

Segments	Area in Sq. m
Delivery hall	352
Reception hall	352

4.8 UTILITIES

The following details the usage of utilities viz., energy and water consumption:

4.8.1 Power

The annual power consumption for the project will be around 1,326,367 in the first year. The details are provided in Annexure 2.2.

4.8.2 Water

The requirement of water would be met from the network provided by the Industrial estate. Water consumption for the first year is estimated to be approximately 1,230 cubic meters.

4.9 MANPOWER

The project will have a team of Production, Administration and Sales staff. The workers will be trained by supervisors for packaging of Dates. As the product is seasonal, there will be a temporary staff hired for a short period of time to accommodate the production requirements. The details of employees are as follows:

<i>Detail</i>	<i>Omani staff</i>	<i>Expats staff</i>
<i>Production</i>		
Operation Manager		1
Loading persons (Machinery)	1	
Machine Supervisor	1	1
Machine Inspector/Operator	2	8
Skilled Labour	2	1
Unskilled Labour	10	15
Total	16	26
<i>Temporary Workers</i>		

Loading persons (Machinery)		5
Skilled Labour	5	
Unskilled Labour		15
Total	5	20
<i>Admin & Accounts</i>		
General Manager	1	
Accountants officer		2
Store Keeper	1	1
Security	1	
Total	3	3
<i>Sales and Marketing</i>		
Sales Assistants		2
Drivers	4	
Total	4	2

4.10 PROJECT IMPLEMENTATION SCHEDULE

The critical activities include civil construction, electromechanical works and interior design. It will take about 12 months for completion of civil construction, electromechanical works and interior design.

5 FINANCIAL ANALYSIS

5.1 COST OF PROJECT

The total cost of project is RO 2.126 million. The following table illustrates the details of the cost of project.

<i>Details</i>	<i>Amount in RO</i>
Land and Site Development	15,000
Building & Civil Works	415,000
Plant and Machinery	629,000
Vehicles, etc.	71,000
Furniture & Office Equip.	14,000
Pre- Operative Expenses	147,000
Contingency & Escalation	28,000
<i>Sub Total (rounded off)</i>	1,319,000
Working Capital	807,000
Total Project Cost	2,126,000

5.1.1 Land

The proposed project would be situated in Samail Industrial Estate. The land is availed on lease rental and the site development cost is estimated at RO 15,000 as detailed in Annexure 1.1.

5.1.2 Building and Civil Works

The details of the Building and Civil works are provided in Annexure 1.2. The cost of construction is estimated at OMR 415,000. The following table illustrates the construction cost considered for the building:

S. No.	Item	Built up Area (M ²)	Rate (RO /M ²)	Amount (OMR)
A	MAIN PLANT BUILDING			
1	Thermoform Packing	150	120	18,000
2	Manual Packing	200	150	30,000
3	Storage of raw material	400	120	48,000
4	Cold Store	447	120	53,640
5	Service Room	126	120	15,120
6	Delivery Hall	352	120	42,240
7	Dates Syrup Manufacturing	200	120	24,000
8	Production Hall	687	120	82,440
	Sub-Total			313,440
B	Office Building	243	150	36,450
C	Electricity Room & Pump Room	46	150	6,900
D	OTHER CIVIL WORKS			
1	Compound wall & gate	283	40	11,314
2	Water Tanks & Storage tanks			10,000
3	Associated Electro-mechanical works			10,000
4	Other miscellaneous works			3,000
	Sub-Total			34,314
E	Design And Supervision			23,466
	TOTAL			415,000

5.1.3 Plant and Machinery

The machinery is proposed to be purchased from Mariat for Trade and Industry, based in Riyadh, KSA. The cost of machinery includes OMR 327,492 for Dates Processing machine and OMR 151,940 for Dates syrup machine. The price is including delivery to factory. The details are in annexure 1.3. The cost also includes installation, operation & training and routine maintenance.

5.1.4 Vehicle

The total cost of vehicle is around 71,000. The details are in annexure 1.4.

5.1.5 Furniture

Total furniture expenditure is expected to be around OMR 14,000. The details are in annexure 1.5.

5.1.6 Pre-operative Expenses

The estimated Pre-operative expense is RO 147,000. Details are given in Annexure 1.6. This includes the project management expenses, feasibility studies etc.

5.1.7 Contingencies

Contingencies are provided at 5% of the estimated cost of fixed assets and it works out to RO 28,000 and the details are given in Annexure 1.7.

5.1.8 Working Capital

The assumption is made as follows:

Particulars	Period
Acct. Receivable	1 Month
Admin. Expenses	1 Month
Sales Expenses	1 Month
Raw Material	6 Months
Consumables & Packing	1 Month
Wages	1 Month
Finance Cost	1 Month
WIP	1 Day
Finished goods	10 days

The working capital requirement in the first year works out to RO 807,000

5.2 MEANS OF FINANCE

The following table provides the means of finance for the proposed project:

Details	Amount in OMR
Equity	850,000
Commercial Loan	792,000
Total	1,642,000
Working Capital Loan	484,000
Total	2,126,000

5.3 COST OF SALES

The estimated cost of sales for first 5 years is summarized below. Details are provided in Annexure 2.

	Year of Operation	1	2	3	4	5
	Capacity Utilization					
	<i>Loose Dates</i>	35%	40%	50%	50%	50%
	<i>Assorted Dates</i>	35%	40%	50%	50%	50%
	<i>Dates Syrup</i>	35%	40%	50%	50%	50%
No	Item					
1	Raw Material Cost for					
i	Loose Dates					
ii	Grade 1 dates (Khalas)	129	147	184	184	184
iii	Grade 2 Dates (Fard, Neghal)	232	265	332	332	332
	Grade 3 dates (bauman, Lulu & others)	161	184	230	230	230
	Assorted Dates					
	Grade 3 Quality Dates	88	100	125	125	125
	Almond	350	400	500	500	500
	Chocolate	27	31	39	39	39
	Dates Syrup					
	Grade 4 Quality Dates	26	30	38	38	38
	Total	1,013	1,158	1,447	1,447	1,447
2	Packaging Cost for					
i	Loose Dates	146	166	208	208	208
ii	Assorted Dates	143	164	204	204	204
ii	Dates Syrup	7	8	10	10	10
	Total	296	338	423	423	423
3	Cost of Procurement (Raw Materials)	36	61	76	76	76
4	Utilities	41	43	47	47	47
5	Factory Wages	234	234	234	234	234
6	PRIME COST	1,619	1,833	2,227	2,227	2,227
7	Factory Overheads	21	36	44	44	44
8	Misc. Factory Exp.	25	28	45	45	45
9	FACTORY COST	1,665	1,897	2,316	2,316	2,316
10	Rent for Land	5	5	5	5	5
11	Admin. Salaries	58	60	61	63	65
12	Admin. Expenses	17	18	18	19	20
13	Total Admin expenses	80	82	85	88	91
14	Sales Salaries	40	42	43	44	45
15	Sales Expenses	11	11	12	12	13
16	Sales Commission	44	50	63	63	63

	Year of Operation	1	2	3	4	5
17	Distribution Cost	110	126	158	158	158
18	Total sales & dist: costs	206	229	275	277	279
19	OPERATING COST	1,950	2,209	2,676	2,681	2,686
20	Finance cost					
21	Interest on Institutional finance	95	95	92	78	64
22	Int on working capital	29	29	29	29	29
23	Total finance cost	124	124	121	107	94
	Non-cash expenses					
24	Depreciation	107	107	107	107	107
25	Prelim Expenses written off	147	0	0	0	0
	COST OF SALE	2,328	2,440	2,904	2,895	2,886

5.3.1 LAND

The land is on lease with a lease rental of RO 1 per sq. meter for the first 5 years and 15% increase in the 6th year. The cost of Land development works out to RO 15,000.

5.3.2 UTILITIES

The overall cost of utilities at full capacity operation is around RO 40,738 in the first year. The details are provided in Annexure 2.2.

5.3.3 SALARIES & WAGES

The project will have 3 divisions: Production, Admin and Sales. The total salaries per year are estimated at OMR 331,800. Details are given in annexure 2.3.

5.3.4 ADMINISTRATIVE EXPENSES

The major administrative expenses include administrative salaries, etc. The total administrative expenses are estimated at OMR 74,640. Details are given in annexure 2.5.

5.3.5 DEPRECIATION & AMORTIZATION

Depreciation is calculated on the assets as per acceptable norms. The following are the rates considered for the calculation of depreciation.

Assets	% of depreciation
Buildings	5
Plant and Machinery	10
Furniture & Office Equipments	20
Contingency & Escalation	10
Vehicles	25

5.3.6 LOAN AND INTEREST CALCULATIONS

The commercial loan of 792,000 and the working capital loan of 484,000 carry an interest rate of 6%. The repayment is proposed to commence in the third year. The detailed interest and repayment calculations are given in Annexure-2.8.

5.3.7 COST RATIOS

The major cost ratios up to year 5 and year 10, are given in the following table. The detailed ratio analysis is provided as Annexure 8.

	Years of Operation	1	2	3	4	5	10
A	COST RATIOS						
1	Raw Material / Total Sales	46%	46%	46%	46%	46%	46%
2	Packing Material	13%	13%	13%	13%	13%	13%
3	Utilities / Total Sales	2%	2%	1%	1%	1%	2%
4	Factory wages / Total Sales	11%	9%	7%	7%	7%	11%
5	Prime Cost / Total Sales	73%	73%	71%	71%	71%	73%
6	Factory exp. / Total Sales	2%	3%	3%	3%	3%	2%
7	Factory Cost / Total Sales	75%	75%	73%	73%	73%	75%
8	Administrative exp. / Total Sales	4%	3%	3%	3%	3%	4%
9	Selling exp. / Total Sales	9%	9%	9%	9%	9%	9%
10	Finance Cost / Total Sales	6%	5%	4%	3%	3%	6%
11	Non-Cash exp. / Total Sales	12%	4%	3%	3%	3%	12%
12	Total Cost / Sales	105%	97%	92%	92%	91%	105%

5.4 PROFIT AND PROFITABILITY ANALYSIS

Following is the profitability analysis for the first 5 years of operation.

	Year of Operation	1	2	3	4	5
	<i>Capacity Utilization Proposed For</i>					
	Loose Dates	35%	40%	50%	50%	50%
	Assorted Dates	35%	40%	50%	50%	50%
	Dates Syrup	35%	40%	50%	50%	50%
No	Item	Figures in '000				
1	Operating Cost	1950	2209	2676	2681	2686
2	Expected Sales					
a	<i>Loose Dates</i>	1457	1665	2081	2081	2081
b	<i>Assorted Dates</i>	716	818	1022	1022	1022
c	<i>Date Syrup</i>	36	42	52	52	52
	Sub Total	2208	2524	3155	3155	3155
3	Profit before Int & depreciation	259	315	479	474	469
4	Depreciation	107	107	107	107	107
5	Finance Cost	124	124	121	107	94
6	Operating profit	28	84	251	260	269
7	Prelim Expenses written off	147	-	-	-	-
8	Profit/Loss before tax	-119	84	251	260	269
9	Income Tax	0	0	0	0	0
10	Profit after tax	-119	84	251	260	269
11	Statutory reserve		8	25	26	27
12	Profit for appropriation	-119	76	226	234	242
13	Dividend					
14	General reserve	-119	76	226	234	242
15	Net cash accruals	135	191	358	367	376

5.5 KEY APPRAISAL CRITERIA

The key appraisal criteria based on a 10 year projection of performance is summarised in the following table.

IRR on total investment	17.2 %
IRR on equity investment	25.3%
Payback period of total investment	6 Years 3 months
Payback period of total equity	5 Years & 8 months
Break-even point	22.7% as of plant capacity
Cash break-even point	19.5% as of plant capacity
DSCR	2.279
DER	1.5: 1

5.6 SENSITIVITY ANALYSIS

Sensitivity Analysis carried out for changes in the key project parameters of sales value and capacity utilisation. The impact on the IRR on equity and IRR on total investment for a reduction in all the parameters by 5% is provided below:

VARIABLE	Base Case	Variable at a Time		
		Volume Nos	RM Cost	Sales Value
		-5%	5%	-5%
IRR on Total Investment	17.2	14.0	14.4	11.2
IRR on Equity	25.3	22.9	23.9	18.0

6 KEY SUCCESS AND PUSHBACK FACTORS

The following aspects are highlighted as the key success / pushback factors.

6.1 KEY SUCCESS FACTOR

- The project shall ensure value addition of one of the major agricultural produce of Oman
- The 1 million palm tree project being implemented by the Government shall provide the necessary raw material for the project and shall explore the possibilities of value addition to the same.
- The project shall be able to effectively leverage on the government incentives including low cost well developed industrial land, utilities etc.
- Access to well-developed roads and sea ports will help the unit in reaching potential markets (Domestic and Export markets)

6.2 KEY PUSHBACK FACTORS

The project shall experience stiff competition from the dates producers in Saudi Arabia and UAE which needs to be effectively managed through brand building and innovative product development efforts.

7 CONCLUSION

Based on the market research conducted and the financial analysis presented in this report, it can be concluded that there is a definite potential for establishing the dates & dates syrup packaging factory in Samail. Oman.

Financial indicators of the project are positive. The IRR on Total Investment for the project is 17.2% and IRR on Equity investment is 25.3%. The DSCR for the project is at 2.279 and shall be able to meet the financial obligations of the funding institutions.

Based on the various analyses done on the project, the project is found to be technically feasible and economically viable.

Annexures – Financial Projections

ANNEXURE- 1

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED PROJECT COST

S.No.	Item	Refer App.	Amount (RO)		Remarks
A1	PROJECT COST				
1	Land for Plant Site	1.1	15,000		Estimates
2	Building etc.	1.2	415,000		Estimates
3	Plant & Machinery	1.3	629,000		Estimates
4	Vehicles and Int. Transport	1.4	71,000		Estimates
5	Furniture & Office Equip.	1.5	14,000		Estimates
6	Pre- Operative Expenses	1.6	147,000		Estimates
7	Contingency & Escalation	1.7	28,000		Estimates
	Sub Total		1,319,000	1,319,000	
A2	WORKING CAPITAL		807,178	807,000	
A3	TOTAL			2,126,000	
B	MODE OF FINANCE				
1	Equity			850,000	40%
2	Term Loan from Commercial bank			792,000	
	Sub Total			1,642,000	
5	Working Capital Loan			484,000	60%
	TOTAL			2,126,000	

ANNEXURE- 1.1

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF LAND & SITE DEVELOPMENT

S.No.	Item	Unit	Q'ty	Rate (R.O.)	Amount (R.O.)	Remarks
A	LAND					
1	Land for Plant	Sq. M	5,000	0	-	Lease Land
B	SITE DEVELOPMENT					
1	Soil Testing				3,000	Lumpsum
2	Levelling	Sq. M	3,500	1.000	3,500	Lumpsum
3	Sewerage/Drainage				1,500	Lumpsum
4	Provision for Roads		350	10	3,500	
5	Provision for Water line				3,000	
	Sub Total				14,500	
C	TOTAL				14,500	
	Say				15,000	Sum (B1 to B5)

ANNEXURE- 1.2

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF BUILDING & CIVIL WORKS

S.No.	Item	Area (SqM)	Rate (RO)	Amount (RO)	Remarks
A	MAIN PLANT BUILDINGS				
1	Thermoform Packing	150	120	18,000	
2	Manual Packing	200	150	30,000	Includes False Ceiling
3	Storage of raw material	400	120	48,000	
4	Cold Store	447	120	53,640	
5	Service Room	126	120	15,120	
6	Delivery Hall	352	120	42,240	
7	Date Syrup Manufacturing	200	120	24,000	
8	Production Hall	687	120	82,440	
	Sub Total	2,562		313,440	
B	ADMINISTRATIVE BUILDING				
1	Office Building	243	150	36,450	
	Sub Total	243		36,450	
C	NON FACTORY BUILDING				
	Electricity room & pump room	46	150	6,900	
	Sub Total	46		6,900	
F	OTHER CIVIL WORKS				
1	Compound wall & gate	283	40	11,314	
2	Water Tanks & Storage tanks			10,000	
3	Associated Electro-mechanical works			10,000	
4	Other miscellaneous works			3,000	
	Sub Total			34,314	
	TOTAL	2,851		391,104	
G	ENGINEERING FEES				
1	Design			11,733	At 3% on built up area cost
2	Supervision			11,733	At 3% on built up area cost
	Sub Total			23,466	
H	TOTAL	2,851		414,570	
	Say			415,000	

ANNEXURE-1.3

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF PLANT & MACHINERY

S.No.	Item		Amount (Saudi Riyal)	Amount (R.O.)	Remarks
				0.103	
	Dates Processing Machine				
1	Dates Vaccum	1	2,490,000	255,628	
2	Stuffed Dates	1	700,000	71,863	
	Sub-Total			327,492	
3	Dates Syrup Machinery	1	1,480,000	151,940	
	Other				
4	Cooling Store	3	250,000	76,997	
5	Freezing Store	1	350,000	35,932	
6	Fumigation	1	990,000	101,635	
		1			
	Sub-total			150,000	
	Total Cost		6,260,000	629,432	
				629,000	

ANNEXURE- 1.4

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF VEHICLES & INTERNAL TRANSPORT

S.No.	Item	Q'ty (Nos.)	Rate	Amount (R.O.)	Remarks
A	VEHICLES				
1	Car - saloon	4	7,000	28,000	For Senior Executives
2	Pickup	3	9,000	27,000	For Sales
	Sub Total	7		55,000	
	Fork Lift Trucks	2	5,000	10,000	3T
	Registration, Painting, Spares etc			5,500	10% of the above
	Sub Total	2		15,500	
	TOTAL	9		70,500	
	Say			71,000	

ANNEXURE- 1.5**DATES PROCESSING AND PACKAGING PROJECT****ESTIMATED COST OF FURNITURE & OFFICE EQUIPMENT**

S.No.	Item	Q'ty Nos.	Rate (R.O.)	Amount (R.O.)	Remarks
A	OFFICE				
1	P.C with Printer	6	400	2,400	Lumpsum
2	Photocopier	2		1,000	Lumpsum
3	Fax, Telephone	Set		1,000	Lumpsum
4	Air Conditioners	8	300	2,400	Lumpsum
5	Office Furnitures			5,000	Lumpsum
	Sub Total			11,800	
B	FACTORY				
1	Storage Drums	Set		2,000	Lumpsum
D	TOTAL			13,800	
				14,000	

ANNEXURE- 1.6

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF PRE-OPERATIVE EXPENSES

S.No	Item	(R.O.)	Amount (R.O.)	Remarks
1	Preliminary Expenses		2,000	Upto formation of Co.
2	Feasibility Studies		4,000	
	Project Management Exp		18,000	12 Months* RO1500/m
3	Company Employees			
a	Salary & benefits - General manager	4,500		3 Months
c	Salary & benefits - Admin. Staff	6,660		2 Month for of the staff
	Salary & benefits -Sales. Staff	4,800		2 Month for of the staff
e	Visa, Passage etc.	46,100		RO 2500 for senior staff, RO 1,100 for mid level staff and RO 900 for lower staff
	Sub Total		62,060	
4	Financing Cost			
a	Institutional Loan Interest	23,760		At 6% for 6 months
b	Mortgage Expenses	3,960		At 0.5% on Institu: Loan
c	Other Bank Charges	500		Lumpsum
	Sub Total		28,220	
5	Communication		1,800	lumpsum
6	Travel		3,000	Lumpsum
7	Recruitment Charges		10,200	Lumpsum
8	Audit Fees, Legal Fees		1,500	Lumpsum
9	Insurance		4,176	At 0.4 % of Plant & Bldg.
10	Product Launching, Advt. etc.		5,000	Provision
11	Miscellaneous		6,998	5% of total
12	Total		146,954	
	Say..		147,000	

ANNEXURE- 1.7**DATES PROCESSING AND PACKAGING PROJECT****ESTIMATES OF CONTINGENCY AND ESCALATION**

S.No.	Item	Cost (R.O.)	Rate (%)	Provision (R.O.)	Remarks
A	FIXED ASSETS				
1	Land for Plant Site	15,000	0.0	-	
2	Building etc.	415,000	5.0	10,375	
3	Plant & Machinery	629,000	5.0	15,725	
5	Vehicles and Int. Transport	71,000	5.0	1,775	
6	Furniture & Office Equip.	14,000	5.0	350	
7	Pre- Operative Expenses	147,000	5.0	-	
	TOTAL			28,225	
	TOTAL (Rounded off)			28,000	

ANNEXURE- 1.8

**DATES PROCESSING AND PACKAGING PROJECT
ESTIMATES OF WORKING CAPITAL REQUIREMENTS**

S.No.	Item	Req.		Year 1	Year 2	Year 3	Year 4	Remarks
								<i>In RO '000</i>
1	Acct. Receivable	1	Month	173	194	233	232	Cost of sales - Non C Ex.
2	Raw Materials	6	Month	507	579	724	724	
3	Consumables & Packing	1	Month	25	28	35	35	
4	Utilities	1	Month	3	4	4	4	
5	Factory Wages	1	Month	19	19	19	19	
6	Admn. Expenses	1	Month	6	6	7	7	
7	Sales Expenses	1	Month	8	9	10	10	
8	Work in Progress	1	Day	5	5	6	6	At Factory Cost
9	Finished Goods	10	Days	51	58	69	69	At total Cost-Non cash-Selling and Distrbn
10	Finance Cost	1	Month	10.3	10.3	10.1	8.9	At Finance Cost
	Total			807	913	1117	1116	
	Say			807	913	1117	1116	

ANNEXURE-2												
DATES PROCESSING AND PACKAGING PROJECT												
COST OF SALE												
Year of Operation	1	2	3	4	5	6	7	8	9	10		
Capacity Utilization Proposed For												
PLAIN DATES	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%	50%	
VALUE ADDED PRODUCTS	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%	50%	
DATES SYRUP	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%	50%	
No	Item	Sales Quantity in Tonns										Remarks
	Loose Dates	1400	1600	2000	2000	2000	2000	2000	2000	2000	2000	
	Assorted Dates	350	400	500	500	500	500	500	500	500	500	
		1750	2000	2500	2500	2500	2500	2500	2500	2500	2500	
	Date Syrup	53	60	75	75	75	75	75	75	75	75	
	Total	3553	4060	5075	5075	5075	5075	5075	5075	5075	5075	
1	Raw Material Cost for	Figures in '000										
i	Loose Dates											
	Grade 1 Dates (Khalas)	129	147	184	184	184	184	184	184	184	184	
	Grade 2 Dates (Fard, Neghal)	232	265	332	332	332	332	332	332	332	332	
	Grade 3 Dates (Bauman, Lulu & others)	161	184	230	230	230	230	230	230	230	230	
ii	Assorted Dates											
	Grade 3 Quality Dates	88	100	125	125	125	125	125	125	125	125	
	Almond	350	400	500	500	500	500	500	500	500	500	
	Chocolate	27	31	39	39	39	39	39	39	39	39	
iii	Dates Syrup											
	Grade 4 Quality Dates	26	30	38	38	38	38	38	38	38	38	
	Total	1,013	1,158	1,447	1,447	1,447	1,447	1,447	1,447	1,447	1,447	Ref. Annexure 2.1
2	Packaging Cost for											
i	Loose Dates	146	166	208	208	208	208	208	208	208	208	10% of Sales
ii	Assorted Dates	143	164	204	204	204	204	204	204	204	204	20% of Sales
iii	Dates Syrup	7	8	10	10	10	10	10	10	10	10	20% of Sales
	Total	296	338	423	423	423	423	423	423	423	423	
3	Cost of Procurement (Raw Materials)	36	61	76	76	76	76	76	76	76	76	At RO 10 per ton
4	Utilities	41	43	47	47	47	47	47	47	47	47	Ref. Annexure 2.2
5	Factory Wages	234	234	234	234	234	234	234	234	234	234	Ref Annexure 2.3
6	PRIME COST	1,619	1,833	2,227	2,227	2,227	2,227	2,227	2,227	2,227	2,227	Sub total of 1 to 5
7	Factory Overheads	21	36	44	44	44	44	44	44	44	44	
8	Misc. Factory Exp.	25	28	45	45	45	45	45	45	45	45	At 1.5%/ 2% of (6)&(7)
9	FACTORY COST	1,665	1,897	2,316	2,316	2,316	2,316	2,316	2,316	2,316	2,316	Sub total of 6 to 8
10	Rent for Land	5	5	5	5	5	6	6	6	6	6	RO 1/sq m per annum
11	Admin. Salaries	58	60	61	63	65	67	69	71	73	76	Ref Annexure 2.3
12	Admin. Expenses	17	18	18	19	20	21	22	23	25	26	Ref Annexure 2.5
13	Total Admin expenses	80	82	85	88	91	94	97	101	104	107	Sum (10) to (12)
14	Sales Salaries	40	42	43	44	45	47	48	50	51	53	Ref Annexure 2.3
15	Sales Expenses	11	11	12	12	13	14	14	15	16	17	Ref Annexure 2.6
16	Sales Commission	44	50	63	63	63	63	63	63	63	63	2% on sales
17	Distribution Cost	110	126	158	158	158	158	158	158	158	158	5% on Sales
18	Total sales & dist. costs	206	229	275	277	279	281	283	285	288	290	Sum of (14 to 17)
19	OPERATING COST	1,950	2,209	2,676	2,681	2,686	2,691	2,697	2,702	2,708	2,713	Sum(9)+(13)+(18)
20	Finance cost											
21	Int on Institutional finance	95	95	92	78	64	51	37	24	10	0	Ref Annexure 2.8
22	Int on working capital	29	29	29	29	29	29	29	29	29	29	Ref Annexure 2.8
23	Total finance cost	124	124	121	107	94	80	66	53	39	29	Sum(21)+(22)
24	Non cash expenses											
24	Depreciation	107	107	107	107	107	107	107	107	107	107	Ref Annexure 2.7
25	Prelim Expenses written off	147	0	0	0	0	0	0	0	0	0	Ref Annexure 2.7
	COST OF SALE	2,328	2,440	2,904	2,895	2,886	2,878	2,870	2,862	2,853	2,849	Sum 19+23+24+25

ANNEXURE- 2.1

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED COST OF RAW MATERIALS

A PLAIN DATES						
Annual Sales Quantity			4,000	Tons		
Raw Dates Rejection Rate in %			20%			
Raw Dates to Ripened Dates in %			95%			
Total Quantity of Raw Dates Required			5,263	Tons		
S. No	Product	% of Product Mix	Qty	Unit	Unit Price in RO	Amount in RO
	Grade 1 dates (Khalas)	20%	1,053	Tons	350	368,421
	Grade 2 Dates (Fard, Neghal)	45%	2,368	Tons	280	663,158
	Grade 3 dates (bauman, Lulu & others)	35%	1,842	Tons	250	460,526
	TOTAL	100%	5,263	Tons		1,492,105
B ASSORTED DATES						
Annual Sales Quantity (weight of dates)			1,000	Tons		
Rejection Rate in %			20%			
Raw Dates to Ripened Dates in %			95%			
Total Quantity of Raw Dates Required - Grade 3			1,316	Tons		
S. No	Product	% of Product Mix	Qty	Unit	Unit Price in RO	Amount in RO
	Grade 3 Quality Dates					
	Almond+Dates	80%	1000			
	<i>Dates (80% of Weight)</i>		800	Tons	250	200,000
	<i>Almond (20% of Weight)</i>		200	Tons	5000	1,000,000
	Chocolate+Dates	20%	222			
	<i>Dates (90% of Weight)</i>		200	Tons	250	50,000
	<i>Chocolate (10% of Weight)</i>		22	Tons	3500	77,778
	TOTAL	100%		Tons		1,327,778
C DATES SYRUP						
Annual Sales Quantity			150	Tons		
Raw Dates Rejection Rate in %			20%			
Yield of date syrup to dates %			50%			
Total Quantity of Raw Dates Required			375	Tons		
S. No	Product	% of Product Mix	Qty	Unit	Unit Price in RO	Amount in RO
	Grade 4 Quality Dates	100%	375	Tons	200	75,000

ANNEXURE- 2.3

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATES OF ANNUAL SALARIES AND WAGES

S.No.	Item	No of personnel		Salary		Annual RO
				(RO/month)		
		Omani	Expat	Omani	Expat	
A	PRODUCTION					
I	Date Processing Machine					
1	Operation Manager		1		850	10,200
2	Loading persons (Machinery)	1		350		4,200
3	Machine Supervisor	1	1	600	400	12,000
4	Machine Inspector/Operator	2	8	500	350	45,600
5	Skilled Labour	2	1	400	350	13,800
6	Unskilled Labour	10	15	350	150	69,000
	Sub Total	16	26			154,800
	Temporary Workers					
1	Loading persons (Machinery)		5		180	2,700
2	Skilled Labour	5		400		6,000
3	Unskilled Labour		15		180	8,100
					360	16,800
	Sub Total	5	20			171,600
	Other benefits @ 40%					61,920
	Total	21	46			233,520
B	ADMIN & ACCOUNTS					
1	General Manager	1		1500		18,000
2	Accountants officer		2		450	10,800
3	Store Keeper	1	1	400	250	7,800
4	Security	1		400		4,800
	Total Salary					41,400
	Other Benefits @ 40%					16,560
	Total Cost	3	3			57,960
C	SALES					
1	Sales Assistants		2		400	9,600
2	Drivers	4		400	400	19,200
	Total Salary					28,800
	Other Benefits @ 40%					11,520
	Total Cost	4	2			40,320
D	GRAND TOTAL	28	51	-	-	331,800
	Omanisation		35%			

ANNEXURE- 2.4**DATES PROCESSING AND PACKAGING PROJECT
ESTIMATES OF ANNUAL FACTORY EXPENSES**

S.No.	Item	Year	Year	Year	Remarks
		1	2	3	
1	Repairs & Maintenance	3145	6290	9435	At 0.5 %, 1 % and 1.5% of erected cost of Plant and Machinery for year 1, 2 and 3 respectively
2	Civil Repairs	4,150	6,225	8,300	At 1 %, 1.5% and 2% of cost of Building and Civil Works for year 1, 2 and 3 respectively
3	Spare Parts	3,145	12,580	15,725	At 0.5%, 2.0% and 2.5% of 'at-site' cost plant & machinery
4	Insurance	10,440	10,440	10,440	At 1 % of cost Building, Plant and Machinery
5	TOTAL	20,880	35,535	43,900	

ANNEXURE- 2.5

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATES OF ANNUAL ADMINISTRATIVE EXPENSES

S.No.	Item	(R.O.)	Amount (R.O.)	Remarks
	ADMINISTRATION			
1	Salaries & Benefits		57,960	
2	Rents and Rates			provided in COS
3	Vehicle Expenses & Petrol			
a	Cars	2880		At R.O. 60/Month/vehicle
	Sub Total		2,880	
4	Telephone, Fax etc.		3,000	At R.O. 250/Month
5	Legal, Audit Fees		2,400	Lumpsum
6	Utilities outside Plant		2,400	@ RO 200 per month
7	Registratioin & Renewals		2,400	Lumpsum
8	Insurance		1,200	Lumpsum
9	Other Expenses		2,400	
	Total		74,640	

ANNEXURE- 2.6**DATES PROCESSING AND PACKAGING PROJECT****ESTIMATES OF ANNUAL SALES EXPENSES**

S.No.	Item	Amount (RO)	Amount (RO)	Remarks
	SALES EXPENSES			
1	Salaries		40,320	See Annexure 2.3
2	Vehicle Expenses & Petrol	2160	2,160	RO 60/month/vehicle
3	Miscellaneous Expenses		8,496	20 % of the sum above
	Total		50,976	

ANNEXURE- 2.7

DATES PROCESSING AND PACKAGING PROJECT

DEPRECIATION CALCULATIONS

	Item	Cost	Rate (%)	S.V. (R.O.)	Amount (R.O.)	Renewals
A	FIXED ASSETS					
1	Land for Plant Site	15,000	0	0	0	Nil
2	Building etc.	415,000	5	207,500	20,750	Nil
3	Plant & Machinery	629,000	10	0	62,900	Year 11
4	Vehicles and Int. Transp.	71,000	25	35,500	17,750	Years 5, 9
5	Furniture & Office Equip.	14,000	20	0	2,800	Years 6, 11
6	Contingency & Escalation	28,000	10	0	2,800	Nil
	Sub Total	1,172,000		243,000	107,000	
B	PRELIM & PRE OPE: EXP	147,000	100	0	147,000	Nil
C	WORKING CAPITAL					
1	Working Capital	1,115,566	0	1,115,566	0	
D	TOTAL			1,358,566	254,000	
	Less Balance Loan			484,000		
E	SALVAGE VALUE			874,566		
	Note: S.V. = Salvage Value at the end of 10th year.					

ANNEXURE- 2.8

DATES PROCESSING AND PACKAGING PROJECT

LOAN & INTEREST CALCULATIONS

No	Year	BankLoan			Bank		TERM LOAN			Annual	
		Prn	Int	Rep	Prn	Int	Prn	Int	Rep	Int	Rep
	7		6%			6%					
1	1	0	0.0	0	484	14.5	792	47.5	0		
2		0	0.0	0	484	14.5	792	47.5	0	124.1	0
3	2	0	0.0	0	484	14.5	792	47.5	0		
4		0	0.0	0	484	14.5	792	47.5	0	124.1	0
5	3	0	0.0	0	484	14.5	792	47.5	57		
6		0	0.0	0	484	14.5	735	44.1	57	120.7	113
7	4	0	0.0	0	484	14.5	679	40.7	57		
8		0	0.0	0	484	14.5	622	37.3	57	107.1	113
9	5	0	0.0	0	484	14.5	566	33.9	57		
10		0	0.0	0	484	14.5	509	30.5	57	93.5	113
11	6	0	0.0	0	484	14.5	453	27.2	57		
12		0	0.0	0	484	14.5	396	23.8	57	80.0	113
13	7	0	0.0	0	484	14.5	339	20.4	57		
14		0	0.0	0	484	14.5	283	17.0	57	66.4	113
15	8	0	0.0	0	484	14.5	226	13.6	57		
16		0	0.0	0	484	14.5	170	10.2	57	52.8	113
17	9	0	0.0	0	484	14.5	113	6.8	57		
18		0	0.0	0	484	14.5	57	2.8	57	38.7	113
19	10	0	0.0	0	484	14.5	0	0	0		
20		0	0.0	0	484	14.5	0	0	0	29.0	0

ANNEXURE- 3

DATES PROCESSING AND PACKAGING PROJECT

ESTIMATED WORKING RESULTS

Year of Operation	1	2	3	4	5	6	7	8	9	10	Remarks	
Capacity Utilization Proposed For												
PLAIN DATES	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
VALUE ADDED PRODUCTS	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
DATES SYRUP	35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
Estimated Sales Quantity:												
PLAIN DATES	1400	1600	2000	2000	2000	2000	2000	2000	2000	2000		
VALUE ADDED PRODUCTS	428	489	611	611	611	611	611	611	611	611		
DATES SYRUP	53	60	75	75	75	75	75	75	75	75		
No	Item	In R.O.'000										
1	Operating Cost	1950	2209	2676	2681	2686	2691	2697	2702	2708	2713	Ref Annexure 2
2	Expected Sales											
a	<i>Loose Dates</i>	1457	1665	2081	2081	2081	2081	2081	2081	2081	2081	
b	<i>Assorted Dates</i>	716	818	1022	1022	1022	1022	1022	1022	1022	1022	
c	<i>Date Syrup</i>	36	42	52	52	52	52	52	52	52	52	
	Sub Total	2208	2524	3155	3155	3155	3155	3155	3155	3155	3155	Sum of (2a+2b+2c)
3	Profit before Int & dep	259	315	479	474	469	463	458	453	447	442	Sum of (2-1)
4	Depreciation	107	107	107	107	107	107	107	107	107	107	Ref Annexure 2.7
5	Finance Cost	124	124	121	107	94	80	66	53	39	29	Ref Annexure 2.8
6	Operating profit	28	84	251	260	269	276	285	293	302	306	Sum of (3 - 4 - 5)
7	Prelim Expenses written off	147	-	-	-	-	-	-	-	-	-	Ref Annexure 2.7
8	Profit/Loss before tax	-119	84	251	260	269	276	285	293	302	306	Sum of (6 - 7 - 8)
9	Income Tax	0	0	0	0	0	41	43	44	45	46	@15%
10	Profit after tax	-119	84	251	260	269	235	242	249	256	260	Difference of (8-9)
11	Statutory reserve		8	25	26	27	23	24	25	26	26	@10%
12	Profit for appropriation	-119	76	226	234	242	211	218	224	231	234	Difference (10) - (11)
13	Dividend											
14	General reserve	-119	76	226	234	242	211	218	224	231	234	
15	Net cash accruals	135	191	358	367	376	342	349	356	363	367	Sum of (4+7+10+13)

ANNEXURE- 3.1								
DATES PROCESSING AND PACKAGING PROJECT								
ESTIMATES OF SALES REALISATION								
Annual Production Capacity			4,000	Tons				
S. No	Product	% of Product Mix	Qty	Unit	Retail Price in RO per Kg	Unit Price to Retailer in RO (at 30% margin)	Amount in RO	Remarks
A PLAIN DATES						30%		
Grade 1 dates (Khalas)								
	Dates with seeds	10%	400	Tons	1.800	1.385	553,846	
	Seedless Dates	10%	400	Tons	2.200	1.692	676,923	
Grade 2 Dates (Fard, Neghal)								
	Dates with seeds	25%	1000	Tons	1.200	0.923	923,077	
	Seedless Dates	20%	800	Tons	1.600	1.231	984,615	
Grade 3 dates (Bauman, Lulu & others)								
	Dates with seeds (Vacuumed)	35%	1400	Tons	0.950	0.731	1,023,077	
TOTAL		100%	4,000	Tons			4,161,538	
Annual Production Capacity			1,000	Tons				
S. No	Product	% of Product Mix	Qty	Unit	Retail Price in RO per Kg	Unit Price to Retailer in RO (at 25% margin)	Amount in RO	
B VALUE ADDED PRODUCTS						25%		
Grade 3 Quality Dates (Seedless)								
	Almond+Dates	80%	1000	Tons	2.000	1.600	1,600,000	
	Chocolate+Dates	20%	222	Tons	2.500	2.000	444,444	
TOTAL		100%					2,044,444	
Annual Production Capacity			150	Tons				
S. No	Product	% of Product Mix	Qty	Unit	Retail Price in RO per Kg	Unit Price to Retailer in RO (at 30% margin)	Amount in RO	
C DATES SYRUP						30%		
	Grade 4 Quality Dates	100%	150	Tons	0.900	0.692	103,846	

ANNEXURE- 4

DATES PROCESSING AND PACKAGING PROJECT

PROJECTED CASH FLOW STATEMENT

Year of Operation		1	2	3	4	5	6	7	8	9	10		
No	Item	In R.O.'000											Remarks
A	CASH INFLOW												
1	Equity	850	0	0	0	0	0	0	0	0	0	0	Ref Annexure 1
2	Profit bef tax & int	0	5	208	372	367	362	356	351	346	340	335	Ref Annexure 3
3	Depreciation	0	107	107	107	107	107	107	107	107	107	107	Ref Annexure 2.7
4	Prel exp written off		147	0	0	0	0	0	0	0	0	0	Ref Annexure 2.7
5	Increase in Other term loan	792	0	0	0	0	0	0	0	0	0	0	Ref Annexure 1
6	Increase in Istitu: Loan		0	0	0	0	0	0	0	0	0	0	Ref Annexure 1
7	Increase in W C loan	484	0	0	0	0	0	0	0	0	0	0	Ref Annexure 1
8	Other income	0											Ref Annexure 3
9	Sub Total	2,126	259	315	479	474	469	463	458	453	447	442	Sum of A1 to A8
B	CASH OUTFLOW												
1	Capital Project expenditure	1,172	0	0	0	0	71	14	0	0	71	0	Ref Annexure 1& 2.7
2	Other normal cap exp	147											Ref Annexure 1& 2.7
3	Increase in Working Cap:	807	0	106	205	0	0	0	0	0	0	0	Ref Annexure 1.7
4	Decrease in Institu:Loan	0	0	0	0	0	0	0	0	0	0	0	Ref Annexure 2.8
5	Decrease in Other term loan		0	0	113	113	113	113	113	113	113	0	
6	Interest on term loans		95	95	92	78	64	51	37	24	10	0	Ref Annexure 2.8
7	Interest on work cap loan		29	29	29	29	29	29	29	29	29	29	Ref Annexure 2.8
8	Income Tax	0	0	0	0	0	41	43	44	45	46	46	Ref Annexure 3.2
9	Dividend	0	0	0	0	0	0	0	0	0	0	0	Provision
10	Sub Total	2,126	124	230	438	220	278	249	222	210	268	75	Sum of B1 to B9
11	OPENING BALANCE	0	0	135	220	260	514	706	920	1,156	1,399	1,579	
C	SURPLUS	0	135	86	40	254	191	215	236	243	179	367	Difference(A9)-(B10)
D	CLOSING BALANCE	0	135	220	260	514	706	920	1,156	1,399	1,579	1,945	

ANNEXURE- 5

DATES PROCESSING AND PACKAGING PROJECT

INTERNAL RATE OF RETURN ON TOTAL CAPITAL

Year of Operation		1	2	3	4	5	6	7	8	9	10		
Production		35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
No	Item	In R.O.'000											Remarks
A	CASH INFLOW												
1	Net Profit bef. Tax		-119	84	251	260	269	276	285	293	302	306	Refer Annexure - 3
2	Depreciation	0	107	107	107	107	107	107	107	107	107	107	Ref Annexure 2.7
3	Prelim Exp written off		147	0	0	0	0	0	0	0	0	0	Ref Annexure 2.7
4	Finance Cost	0	124	124	121	107	94	80	66	53	39	29	Ref Annexure 2.8
5	Terminal Value	0	0	0	0	0	0	0	0	0	0	2,837	Ref Annexure 2.7
	Sub Total	0	259	315	479	474	469	463	458	453	447	3,278	Sum of A1 to A5
B	CASH OUTFLOW												
1	Capital Project expenditure	1,172	0	0	0	0	71	14	0	0	71	0	Refer Annexure - 1
2	Other normal cap exp	147	0	0	0	0	0	0	0	0	0	0	Refer Annexure - 1
3	Working Capital	807	0	106	205	0	0	0	0	0	0	0	Refer Annexure - 1
4	Income Tax		0	0	0	0	0	41	43	44	45	46	Refer Annexure - 3.2
	Sub Total	2,126	0	106	205	0	71	55	43	44	116	46	Sum of B1 to B4
C	NET CASHFLOW (AT)	-2,126	259	210	274	474	398	408	416	409	331	3,232	
D	NETCASH FLOW(PT)	-2,126	259	210	274	474	398	449	458	453	376	3,278	
E	INTERNAL RATE OF RETURN ON TOTAL INVESTMENT										17.2	%	

ANNEXURE- 6

DATES PROCESSING AND PACKAGING PROJECT

INTERNAL RATE OF RETURN ON EQUITY CAPITAL (AFTER TAX)

Year of Operation	0	1	2	3	4	5	6	7	8	9	10		
Production		35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
No	Item	In R.O.'000										Remarks	
A	CASH INFLOW												
1	Net Profit before Tax	0	-119	84	251	260	269	276	285	293	302	306	Refer Annexure- 3
2	Depreciation	0	107	107	107	107	107	107	107	107	107	107	Refer Annexure - 2.7
3	Prelim Exp written off	0	147	0	0	0	0	0	0	0	0	0	Refer Annexure - 2.7
4	Salvage Value	0	0	0	0	0	0	0	0	0	0	2837	Refer Annexure - 2.7
	Sub Total	0	135	191	358	367	376	383	392	400	409	3249	Sum of A1 to A4
B	CASH OUTFLOW												
1	Equity	850	0	0	0	0	0	0	0	0	0	0	Refer Annexure - 1
2	Fixed Assets	0	0	0	0	0	71	14	0	0	71	0	Refer Annexure - 1
3	Working Capital	0	0	106	205	0	0	0	0	0	0	0	Refer Annexure - 1
4	Loan Instalment	0	0	0	113	113	113	113	113	113	113	0	Refer Annexure - 2.8
5	Income Tax	0	0	0	0	0	0	41	43	44	45	46	Refer Annexure - 3.1
	Sub Total	850	0	106	318	113	184	169	156	157	229	46	Sum of A1 to A5
C	NET CASHFLOW	-850	135	86	40	254	191	215	236	243	179	3203	
D	INTERNAL RATE OF RETURN ON EQUITY INVESTMENT								25.3	%			

ANNEXURE- 7

DATES PROCESSING AND PACKAGING PROJECT

PROJECTED BALANCE SHEET

Year of Operation		1	2	3	4	5	6	7	8	9	10		
Production		35%	40%	50%	50%	50%	50%	50%	50%	50%	50%		
No	Item	In R.O.'000											Remarks
A	ASSETS EMPLOYED												
1	Fixed Assets												
a	Gross Fixed Assets	1,172	1,172	1,172	1,172	1,172	1,243	1,257	1,257	1,257	1,328	1,328	Refer Annexure - 2.7
b	Preliminary expenses	147	0	0	0	0	0	0	0	0	0	0	Refer Annexure- 2.7
c	Acc. Depreciation	0	107	214	321	428	535	642	749	856	963	1,070	Refer Annexure- 2.7
d	Net Fixed Assets	1,319	1,065	958	851	744	708	615	508	401	365	258	
2	Current Assets												
a	Cash	0	135	220	260	514	706	920	1,156	1,399	1,579	1,945	Refer Annexure - 4
b	Other Cur. Assets	807	807	913	1,117	1,117	1,117	1,117	1,117	1,117	1,117	1,117	Refer Annexure - 1.7
c	Total Cur. Assets	807	942	1,133	1,378	1,631	1,823	2,038	2,274	2,517	2,696	3,063	
3	Less: Cur. Liabilities	0	0	0	0	0	0	0	0	0	0	0	
	TOTAL	2,126	2,007	2,091	2,229	2,375	2,531	2,653	2,782	2,918	3,061	3,321	
B	FINANCED BY												
1	Equity	850	850	850	850	850	850	850	850	850	850	850	Refer Annexure - 1
2	Statutory reserve		0	8	34	59	86	110	134	159	185	211	
3	General reserves	0	-119	-44	182	416	658	869	1,087	1,312	1,542	1,776	Cu.NP-Cu.Divident
4	Other term loan	0	792	792	679	566	453	339	226	113	0	0	Refer Annexure - 2.8
4	Term Loan	792	0	0	0	0	0	0	0	0	0	0	Refer Annexure - 2.8
5	Bank Borrowings (WC)	484	484	484	484	484	484	484	484	484	484	484	Refer Annexure - 2.8
	TOTAL	2,126	2,007	2,091	2,229	2,375	2,531	2,653	2,782	2,918	3,061	3,321	

ANNEXURE- 8

DATES PROCESSING AND PACKAGING PROJECT

RATIO ANALYSIS

Years of Operation	1	2	3	4	5	6	7	8	9	10
A COST RATIOS										
1 Raw Material / Total Sales	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%
2 Packin Material	13%	13%	13%	13%	13%	13%	13%	13%	13%	13%
3 Utilities / Total Sales	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%
4 Factory wages / Total Sales	11%	9%	7%	7%	7%	7%	7%	7%	7%	7%
5 Prime Cost / Total Sales	73%	73%	71%	71%	71%	71%	71%	71%	71%	71%
6 Factory exp. / Total Sales	2%	3%	3%	3%	3%	3%	3%	3%	3%	3%
7 Factory Cost / Total Sales	75%	75%	73%	73%	73%	73%	73%	73%	73%	73%
8 Administrative exp. / Total Sales	4%	3%	3%	3%	3%	3%	3%	3%	3%	3%
9 Selling exp. / Total Sales	9%	9%	9%	9%	9%	9%	9%	9%	9%	9%
10 Finance Cost / Total Sales	6%	5%	4%	3%	3%	3%	2%	2%	1%	1%
11 Non-Cash exp. /Total Sales	12%	4%	3%	3%	3%	3%	3%	3%	3%	3%
12 Total Cost / Sales	105%	97%	92%	92%	91%	91%	91%	91%	90%	90%
B PROFITABILITY RATIOS										
1 PBDIT / Sales	12%	12%	15%	15%	15%	15%	15%	14%	14%	14%
2 Operating profit / Sales	1%	3%	8%	8%	9%	9%	9%	9%	10%	10%
3 PAT / Sales	-5%	3%	8%	8%	9%	7%	8%	8%	8%	8%
4 PAT / Investment	-7%	5%	15%	16%	16%	14%	15%	15%	16%	16%
5 Payout Ratio	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
6 EPS	-140	89	266	275	284	249	256	264	272	275

ANNEXURE- 9
DATES PROCESSING AND PACKAGING PROJECT
BREAK EVEN ANALYSIS

S.No.	Item	Year 1	Year 6	Remarks
In R.O. '000				
A	FIXED COST			
1	Production Wages	234	234	Refer Annexure - 2
2	Factory Overhads	21	44	Refer Annexure - 2
3	Misc. Factory Exp.	25	45	Refer Annexure - 2
4	Admin. Expenses	75	80	Refer Annexure - 2
5	Sales Expenses	95	123	Refer Annexure - 2
6	Depreciation	107	107	Refer Annexure - 2
7	Prelim. Expenses written off	147	0	Refer Annexure - 2
8	Financing Cost	124	80	Refer Annexure - 2
9	Income Tax	0	41	Refer Annexure - 2
10	Sub Total	827	755	
B	VARIABLE COST			
1	Raw materials	1013	1447	Refer Annexure - 2
2	Utilities	41	47	Refer Annexure - 2
3	Misc. Expenses	0	0	
4	Sub Total	1054	1494	
C	SALES	2208	3155	Refer Annexure - 3
D	CONTRIBUTION	1154	1661	Difference C - B
E	BREAK EVEN POINT	71.6	45.4	As % of Production
		25.1	22.7	As % of Plant Capacity
F	CASH BEP	49.6	39.0	As % of Production
		17.4	19.5	As % of Plant Capacity

ANNEXURE- 10						
DATES PROCESSING AND PACKAGING PROJECT						
SENSITIVITY ANALYSIS (IRR FOR 10 YEARS)						
S.No.	Item	Projection	Change in One			Combined
		No Change	Variable at a Time			
A	VARIABLE		Volume Nos	R. M Cost	Sales Value	All three
B	PESSIMISTIC Change		-5%	5%	-5%	All three
C	OPTIMISTIC Change		5%	-5%	5%	All three
D	I R R - PESSIMISTIC PROJECTION					
1	I R R on Investment	17.2	14.0	14.4	11.2	
2	I R R on Equity	25.3	22.9	23.9	18.0	
E	I R R - OPTIMISTIC PROJECTION					
1	I R R on Investment	17.2	20.3	19.9	23.1	23.5
2	I R R on Equity	25.3	34.4	33.7	39.9	81.0

