



PROJECT REPORT

M/S Bilona Dairy

Manufacturer of milk products

Address - Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt -
Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

☎ +91 7064130130

✉ bilonadairy@gmail.com

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1. PROJECT SYNOPSIS

Sr No.	Particular	Detail
1	Name of Firm:	M/S Bilona Dairy
2	Constitution of The Company:	Sole Proprietorship
3	Address of The Firm:	Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502
5	Business Activity	Manufacturers Milk Products
6	Total Project Cost	INR 10,25,000
7.	Fixed Capital	INR 8,25,000
8 .	Total Bank Loan	Term Loan: INR 7,42,500 Cash Credit: INR 1,50,000/-
9.	Self Contribution	INR 1,32,500

2. PROPRIETOR DETAIL

Name:	Pragati
Address:	Vill - Gopalpura, Post - Badbar, Teh - Buhana Distt Jhunjhunu, State – Rajasthan, Pin Code - 333502
Mobile Number	7064130130
Email ID	Bilonadairy@gmail.com
Highest Qualification	12 th

3. EXECUTIVE SUMMARY

M/s BILONA DAIRY is a sole proprietorship engaged in the manufacturing of high-quality dairy milk products. The business aims to cater to the growing demand for fresh and hygienic dairy items such as milk, paneer, ghee, curd, and butter.

The total **project cost is Rs. 10,25,000**, which will be funded through an **MSME bank loan of Rs. 8,92,500** and a **self-contribution of Rs. 1,32,500**. These funds will be utilized for the procurement of machinery, raw materials, and working capital to enhance production capacity and distribution efficiency.

The dairy industry in India is witnessing significant growth, driven by increasing consumer awareness regarding quality dairy products. M/s BILONA DAIRY aims to leverage this opportunity by offering premium dairy products processed using traditional methods combined with modern technology.

With a well-defined market strategy, efficient production processes, and strong financial planning, the business is expected to generate sustainable revenue and achieve profitability within the first 12-18 months. The bank loan will play a crucial role in supporting the initial setup and expansion, ensuring the long-term success of the enterprise.

We seek the bank's support in providing the requested financial assistance to establish and grow our dairy business..

4. BUSINESS PROFILE

M/s BILONA DAIRY is a sole proprietorship engaged in the manufacturing of dairy milk products. The business focuses on producing high-quality and hygienic dairy products such as milk, paneer, ghee, curd, and butter using traditional and modern processing techniques.

4.1 Business Operations:

- Procurement of fresh milk from trusted suppliers.
- Processing and manufacturing of dairy products using quality-controlled methods.
- Packaging and storage under hygienic conditions.
- Distribution through retail stores, wholesalers, and direct customers.

4.2 Target Market:

- Local households and dairy consumers.
- Retail stores and supermarkets.
- Sweet shops and restaurants.
- Bulk buyers and institutional clients.

4.3 Legal Structure:

- Sole Proprietorship
- Registered under MSME guidelines for small-scale dairy manufacturing.

With a growing demand for fresh and organic dairy products, M/s BILONA DAIRY aims to establish a strong presence in the local market by offering superior quality products at competitive prices.

5. MARKET ANALYSIS

5.1 Industry Overview

India is one of the largest producers and consumers of dairy products. The dairy industry is growing rapidly due to increasing consumer demand for fresh, organic, and high-quality dairy products. Factors such as rising health consciousness, increasing disposable income, and the shift towards organic and farm-fresh products are driving this growth. The government also supports dairy farmers and entrepreneurs through various subsidies and schemes, making the industry a lucrative investment option.

5.2 Competitor Analysis

The dairy market is competitive, with both local and national players offering similar products. Established brands like Amul, Mother Dairy, and local dairies dominate the market. However, M/s BILONA DAIRY differentiates itself by offering:

- High-quality, traditionally processed dairy products with no preservatives.
- Competitive pricing to attract a larger customer base.
- A focus on local markets with direct consumer engagement and personalized service.
- Hygienic and eco-friendly packaging, ensuring freshness and sustainability.

5.3 Marketing Strategy

To establish a strong market presence, M/s BILONA DAIRY will implement the following strategies:

- **Direct Sales to Retailers & Wholesalers:** Supplying dairy products to local grocery stores, supermarkets, and sweet shops to reach a broad customer base.
- **Online Promotion & Social Media Marketing:** Using platforms like Facebook, Instagram, and WhatsApp to create awareness, share customer testimonials, and attract online orders.
- **Local Advertisements & Promotions:** Distributing pamphlets, banners, and hoardings in key market areas and running promotional campaigns during festivals and special occasions.
- **Participation in Dairy Exhibitions and Trade Fairs:** Showcasing products in local and national trade fairs to network with distributors, retailers, and potential bulk buyers.
- **Subscription Model:** Offering doorstep delivery subscriptions for daily milk and dairy products to households to ensure consistent revenue generation.
- **Partnership with Cafés & Restaurants:** Supplying fresh dairy products to local restaurants, hotels, and catering businesses.

6. PRODUCTION PROCESS

M/s BILONA DAIRY follows a structured and hygienic production process to ensure the highest quality dairy products. The key steps involved in the production process are as follows:

6.1 Milk Procurement

- Raw milk is sourced from reliable local dairy farmers and suppliers.
- The milk undergoes initial quality checks for purity and contamination.

6.2 Pasteurization

- The collected milk is pasteurized to eliminate harmful bacteria while retaining its nutritional value.
- The pasteurization process ensures the milk remains fresh for a longer duration.

6.3 Processing & Manufacturing

The pasteurized milk is further processed into different dairy products such as:

- Paneer: Milk is coagulated using a natural acid, then pressed and cut into blocks.
- Ghee: Butter is heated to separate milk solids and produce clarified butter.
- Curd: A controlled fermentation process using active bacterial cultures.
- Butter: Milk cream is churned to extract fresh butter.

6.4 Quality Testing

- Each product undergoes laboratory testing for fat content, freshness, and hygiene standards.

Proper documentation and record-keeping ensure compliance with food safety regulations.

6.5 Packaging & Storage

- Dairy products are packaged in food-grade, eco-friendly materials to maintain freshness and extend shelf life.
- Products are stored in temperature-controlled facilities to prevent spoilage.

6.6 Distribution & Sales

- Packaged products are transported to retailers, wholesalers, and direct customers through a well-planned distribution network.
- Efficient logistics ensure timely delivery and maintain product quality.

By following this systematic production process, M/s BILONA DAIRY guarantees high-quality dairy products that meet consumer expectations and industry standards.

7. SWOT ANALYSIS

7.1 Strengths

- High-quality dairy products.
- Experienced management.
- Growing market demand.

7.2 Weaknesses

- Initial market penetration challenges.
- Dependency on raw milk suppliers.

7.3 Opportunities

- Expansion to urban markets.
- Introduction of value-added products.

7.4 Threats

- Competition from established brands.
- Seasonal fluctuations in milk supply.

8. FIXED CAPITAL INVESTMENT

A. MACHINERY DETAILS			
Type of Machinery	Quantity	Rate Per Unit	Amount (INR)
BATCH PASTEURIZER 500 LPH	1	112,100	112,100
CUP SEALING MACHINE	1	68,440	68,440
GLASS SEALING MACHINE	1	157,707	157,707
BMC 500 LPH	1	145,000	145,000
MILK ANALYSER	1	34,000	34,000
CREAM SEPARTOR	1	50,000	50,000
BILONA MACHINE	1	54,880	54,880
MILK FILTER	1	2,873	2,873
SUBTOTAL			625,000
B. OTHERS INVESTMENT			
Furniture and Fixtures		1,70,120	1,70,120
Computer and Accessories		29,880	29,880
SUBTOTAL			2,00,000
Total (A+B)			8,25,000

9.WORKING CAPITAL

Sr No.	Description	Total (Rs)
1.	Closing stock	1,65,500
2.	Sundry Debtor	2,24,790
3	Sundry Creditor	-1,93,290
Total		2,00,000

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

PROJECT COST

SUMMARY OF PROJECT COST	Amount(Rs.)
PLANT & MACHINERY	625,000.00
COMPUTER & ACCESSORIES	29,880.00
FURNITURE & FIXTURES	170,120.00
	<hr/>
	825,000.00
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UTILIZATION OF FUND

FIXED CAPITAL COST	825,000.00
WORKING CAPITAL	200,000.00
	<hr/>
TOTAL	1,025,000.00
	<hr/>

MEANS OF FINANCE

BANK LOAN

TERM LOAN FINANCE	742,500.00	
CASH CREDIT	<hr/>	892,500.00

PROMOTER'S CONTRIBUTION		132,500.00
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1,025,000.00

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

Projected Depreciation Schedule for the Financial Year 2025-26

Sl. No.	Assets	Opening Balance	Addition during the year		Total	Rate of Dep.	Depreciation	Closing Balance
			Before Sept.	After sept.				
1	PLANT & MACHINERY	-	625,000.00	-	625,000.00	0.15	93,750.00	531,250.00
2	COMPUTER & ACCESSORIES	-	29,880.00	-	29,880.00	0.40	11,952.00	17,928.00
3	FURNITURE & FIXTURES	-	170,120.00	-	170,120.00	0.10	17,012.00	153,108.00
	Total	-	825,000.00	-	825,000.00		122,714.00	702,286.00

Projected Depreciation Schedule for the Financial Year 2026-27

Sl. No.	Assets	Opening Balance	Addition during the year		Total	Rate of Dep.	Depreciation	Closing Balance
			Before Sept.	After sept.				
1	PLANT & MACHINERY	531,250.00	-	-	531,250.00	0.15	79,688.00	451,562.00
2	COMPUTER & ACCESSORIES	17,928.00	-	-	17,928.00	0.40	7,171.00	10,757.00
3	FURNITURE & FIXTURES	153,108.00	-	-	153,108.00	0.10	15,311.00	137,797.00
	Total	702,286.00	-	-	702,286.00		102,170.00	600,116.00

Projected Depreciation Schedule for the Financial Year 2027-28

Sl. No.	Assets	Opening Balance	Addition during the year		Total	Rate of Dep.	Depreciation	Closing Balance
			Before Sept.	After sept.				
1	PLANT & MACHINERY	451,562.00	-	-	451,562.00	0.15	67,734.00	383,828.00
2	COMPUTER & ACCESSORIES	10,757.00	-	-	10,757.00	0.40	4,303.00	6,454.00
3	FURNITURE & FIXTURES	137,797.00	-	-	137,797.00	0.10	13,780.00	124,017.00
	Total	600,116.00	-	-	600,116.00		85,817.00	514,299.00

Projected Depreciation Schedule for the Financial Year 2028-29

Sl. No.	Assets	Opening Balance	Addition during the year		Total	Rate of Dep.	Depreciation	Closing Balance
			Before Sept.	After sept.				
1	PLANT & MACHINERY	383,828.00	-	-	383,828.00	0.15	57,574.00	326,254.00
2	COMPUTER & ACCESSORIES	6,454.00	-	-	6,454.00	0.40	2,582.00	3,872.00
3	FURNITURE & FIXTURES	124,017.00	-	-	124,017.00	0.10	12,402.00	111,615.00
	Total	514,299.00	-	-	514,299.00		72,558.00	441,741.00

Projected Depreciation Schedule for the Financial Year 2029-30

Sl. No.	Assets	Opening Balance	Addition during the year		Total	Rate of Dep.	Depreciation	Closing Balance
			Before Sept.	After sept.				
1	PLANT & MACHINERY	326,254.00	-	-	326,254.00	0.15	48,938.00	277,316.00
2	COMPUTER & ACCESSORIES	3,872.00	-	-	3,872.00	0.40	1,549.00	2,323.00
3	FURNITURE & FIXTURES	111,615.00	-	-	111,615.00	0.10	11,162.00	100,453.00
	Total	441,741.00	-	-	441,741.00		61,649.00	380,092.00

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

COST STATEMENT

Projected							
Sr. No.	Particulars		FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
1	Income						
a	Sales (net of returns)						
i	Domestic Sales		3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
ii	Export Sales		-	-	-	-	-
A1	<i>Sub-total</i>	[a(i+ii)]	3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
iii	Less: GST		-	-	-	-	-
A2	Net Sales	[A1-iii]	3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
v			-	-	-	-	-
A3	Total Other income	[b(i to iv)]	-	-	-	-	-
A4	Total Gross Income	[A2+A3]	3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
2	Cost of Production & Cost of Sales						
a	Raw Materials [Including Stores and other items used in the process of manufacture)						
i	Imported		-	-	-	-	-
ii	Indegenous		-	-	-	-	-
A5	<i>sub-total</i>	[a(i+ii)]	-	-	-	-	-
b	Other Consumable Spares (Purchase)						
i	Imported		-	-	-	-	-
ii	Indegeneous		1,800,000.00	2,073,680.00	2,389,598.80	2,753,635.44	3,173,117.10
A6	<i>sub-total</i>	[b(i+ii)]	1,800,000.00	2,073,680.00	2,389,598.80	2,753,635.44	3,173,117.10
c	Direct Expenses						
i	Freight & Other Exp		-	-	-	-	-
A7	Total Direct Expenses	[c(i to x)]	-	-	-	-	-
A8	<i>sub-total</i>	[A5+A6+A7]	1,800,000.00	2,073,680.00	2,389,598.80	2,753,635.44	3,173,117.10
d	Add : Opening stock of W.I.P.		-	-	-	-	-
A9	<i>Sub-total</i>	[A8+2(d)]	1,800,000.00	2,073,680.00	2,389,598.80	2,753,635.44	3,173,117.10
e	Less : Closing Stock W.I.P.		-	-	-	-	-
A10	Total Cost of Production	[A9-2(e)]	1,800,000.00	2,073,680.00	2,389,598.80	2,753,635.44	3,173,117.10

f		Add : Opening stock of Finished Goods		-	168,500.00	380,100.00	652,640.80	999,643.64
	A11	<i>sub-total</i>	[A10+2(f)]	1,800,000.00	2,242,180.00	2,769,698.80	3,406,276.24	4,172,760.74
g		Less : Closing Stock of Finished Goods		168,500.00	380,100.00	652,640.80	999,643.64	1,437,314.96
	A12	Total Cost of Sales	[A11-2(g)]	1,631,500.00	1,862,080.00	2,117,058.00	2,406,632.60	2,735,445.78
		Gross Profit		2,048,500.00	2,538,420.00	3,129,842.00	3,842,828.20	4,700,540.87
3	General, Administrative & Selling Expenses							
	1	Salary & Wages		612,000.00	673,200.00	740,520.00	814,572.00	896,029.00
	2	Power & Fuel		78,120.00	85,932.00	94,525.00	103,978.00	114,376.00
	3	Printing & Stationery		10,425.00	11,468.00	12,615.00	13,877.00	15,265.00
	4	Advertisement		73,000.00	80,300.00	88,330.00	97,163.00	106,879.00
	5	Packaging And Testing		83,720.00	92,092.00	101,301.00	111,431.00	122,574.00
	6	Staff Welfare Expenses		49,282.00	54,210.00	59,631.00	65,594.00	72,153.00
	7	Other Expense		27,526.00	30,279.00	33,307.00	36,638.00	40,302.00
	8	Professional Fees		10,000.00	11,000.00	12,100.00	13,310.00	14,641.00
	9	Transport & Convenyance		72,000.00	79,200.00	87,120.00	95,832.00	105,415.00
	10	Telephone		15,120.00	16,632.00	18,295.00	20,125.00	22,138.00
	11	Repair & Maintenance		47,100.00	51,810.00	56,991.00	62,690.00	68,959.00
	12	Depreciation		122,714.00	102,170.00	85,817.00	72,558.00	61,649.00
	A13	Total General, Administrative & Selling Expenses	[3(i to xii)]	1,201,007.00	1,288,293.00	1,390,552.00	1,507,768.00	1,640,380.00
4		Operating Profit before Interest	A4-A12-A13]	847,493.00	1,081,627.00	1,359,190.00	1,682,419.40	2,060,517.23
5	Finance Charges							
	i	Interest on Term Loan		75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
	ii	Interest on C.C		16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
	A14	Total Finance Charges	[5(i to ii)]	92,350.00	78,709.00	63,490.00	46,510.00	27,566.00
6		Operating Profit after Interest	[4-A14]	755,143.00	1,002,918.00	1,295,700.00	1,635,909.40	2,032,951.23
7		Net Profit before Tax / (Loss) PBT	[6+/-)A17]	755,143.00	1,002,918.00	1,295,700.00	1,635,909.40	2,032,951.23
8		Provision for Taxes		26,813.00	52,455.00	103,106.00	188,003.00	311,880.00
9		Net Profit / Loss after Tax PAT	[10-11]	728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
		PAT to Net Sales %	[12/T2] %	{19.79%}	{22.46%}	{24.50%}	{25.87%}	{26.74%}

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

YEARS			FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
CAPACITY UTILIZATION			51%	59%	68%	78%	90%
INCOME							
1	BUTTERMILK		2,880,000.00	3,312,000.00	3,808,800.00	4,380,120.00	5,037,138.00
2	BILONA GHEE		800,000.00	920,000.00	1,058,000.00	1,216,700.00	1,399,205.00
	Gross Receipts/Turnover		3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
TOTAL (A)			3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
			48.91				
EXPENDITURE							
1	Salary & Wages		612,000.00	673,200.00			
TOTAL (B)			3,093,357.00	3,440,682.00	3,843,640.80	4,307,913.44	4,841,063.10
NET CREDIT [A-B]			586,643.00	791,318.00	1,023,159.20	1,288,906.56	1,595,279.90
Opening stock			-	168,500.00	380,100.00	652,640.80	999,643.64

Closing stock		168,500.00	380,100.00	652,640.80	999,643.64	1,437,314.96
Stock adjustment		168,500.00	211,600.00	272,540.80	347,002.84	437,671.32
Profit		755,143.00	1,002,918.00	1,295,700.00	1,635,909.40	2,032,951.23
Provision for Taxation		26,813.00	52,455.00	103,106.00	188,003.00	311,880.00
Profit after Taxation		728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
Bal carried over to Balance Sheet		728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23

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PROJECTED CASH FLOW STATEMENT

YEARS	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
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SOURCES

PBIT	847,493.00	1,081,627.00	1,359,190.00	1,682,419.40	2,060,517.23
Depreciation	122,714.00	102,170.00	85,817.00	72,558.00	61,649.00
Increase in Capital	-	-	-	-	-
Increase in Term Loan	624,625.00	(131,516.00)	(146,735.00)	(163,715.00)	(182,659.00)
Increase in Cash Credit	150,000.00	-	-	-	-
Decrease in Advance & Deposits	(200,000.00)	(400,000.00)	(500,000.00)	(650,000.00)	(800,000.00)
Decrease in Debtors	(224,790.00)	(65,073.00)	(43,479.00)	(50,001.00)	(57,502.00)
Provisions	193,290.00	28,281.29	33,755.71	38,897.07	44,821.33
Decrease in Stock	(168,500.00)	(211,600.00)	(272,540.80)	(347,002.84)	(437,671.32)
TOTAL [A]	1,344,832.00	403,889.29	516,007.91	583,155.63	689,155.23

APPLICATION

Increase in Fixed Assets	825,000.00	-	-	-	-
Interest on Bank Loan	92,350.00	78,709.00	63,490.00	46,510.00	27,566.00
Drawing	250,000.00	300,000.00	350,000.00	400,000.00	450,000.00
Tax Payment		26,813.00	52,455.00	103,106.00	188,003.00
TOTAL [B]	1,167,350.00	405,522.00	465,945.00	549,616.00	665,569.00

Opening Cash Balance	-	177,482.00	175,849.29	225,912.20	259,451.82
Net Surplus / Deficit [A-B]	177,482.00	(1,632.71)	50,062.91	33,539.63	23,586.23
Closing Cash Balance	177,482.00	175,849.29	225,912.20	259,451.82	283,038.05

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

PROJECTED BALANCE SHEET

YEARS	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
LIABILITIES					
Capital	0.00	478,330.00	1,128,793.00	1,971,387.00	3,019,293.40
Add:- Profit during year	728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
Less:- Drawings	<u>250,000.00</u>	<u>478,330.00</u>	<u>1,128,793.00</u>	<u>400,000.00</u>	<u>450,000.00</u>
Term Loan		624,625.00	493,109.00	346,374.00	182,659.00
Cash Credit		150,000.00	150,000.00	150,000.00	150,000.00
Current Liabilities & Other Loan		193,290.00	221,571.29	255,327.00	294,224.06
Provision For Tax		26,813.00	52,455.00	103,106.00	188,003.00
TOTAL	1,473,058.00	2,045,928.29	2,826,194.00	3,834,179.46	5,091,290.01
ASSETS					
Net Fixed Assets (W.D.V.)	702,286.00	600,116.00	514,299.00	441,741.00	380,092.00
Stock of W.I.P. & Finished Product	168,500.00	380,100.00	652,640.80	999,643.64	1,437,314.96
Sundry Debtors	224,790.00	289,863.00	333,342.00	383,343.00	440,845.00
Deposit & Advance	200,000.00	600,000.00	1,100,000.00	1,750,000.00	2,550,000.00
Cash & Bank Balance	177,482.00	175,849.29	225,912.20	259,451.82	283,038.05
TOTAL	1,473,058.00	2,045,928.29	2,826,194.00	3,834,179.46	5,091,290.01

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

CALCULATION OF INTEREST ON TERM LOAN**REPAYMENT SCHEDULE**

<u>YEAR</u>	<u>OPENING</u>	<u>EMI</u>	<u>PRINCIPAL</u>	<u>INTEREST</u>	<u>CLOSING BALANCE</u>
	<u>BALANCE</u>				
3/31/2026	742,500.00	193,725.00	117,875.00	75,850.00	624,625.00
3/31/2027	624,625.00	193,725.00	131,516.00	62,209.00	493,109.00
3/31/2028	493,109.00	193,725.00	146,735.00	46,990.00	346,374.00
3/31/2029	346,374.00	193,725.00	163,715.00	30,010.00	182,659.00
3/31/2030	182,659.00	193,725.00	182,659.00	11,066.00	-
TOTAL		968,625.00	742,500.00	226,125.00	

YEAR	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
TERM LOAN INTEREST	75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
CASH CREDIT INTEREST	16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
TOTAL INTEREST	92,350.00	78,709.00	63,490.00	46,510.00	27,566.00

Note:- 1 Repayment term has been considered to be in equally monthly installment starting from -----

2 Term Loan Interest has been considered @ 11.00 % p.a.

3 Cash Credit Interest has been considered @ 11.00 % p.a.

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

COMPUTATION OF MAXIMUM PERMISSIBLE BANK FINANCE (MPBF)

PARTICULARS	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
TOTAL CURRENT ASSETS (a)	770,772.00	1,445,812.29	2,311,895.00	3,392,438.46	4,711,198.01
TOTAL CURRENT LIABILITIES (b)	370,103.00	424,026.29	508,433.00	632,227.06	800,925.39
BANK BORROWING ©	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00
TOTAL CURRENT LIABILITIES (OTHER THAN BANK BORROWINGS) (b)-(c.)	220,103.00	274,026.29	358,433.00	482,227.06	650,925.39

M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

CALCULATION OF DEBT SERVICE COVERAGE RATIO (DSCR)

YEARS		FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
A.	Net Profit after Tax	728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
B.	Depreciation	122,714.00	102,170.00	85,817.00	72,558.00	61,649.00
C.	Interest on Term Loan	75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
D.	Interest on Cash Credit	16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
TOTAL [X]		943,394.00	1,131,342.00	1,341,901.00	1,566,974.40	1,810,286.23

E.	Instalment of Term Loan	193,725.00	193,725.00	193,725.00	193,725.00	193,725.00
F.	Interest on Term Loan	75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
G.	Interest on Cash Credit	16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
TOTAL [Y]		286,075.00	272,434.00	257,215.00	240,235.00	221,291.00

DSCR = [X] / [Y]	3.30	4.15	5.22	6.52	8.18
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AVERAGE DSCR	5.47
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M/S. BILONA DAIRY

Vill- Gopalpura, Post- Badbar, Teh Buhana, Distt - Jhunjhunu, City - Buhana, State - Rajasthan, Pin Code - 333502

CALCULATION OF SOME IMPORTANT RATIOS

PARTICULARS	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
NET PROFIT (PAT)	728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
INTEREST ON TERM LOAN	75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
INTEREST ON CASH CREDIT	16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
PROVISION OF TAXATION	26,813.00	52,455.00	103,106.00	188,003.00	311,880.00
TOTAL (X) (PBIT)	847,493.00	1,081,627.00	1,359,190.00	1,682,419.40	2,060,517.23
INTREST ON TERM LOAN	75,850.00	62,209.00	46,990.00	30,010.00	11,066.00
INTREST ON CASH CREDIT	16,500.00	16,500.00	16,500.00	16,500.00	16,500.00
TOTAL (Y)	92,350.00	78,709.00	63,490.00	46,510.00	27,566.00
INTREST SERIVCE COVERAGE RATIO (X/Y)	9.18	13.74	21.41	36.17	74.75
NET PROFIT	728,330.00	950,463.00	1,192,594.00	1,447,906.40	1,721,071.23
SALES	3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
NET PROFIT/ SALES	0.20	0.22	0.25	0.26	0.27
PBIT	847,493.00	1,081,627.00	1,359,190.00	1,682,419.40	2,060,517.23
DEPRECIATION	122,714.00	102,170.00	85,817.00	72,558.00	61,649.00
PBDIT	970,207.00	1,183,797.00	1,445,007.00	1,754,977.40	2,122,166.23

TOTAL ASSETS	1,473,058	2,045,928	2,826,194	3,834,179	5,091,290
Profit to Total Assets Ratio	0.66	0.58	0.51	0.46	0.42
NET SALES (O)	3,680,000.00	4,232,000.00	4,866,800.00	5,596,820.00	6,436,343.00
TERM LOAN	624,625.00	493,109.00	346,374.00	182,659.00	-
CASH CREDIT	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00
TOTAL BANK BORROWING	774,625.00	643,109.00	496,374.00	332,659.00	150,000.00
NET SALES/ BANK BORROW	4.75	6.6	9.8	16.8	42.9
CURRENT ASSETS	770772.00	1445812.3	2311895.0	3392438.5	4711198.0
CURRENT LIABILITIES	370103.00	424026.3	508433.0	632227.1	800925.4
CURRENT ASSET RATIO	2.08	3.41	4.55	5.37	5.88

M/S. BILONA DAIRY

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PROJECTED BREAK EVEN POINT

PARTICULARS	FY 2025-26	FY 2026-27	FY 2027-28	FY 2028-29	FY 2029-30
Sales	3680000	4232000	4866800	5596820	6436343
<u>Variable Cost</u>					
Purchase of Raw material	1800000	2073680	2389598.8	2753635.44	3173117.099
Power & Fuel	78120	85932	94525	103978	114376
Printing & Stationery	10425	11468	12615	13877	15265
Advertisement	73000	80300	88330	97163	106879
Packaging And Testing	83720	92092	101301	111431	122574
Staff Welfare Expenses	49282	54210	59631	65594	72153
Other Expense	27526	30279	33307	36638	40302
Professional Fees	10000	11000	12100	13310	14641
Transport & Convenyance	72000	79200	87120	95832	105415
Telephone	15120	16632	18295	20125	22138
Repair & Maintenance	47100	51810	56991	62690	68959
Total	2266293	2586603	2953813.8	3374273.44	3855819.099
<u>Fixed Cost</u>					
Salary & Wages	612000	673200	740520	814572	896029
Interest on Term Loan	75850	62209	46990	30010	11066
Interest on CC Loan	16500	16500	16500	16500	16500
Depreciation	122714	102170	85817	72558	61649
Total	827064	854079	889827	933640	985244
Contribution (Sales -Variable Cost)	1413707	1645397	1912986.2	2222546.56	2580523.901

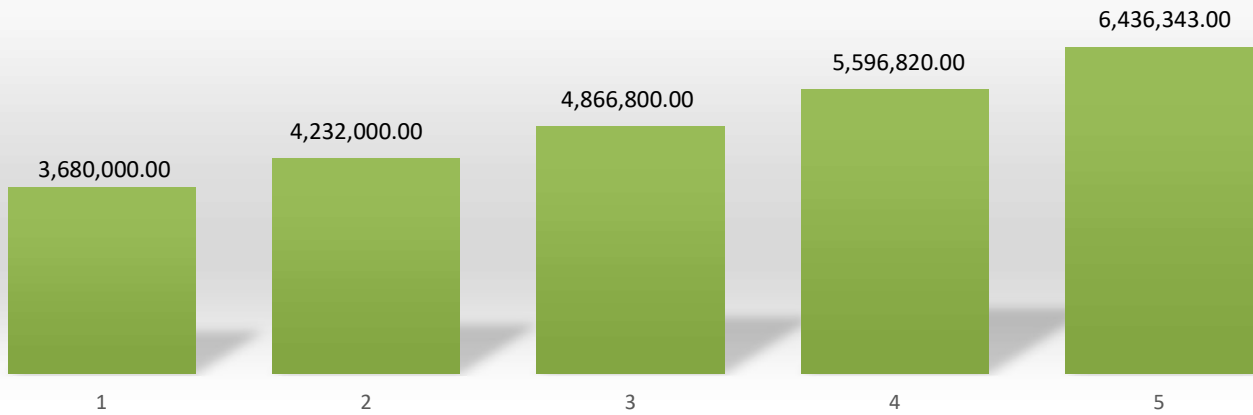
Profit Volume Ratio (Contribution/Sales*100)	38.41595109	38.8798913	39.30685872	39.71088154	40.09301401
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Breack Even Point (Fixed cost/(P/v Ratio)	2152918.193	2196711.388	2263795.757	2351093.614	2457395.694
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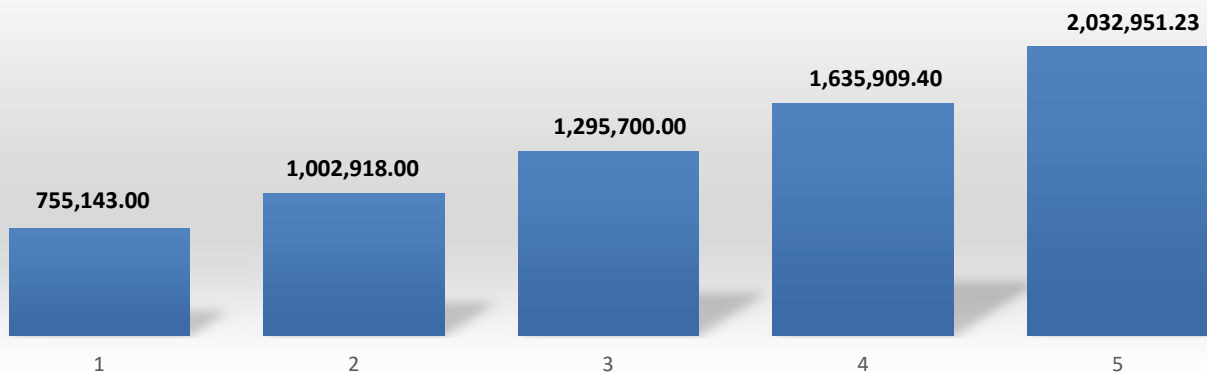
Breack Even Point (In % of Sale)	58.50321177	51.90716891	46.51507679	42.0076689	38.17999902
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Avg BEP (In %)	47.42				
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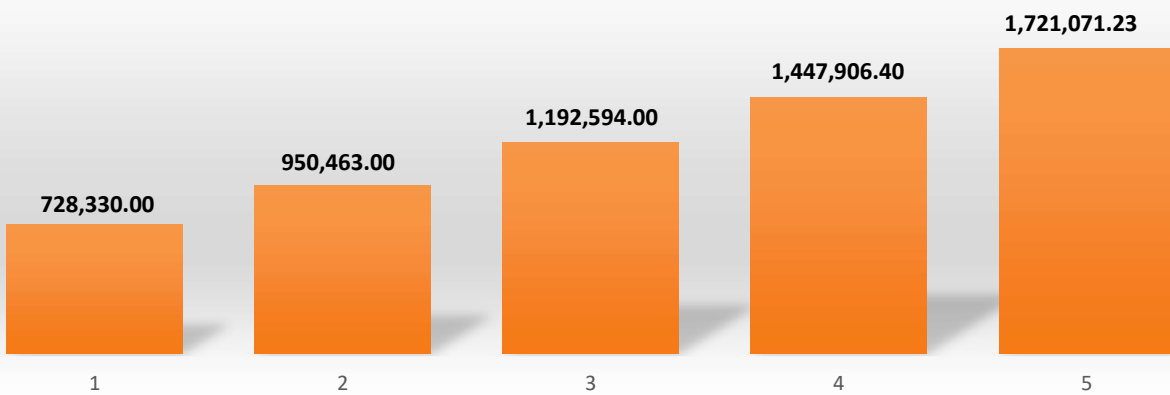
Turnover



Profit Before Tax



Profit After Tax



ASSUMPTIONS

1. Revenue Projections

We project a steady increase in revenue over the next five years, driven by expanded production capacity and increased market penetration.

Financial Year	Revenue (INR)
2025-26	36,80,000
2026-27	42,32,000
2027-28	48,66,800
2028-29	55,96,820
2029-30	64,36,343

2. Profitability

With the increased production and improved efficiencies, we anticipate a significant improvement in our profit margins.

Financial Year	Net Profit (INR)
2025-26	7,28,330
2026-27	9,50,463
2027-28	11,92,594
2028-29	14,47,906
2029-30	17,21,071

3. Capacity utilization has been proposed as under:

Year of Operations	Capacity Utilization
2025-26	51%
2026-27	59%
2027-28	68%
2028-29	78%
2029-30	90%

4. Considering the total project cost of Rs.10,25,000. Bank Loan Rs.8,92,500 have been proposed considering a Debt/equity of 5.47.

5. The door to door tenure of the propose bank loan is 5 year.

6. Projected increment in gross receipt/turnover is 15%

7. Projected Increment in Expenditure - 10%

8. Interest Rate for Bank Loan – 11%

CONCLUSION

M/s BILONA DAIRY is a viable and promising business with strong market potential. The proposed loan of Rs. 8,92,500 will be instrumental in expanding operations, ensuring product quality, and meeting growing consumer demand. The financial projections indicate steady growth and profitability, with a break-even point expected within 12-18 months. The business is well-positioned to leverage industry trends, capitalize on local market opportunities, and deliver high-quality dairy products.