0.1	75	95	52	30	11	75	80	1442	2379
10	Olive	3 Kg	9.25	0	0.105	115	4	0.816	0.27	0.1	85	95	52	30	11	75	80	1464	2343
11	Mushroom	850 gm	9	0	0.18	50	12	0.5	0.225	0	75	95	52	30	11	75	80	1558	1869
12	Mushroom	3 Kg	10.6	0	0.21	115	4	0.58	0.27	0	85	95	52	30	11	75	80	1585	1902
13	Others	850 gm	12	1	0	83	8	1	0	0	75	52	52	30	11	75	80	1,231	1478

Product Mix

Production per month (cartons)

Product	Carton of can size	Cartons per shift	Production per month (cartons)												Total		
			Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec			
Peach	850 gm	525								7875	11550		2625			22050	
Peach	3 Kg	500										11000				11000	
Apricot	850 gm	525				8925										8925	
Apricot	3 Kg	500				2500										2500	
Carrot	850 gm	525											6300			6300	
Carrot	3 Kg	500											5000			5000	
Peas	850 gm	525	11550	0	7875											7875	27300
Peas	3 Kg	500		11000	3500											3500	18000
Olive	850 gm	525						2625	8400								11025
Olive	3 Kg	500							3000								3000
Mushroom	850 gm	525						6300		3675			5250				15225
Mushroom	3 Kg	500											3500				3500
Other	850 gm	525						2625									2625
Total			11550	11000	11375	11425	11550	11400	11550	11550	11000	11375	11300	11375	11375	136450	

Product	Carton of can size	Total	%age each product line	%age each product
Peach	850 gm	22,050	16	
	3 Kg	11,000	8	24
Apricot	850 gm	8,925	7	
	3 Kg	2,500	2	8
Carrot	850 gm	6,300	5	
	3 Kg	5,000	4	8
Peas	850 gm	27,300	20	
	3 Kg	18,000	13	33
Olive	850 gm	11,025	8	
	3 Kg	3,000	2	10
Mushroom	850 gm	15,225	11	
	3 Kg	3,500	3	14
Other	850 gm	2,625	2	2
Total		136,450	100	100

S.No.	Product	Carton of can size	Fruit (PKR)	Sugar (PKR)	Salt (PKR)	Empty cans (PKR)	Electricity (PKR)	Fuel (Ltr)	Caustic soda (Kg)	Empty Carton (PKR)	Cost /Carton (PKR)	Selling price (PKR)
1	Peach	850 gm	350	114.40	-	600	8	17	16	75	1,180	1,888
2	Peach	3 Kg	420	137.80	-	460	9	20	19	85	1,151	1,727
3	Apricot	850 gm	333	130.00	-	600	8	18	0	75	1,163	1,570
4	Apricot	3 Kg	403	156.00	-	460	9	22	0	85	1,134	1,475
5	Carrot	850 gm	168	-	8.25	600	7	17	0	75	876	1,051
6	Carrot	3 Kg	202	-	9.75	460	9	20	0	85	786	943
7	Peas	850 gm	525	2.60	1.50	600	7	17	0	75	1,228	1,597
8	Peas	3 Kg	630	3.12	1.80	460	9	20	0	85	1,209	1,572
9	Olive	850 gm	732	-	2.70	600	8	17	8	75	1,442	2,379
10	Olive	3 Kg	879	-	3.15	460	9	20	8	85	1,464	2,343
11	Mushroom	850 gm	855	-	5.40	600	6	17	0	75	1,558	1,869
12	Mushroom	3 Kg	1007	-	6.30	460	6	20	0	85	1,585	1,902
13	Others	850 gm	596	45.33	3.24	660	8	19	4	75	1,231	1,478

S.No.	Product	Carton of can size	Cost /Carton (PKR)	Selling price (PKR)/Carton	Selling price (PKR)/Can
1	Peach	850 gm	1,180	1,888	157
2	Peach	3 Kg	1,151	1,727	432
3	Apricot	850 gm	1,163	1,570	131
4	Apricot	3 Kg	1,134	1,475	369
5	Carrot	850 gm	876	1,051	88
6	Carrot	3 Kg	786	943	236
7	Peas	850 gm	1,228	1,597	133
8	Peas	3 Kg	1,209	1,572	393
9	Olive	850 gm	1,442	2,379	198
10	Olive	3 Kg	1,464	2,343	586
11	Mushroom	850 gm	1,558	1,869	156
12	Mushroom	3 Kg	1,585	1,902	475
13	Others	850 gm	1,231	1,478	185

S.No.	Product	Carton of can size	Annual production (No)	Cost of production (PKR)	Sales Revenue (PKR)
1	Peach	850 gm	22,050	26,018,449	41,629,518
2	Peach	3 Kg	11,000	12,663,970	18,995,955
3	Apricot	850 gm	8,925	10,381,560	14,015,106
4	Apricot	3 Kg	2,500	2,836,225	3,687,093
5	Carrot	850 gm	6,300	5,516,312	6,619,574
6	Carrot	3 Kg	5,000	3,927,825	4,713,390
7	Peas	850 gm	27,300	33,536,822	43,597,868
8	Peas	3 Kg	18,000	21,764,628	28,294,016
9	Olive	850 gm	11,025	15,895,569	26,227,689
10	Olive	3 Kg	3,000	4,392,378	7,027,805
11	Mushroom	850 gm	15,225	23,717,124	28,460,549
12	Mushroom	3 Kg	3,500	5,547,255	6,656,706
13	Other	850 gm	2,625	3,232,318	3,878,782
Total			136,450	169,430,435	233,804,051

MACHINERY

Sr. No.	Name of machine	Cost in local currency
1	Pocket filler	12,818,107
2	Shower filler	7,458,525
3	Change over parts	6,121,350
4	Peas Sheller	550,000
5	Can seaming machine	280,000
6	Retort	6,500,000
7	Blancher	1,100,000
8	Exhaust box	700,000
9	Belt conveyer for sorting	450,000
10	Roller conveyer	800,000
11	Fruit washer	600,000
12	Brush washer	900,000
13	Lye peeling trough	500,000
14	Carrot peeling machine	280,000
15	Carrot slicing machine	200,000
16	Steam jacketed tank	550,000
17	Boiler 1-ton	1,200,000
18	Water treatment plant	350,000
19	Set of knives and hand choppers	2,000
20	Can vacuum tester	2,500
21	Equipment (general)	500,000
22	Generator (50KW)	750,000
	Total	42,612,482

Imported Prices Conversion rate (excluding import taxes)	
€ 94,230	136.03
€ 54,830	136.03
€ 45,000	136.03
\$5,000	110

Land Price per acre (PKR)	NPV (PKR)	IRR
6,000,000	55,993,872	26.0%
7,500,000	53,315,074	25.3%
9,000,000	50,636,277	24.6%
10,500,000	47,957,479	23.9%
12,000,000	45,278,681	23.3%
13,500,000	42,599,884	22.6%
15,000,000	39,921,086	22.0%

Fruit price increase	NPV	IRR
0.00%	55,993,872	25.99%
2.50%	47,366,316	24.34%
5.00%	38,738,760	22.68%
7.50%	30,111,205	21.01%
10.00%	21,483,649	19.31%
12.50%	12,856,093	17.60%
15.00%	4,228,537	15.86%
17.50%	(4,399,018)	14.10%

Selling price decrease	NPV	IRR
0.00%	55,993,872	25.99%
2.50%	29,022,854	20.83%
5.00%	2,051,836	15.42%
7.50%	(24,919,182)	9.64%

Year-7	Year-8	Year-9	Year-10
279,174,264	287,549,492	296,175,977	305,061,256
59,412,218	62,963,366	66,592,501	70,306,792
45,397,638	48,494,262	51,638,630	54,838,025
45,397,638	48,494,262	51,638,630	54,838,025
29,508,465	31,521,270	33,565,109	35,644,716
21	22	22	23
16	17	17	18
16	17	17	18
11	11	11	12

22. Construction Schedule

	Months											
	1	2	3	4	5	6	7	8	9	10	11	12
Purchase of Land Started	X											
Machinery ordered		X										
Purchase of land completed			X									
Man Power requirement started			X									
Building work started				X								
Arrival of machinery					X							
Machinery installation started						X						
Raw material purchase started							X					
50% of Building Work completed								X				
Raw material purchase completed									X			
Man power requirement completed										X		
Machinery installation completed											X	
Building work Completed												X

Note:

Construction schedule is made for the constant (Perpetrating) year

ELECTRICITY CHARGES

Total Power Load Of Machinery

Per Day required Units 100

Per month Required KWh 2,200

Industrial Electricity tariff**Type of Connection Required B-4 TOD PEAK**

	Rate	Per Month (Rs.)	Per Year (Rs.)
Fixed Cost Rs/KWh /Month	2.80	6,160	73,920
Variable cost			
Energy Charges Rs / Kwh /Month	1.87	4,114	49,368
F A S Rs / Kwh	0.13	286	3,432
Additional Surcharge Rs. / Kwh /Month	2.20	4,840	58,080
Total variable cost	4	9,240	110,880