

PROJECT REPORT

Of

IMLI SAUCE

PURPOSE OF THE DOCUMENT

This particular pre-feasibility is regarding Imli sauce Manufacturing 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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PROJECT AT GLANCE

1 Name of Proprietor/Director	XXXXXXXXXX
2 Firm Name	XXXXXXXXXX
3 Registered Address	XXXXXXXXXX
4 Nature of Activity	XXXXXXXXXX
5 Category of Applicant	XXXXXXXXXX
6 Location of Unit	XXXXXXXXXX
7 Cost of Project	22.77 Rs. In Lakhs
8 Means of Finance	
i) Own Contribution	2.28 Rs. In Lakhs
ii) Term Loan	14.58 Rs. In Lakhs
iii) Working Capital	5.91 Rs. In Lakhs
9 Debt Service Coverage Ratio	3.20
10 Break Even Point	48%
11 Power Requirement	40 KW
12 Employment	8 Persons
13 Major Raw Materials	Raw imli, sugar, cummin powder, edible common salt, black salt, acidity regulator acetic acid, chilli powder, emulsifying & stabilizing agent, preservatives, dry ginger and packaging material

14 Details of Cost of Project & Means of Finance

Cost of Project	Amount in Lacs
Particulars	Amount
Land and building	Owned/Leased
Plant & Machinery	14.20
Furniture & Fixture	-
Other Misc Assets	2.00
Working Capital Requirement	6.57
Total	22.77

Means of Finance

Particulars	Amount
Own Contribution	2.28
Term Loan	14.58
Working capital Loan	5.91
Total	22.77

1. INTRODUCTION



Tamarind is a hardwood tree known scientifically as *Tamarindus indica*. Imli is a delicious, sweet, and sour fruit that has a wide variety of uses, both for medicinal and culinary purposes. It is a medium-sized bushy tree with evergreen leaves and a fruit that develops in pods characterized by long, brown shells. Inside is a sticky, fleshy, juicy pulp, which is the tamarind fruit. Tamarinds also contain high levels of tartaric acid, just as citrus fruits contain citric acid, providing not just a zing to the taste buds, but evidence of powerful antioxidant action zapping harmful free radicals floating through your system. Tamarind is a fruit that is popular in the foods of Southeast Asia, North Africa, and India. While tamarinds are typically sweet and sour in flavour, they tend to become sweeter as they ripen. Due to their sweet, robust flavour, tamarinds are common in candies, chutneys, jams, desserts, steak sauces, and Worcestershire sauce. In addition to its high energy and fibre content, tamarind is a great source of B-vitamins and several minerals. Tamarind sauce is prepared by boiling tamarind pulp in sufficient sugar and acid. Tamarind sauce is brownish-black coloured and is of delicious texture.

2 PRODUCT DESCRIPTION

2.1 PRODUCT USES

Imli sauce is used with various Indian and foreign snacks. It can also be used in various Indian recipes.

2.2 MANUFACTURING PROCESS

This process can be broken down into the following steps-

- **Raw material procurement**
- **Sauce Making Process**
- **Packing**
- **Testing**

Raw Material Procurement

The raw materials are checked strictly as per established quality standards and requirements. Individual supplier assessment and supplier rating are done depending upon the rejection levels at the incoming quality control stage. Sorting of raw material will be done. Fresh mature but unripe imli are usually selected and fruits that are ripe, overripe, infected, or damaged area to be discarded. The fruits are rinsed well in clean water. The pods are cracked by hand and they will be stored in; dust-free, moisture-free, neat, and clean environment for further processing.

Sauce Making Process

- **Soaking:** Raw imli will be kept for soaking in the kettle or respective utensils. If required, imli will be de-lumped manually for proper soaking. Then the imli is soaked for 3-4 hours at 55°C in 1000-liter capacity tanks. Water is used in the ratio of 1:2.
- **De-seeding:** Then imli de-seeding will be done. By squeezing them, the flesh will be separated from the seeds. Here the sticky pulp is pulled away from the tamarind seeds. The raw fruit is then steeped in hot water for thirty minutes and drained through a sieve to remove the fibrous threads.
- **Pulping:** Then, heat the mass gently till the pulp becomes soft. extraction of the pulp with the aid of an extractor will be done here. De-seeding and pulping can also be done by using two way fully automatic machine.

The pulp extraction process involves 3 stages of operations as follows

a. De-stoner is used for removing seeds and large size fibers & extracting pulp from the soaked tamarind. It has a 6mm sieve size

b. Pulper (with 2mm sieve size) - In the pulper, there is the rotating body, below it there is a sieve of size 2mm; the particle which has lesser than 3mm penetrates through the filter. The remaining unwanted waste such as seed, fiber, and skin are separated automatically.

c. Finisher/ refiner - The Finisher is similar to pulper but there is a sieve of 1mm.

- **Cooking:** The pulp is heated by indirect contact of steam at 85 ± 2 °C. The pre-heating process also pasteurizes the pulp by inactivating bacterial activity. The tubular heat exchanger is particularly suited to the thermal treatment of products with a high viscosity range as well as products containing solids, pulps, or fibrous products.

The required amount of water will be added to the pulp and will boil with little heating. Stirring of the mass will be done by automatic machine and it will be removed from the kettle. The pulp obtained is once again taken to the kettle where it is once again concentrated to one.

- **Mixing:** All the other ingredients such as Sugar, Cumin Powder, Edible common salt, Black salt, Acidity regulator acetic acid, Chilli powder, Emulsifying & Stabilizing agent, Preservatives, Additives- Dry ginger, etc. will be mixed with the prepared pulp. Preservatives such as Sodium Benzoate and Potassium metabisulphite can be added to sauces to help preserve the products after the bottle has been opened.
- **Packing:** After QC product will be sent for packing. Where, as per requirement it will be packed in a sachet or bottles. If glass jars are used for packaging, then they need to be hot-filled with the sauce. If the glass jars are cold, there is the risk of breaking when the hot liquid is added. Glass jars with screw-on lids are preferable. Alternatively, plastic jars covered with foil lids can also be used or the sauce can be cooled and filled into polyethylene bags or pouches which are heat-sealed.

Testing

Quality control: Quality control plays a major role in the overall success of the unit. You must produce the imli sauce according to the standards laid down under the FPO. The imli sauce must be free from fermented odour in production or storage. Also, the product must not generate any fungal or bacterial effect. Mention the expiry date on the labels.

3 PROJECT COMPONENTS

3.1 Land & Building

The land required for this manufacturing unit will be approx. around 3000 square feet. Land Purchase and Building Civil Work Cost have not been considered as part of the cost of project. It is expected that the premises will be on rental and approximate rentals assumed of the same will be Rs.20,000 per month.

- Workshop Area- This area includes the setup and foundation space for all equipment's, work floor area, etc. Total workshop area is approx.1500 Sq ft.
- Inventory Area- This area includes the storage space for all the raw materials and finished goods. Total inventory area is approx. 1000 Sq ft.
- Office Area – This space includes staff working region, their accommodation space. Total workshop area is approx. 300 Sq ft. This may be considered above the ground floor.
- Parking Space, Electric Mounting Space, and Others. This could be approx. 200 Sq ft.

Land and building requirement may vary depending on the size of project.

3.2 Plant & Machinery

This is a semi-automatic type of plant and the production capacity is set to be 320 Kg of Imli Sauce per day.

Machines-

Washer

This utensil or machine is used for raw ingredient washing as well as soaking.



Pulper

This machine is used for imli sauce extraction. This machine will also de-seed the raw imli and will give output in the form of pulp.



Mixer

This mixer is used for cooking the ingredients as well as for mixing them. The machine comes with kettles which can be used for preheating and mixing.



Filling and sealing machine

Automatic Imli Sauce Sachet Packing Machine can be used for packing imli sauce. The sauce can also be packed in bottles by using various machines.



Sr No.	Plant & Machinery	Quantity	Amount
1	Utensils for soaking, Washing	1	70,000
2	Pulper	1	3,50,000
3	Mixer with cooker	1	5,00,000

4.	Filling and sealing machine	1	5,00,000
	TOTAL		14,20,000

4 LICENSE & APPROVALS

Basic registration required in this project:

- Company registration
- GST registration
- MSME Udyam registration
- BIS certification
- Trademark registration
- FPO license

Projected Profitability

<u>PROJECTED PROFITABILITY STATEMENT</u>					(in Lacs)
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
Capacity Utilisation %	65%	70%	75%	80%	85%
<u>SALES</u>					
Gross Sale					
IMLI SAUCE PRODUCTION UNIT	121.89	140.88	158.87	177.92	198.83
Total	121.89	140.88	158.87	177.92	198.83
<u>COST OF SALES</u>					
Raw Material Consumed	84.24	95.42	107.28	119.81	133.82
Electricity Expenses	6.24	6.72	7.20	7.68	8.16
Depreciation	2.43	2.07	1.76	1.49	1.27
Wages & labour	12.36	13.47	14.55	15.28	15.74
Repair & maintenance	1.34	1.55	1.75	1.96	2.19
Packaging	0.61	0.70	0.79	0.89	0.99
Cost of Production	107.22	119.94	133.33	147.10	162.17
Add: Opening Stock	-	2.50	2.80	3.11	3.43
Less: Closing Stock	2.50	2.80	3.11	3.43	3.78
Cost of Sales	104.72	119.64	133.02	146.78	161.82
GROSS PROFIT	17.17	21.25	25.86	31.13	37.01
	14.09%	15.08%	16.28%	17.50%	18.62%
Salary to Staff	6.24	7.49	8.39	9.23	10.61
Interest on Term Loan	1.43	1.26	0.91	0.55	0.19
Interest on working Capital	0.65	0.65	0.65	0.65	0.65
Rent	2.40	3.24	3.89	4.67	5.37
Selling & Administrative Exp.	1.22	1.41	2.38	2.67	2.98
TOTAL	11.94	14.05	16.21	17.76	19.80
NET PROFIT	5.23	7.20	9.64	13.37	17.21
	4.29%	5.11%	6.07%	7.52%	8.66%
Taxation	0.05	0.46	0.97	1.36	2.56
PROFIT (After Tax)	5.18	6.74	8.68	12.01	14.65

Projected Balance Sheet

<u>PROJECTED BALANCE SHEET</u>					(in Lacs)
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
<u>Liabilities</u>					
Capital					
Opening balance		5.41	8.05	10.77	13.78
<i>Add: - Own Capital</i>	2.28				
Add: - Retained Profit	5.18	6.74	8.68	12.01	14.65
Less: - Drawings	2.05	4.10	5.95	9.00	11.55
Closing Balance	5.41	8.05	10.77	13.78	16.88
Term Loan	12.96	9.72	6.48	3.24	-
Working Capital Limit	5.91	5.91	5.91	5.91	5.91
Sundry Creditors	1.97	2.23	2.50	2.80	3.12
Provisions & Other Liability	0.40	0.48	0.58	0.80	0.96
TOTAL:	26.64	26.38	26.24	26.53	26.87
<u>Assets</u>					
Fixed Assets (Gross)	16.20	16.20	16.20	16.20	16.20
Gross Dep.	2.43	4.50	6.25	7.74	9.01
Net Fixed Assets	13.77	11.70	9.95	8.46	7.19
Current Assets					
Sundry Debtors	4.06	4.70	5.30	5.93	6.63
Stock in Hand	4.47	5.03	5.61	6.23	6.91
Cash and Bank	0.04	0.06	0.08	0.11	0.15
Loans & Advances /Other Current Assets	4.30	4.90	5.30	5.80	6.00
TOTAL:	26.64	26.38	26.24	26.53	26.87

Projected Cash Flow Statement

<u>PROJECTED CASH FLOW STATEMENT</u>					(in Lacs)
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
<u>SOURCES OF FUND</u>					
Own Margin	2.28				
Net Profit	5.23	7.20	9.64	13.37	17.21
Depreciation & Exp. W/off	2.43	2.07	1.76	1.49	1.27
Increase in Cash Credit	5.91	-	-	-	-
Increase In Term Loan	14.58	-	-	-	-
Increase in Creditors	1.97	0.26	0.28	0.29	0.33
Increase in Provisions & Other labilities	0.40	0.08	0.10	0.22	0.16
	-				
TOTAL:	32.79	9.60	11.77	15.38	18.97
<u>APPLICATION OF FUND</u>					
Increase in Fixed Assets	16.20				
Increase in Stock	4.47	0.56	0.59	0.61	0.68
Increase in Debtors	4.06	0.63	0.60	0.63	0.70
Repayment of Term Loan	1.62	3.24	3.24	3.24	3.24
Loans & Advances /Other Current Assets	4.30	0.60	0.40	0.50	0.20
Drawings	2.05	4.10	5.95	9.00	11.55
Taxation	0.05	0.46	0.97	1.36	2.56
TOTAL:	32.75	9.59	11.74	15.35	18.93
Opening Cash & Bank Balance	-	0.04	0.06	0.08	0.11
Add: Surplus	0.04	0.02	0.03	0.03	0.04
Closing Cash & Bank Balance	0.04	0.06	0.08	0.11	0.15

DSCR

<u>CALCULATION OF D.S.C.R</u>					
PARTICULARS	1st year	2nd year	3rd year	4th year	5th year
CASH ACCRUALS	7.61	8.81	10.43	13.50	15.92
Interest on Term Loan	1.43	1.26	0.91	0.55	0.19
Total	9.04	10.07	11.34	14.05	16.11
REPAYMENT					
Instalment of Term Loan	1.62	3.24	3.24	3.24	3.24
Interest on Term Loan	1.43	1.26	0.91	0.55	0.19
Total	3.05	4.50	4.15	3.79	3.43
DEBT SERVICE COVERAGE RATIO	2.96	2.24	2.74	3.71	4.69
AVERAGE D.S.C.R.	3.20				

Repayment schedule

REPAYMENT SCHEDULE OF TERM LOAN							
					Interest		11.00%
Year	Particulars	Amount	Addition	Total	Interest	Repayment	Closing Balance
1st	Opening Balance						
	1st month	-	14.58	14.58	-	-	14.58
	2nd month	14.58	-	14.58	0.13	-	14.58
	3rd month	14.58	-	14.58	0.13	-	14.58
	4th month	14.58	-	14.58	0.13		14.58
	5th month	14.58	-	14.58	0.13		14.58
	6th month	14.58	-	14.58	0.13		14.58
	7th month	14.58	-	14.58	0.13	0.27	14.31
	8th month	14.31	-	14.31	0.13	0.27	14.04
	9th month	14.04	-	14.04	0.13	0.27	13.77
	10th month	13.77	-	13.77	0.13	0.27	13.50
	11th month	13.50	-	13.50	0.12	0.27	13.23
	12th month	13.23	-	13.23	0.12	0.27	12.96
					1.43	1.62	
2nd	Opening Balance						
	1st month	12.96	-	12.96	0.12	0.27	12.69
	2nd month	12.69	-	12.69	0.12	0.27	12.42
	3rd month	12.42	-	12.42	0.11	0.27	12.15
	4th month	12.15	-	12.15	0.11	0.27	11.88
	5th month	11.88	-	11.88	0.11	0.27	11.61
	6th month	11.61	-	11.61	0.11	0.27	11.34
	7th month	11.34	-	11.34	0.10	0.27	11.07
	8th month	11.07	-	11.07	0.10	0.27	10.80
	9th month	10.80	-	10.80	0.10	0.27	10.53
	10th month	10.53	-	10.53	0.10	0.27	10.26
	11th month	10.26	-	10.26	0.09	0.27	9.99
	12th month	9.99	-	9.99	0.09	0.27	9.72
					1.26	3.24	
3rd	Opening Balance						
	1st month	9.72	-	9.72	0.09	0.27	9.45
	2nd month	9.45	-	9.45	0.09	0.27	9.18
	3rd month	9.18	-	9.18	0.08	0.27	8.91
	4th month	8.91	-	8.91	0.08	0.27	8.64
	5th month	8.64	-	8.64	0.08	0.27	8.37
	6th month	8.37	-	8.37	0.08	0.27	8.10
	7th month	8.10	-	8.10	0.07	0.27	7.83
	8th month	7.83	-	7.83	0.07	0.27	7.56

	9th month	7.56	-	7.56	0.07	0.27	7.29
	10th month	7.29	-	7.29	0.07	0.27	7.02
	11th month	7.02	-	7.02	0.06	0.27	6.75
	12th month	6.75	-	6.75	0.06	0.27	6.48
					0.91	3.24	
4th	Opening Balance						
	1st month	6.48	-	6.48	0.06	0.27	6.21
	2nd month	6.21	-	6.21	0.06	0.27	5.94
	3rd month	5.94	-	5.94	0.05	0.27	5.67
	4th month	5.67	-	5.67	0.05	0.27	5.40
	5th month	5.40	-	5.40	0.05	0.27	5.13
	6th month	5.13	-	5.13	0.05	0.27	4.86
	7th month	4.86	-	4.86	0.04	0.27	4.59
	8th month	4.59	-	4.59	0.04	0.27	4.32
	9th month	4.32	-	4.32	0.04	0.27	4.05
	10th month	4.05	-	4.05	0.04	0.27	3.78
	11th month	3.78	-	3.78	0.03	0.27	3.51
	12th month	3.51	-	3.51	0.03	0.27	3.24
					0.55	3.24	
5th	Opening Balance						
	1st month	3.24	-	3.24	0.03	0.27	2.97
	2nd month	2.97	-	2.97	0.03	0.27	2.70
	3rd month	2.70	-	2.70	0.02	0.27	2.43
	4th month	2.43	-	2.43	0.02	0.27	2.16
	5th month	2.16	-	2.16	0.02	0.27	1.89
	6th month	1.89	-	1.89	0.02	0.27	1.62
	7th month	1.62	-	1.62	0.01	0.27	1.35
	8th month	1.35	-	1.35	0.01	0.27	1.08
	9th month	1.08	-	1.08	0.01	0.27	0.81
	10th month	0.81	-	0.81	0.01	0.27	0.54
	11th month	0.54	-	0.54	0.00	0.27	0.27
	12th month	0.27	-	0.27	0.00	0.27	-
					0.19	3.24	
	DOOR TO DOOR	60	MONTHS				
	MORATORIUM PERIOD	6	MONTHS				
	REPAYMENT PERIOD	54	MONTHS				

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