

PROJECT AT A GLANCE

1.	Name	:	UPKAR PHARMACEUTICALS	
2.	Address	Office & Works	:	101, Industrial Area Gondpur, Paonta Sahib, Distt. Sirmour, Himachal Pradesh - India.
3.	Classification of Unit	:	Small Scale	
4.	Date of Incorporation	:		
5.	Item of Production	:	Drugs Manufacturing & Pharmaceuticals Formulation	
6.	Constitution	:	Proprietorship Concern	
7.	Whether situated in backward / rural area	:	No	
8.	Estd. Sales in FY 2023-24	:	Rs. 1,204.20 lacs	
	Proj. Sales in FY 2024-25		Rs. 1,471.80 lacs	
9.	Power Requirement	:	90 KVA	
10.	<u>COST OF PROJECT</u> (Rs. in lacs)		<u>AMOUNT</u> <u>(Rs. in lacs)</u>	
	a. Land		165.00	
	b. Building		288.00	
	c. Plant & Machinery		497.00	
	d. Other Fixed Assets		71.00	
	e. Contingencies & Escalation		80.65	
	f. Margin Money for Working Capital		51.93	
		Total	<u>1153.58</u>	
11.	<u>MEANS OF FINANCE</u> (Rs. in lacs)			
	a. Promoter's Contribution		300.00	
	b. Unsecured Loans		253.58	
	c. Term Loan from Bank		600.00	
		Total	<u>1153.58</u>	
12.	Average DSCR for 7 Years	:	2.31	

INSTALLED CAPACITY & SALES

Capacity of the unit has been calculated on the basis of 300 working days in a year on single shift basis of 8 hours working per shift. The unit may be run 3 shift basis as per requirement in the future.

1. TABLET SECTION

Installed capacity of the tablet section will depend on tablet making machine.

Total Number of Machines	:	1
Installed Capacity of the Machines	:	3 lacs tablet per shift
Optimum Capacity Utilization of Machine	:	1 lacs tablet per shift
No. of Working Days in a Year	:	300 days
Annual Production of tablets at Optimum Capacity Utilization (1,00,000 x 300)	:	300 lacs tablet

2. CAPSULE SECTION

a. Ampicilline Section

(Installed capacity of the ampicilline section will depend on filling machine)

Total Number of Machines	:	1
Installed Capacity of the Machines	:	5 lacs capsules per shift
Optimum Capacity Utilization of Machine	:	1 lacs capsules per shift
No. of Working Days in a Year	:	300 days
Annual Production of Capsules in Ampicilline Section at Optimum Capacity Utilization (1,00,000 x 300)	:	300 lacs capsules

b. Non-Ampiciline section

(Installed capacity of the non-ampicilline section will depend on filling machine)

Total number of Machines	:	1
Installed Capacity of the Machines	:	5 lacs capsules per shift
Optimum Capacity Utilization of Filling Machine	:	1 lacs capsules per shift
No. of Working Days in a Year	:	300 days
Annual Production of Capsules in Non-Ampiciline Section at Optimum Capacity Utilization (1,00,000 x 300)	:	300 lacs capsules
Total Annual production of Capsules (a+b)	:	600 lacs capsules

3. OINTMENT SECTION

Skin Ointment

(Installed capacity of the skin ointment section will depend on filling machine)

Total Number of Machine	:	1
Installed Capacity of the Filling Machines	:	100 kg per shift
Optimum Capacity Utilization of Filling Machine	:	40 kg per shift
No. of working days in a year	:	300 days
Annual Production of Ointment (40 x 300)	:	12000 kg.
Annual Production of tubes of 10 gm. each at Optimum Capacity Utilization (12,000 x 1,000 / 10)	:	12 lacs tubes

4. SYRUP SECTION (Liquid)

(Installed capacity of the liquid syrup section will depend on filling machine)

Total Number of Machine	:	1
Installed Capacity of the Filling Machines	:	30000 bottles per shift of 100 ml
Optimum Capacity Utilization of Filling Machine	:	10000 bottles per shift of 100 ml
No. of Working Days in a Year	:	300 days
Annual Production of Liquid Syrup Bottles of 100 ml each at Optimum Capacity Utilization (10,000 x 300)	:	30 lacs bottles

5. SYRUP SECTION (Dry)

(Installed capacity of the dry syrup section will depend on filling machine)

Total Number of Machine	:	1
Installed Capacity of the Filling Machines	:	10000 bottles per shift of 100 ml
Optimum Capacity Utilization of Filling Machine	:	4000 bottles per shift of 100 ml
No. of Working Days in a Year	:	300 days
Annual Production of Dry Syrup Bottles of 100 ml each at Optimum Capacity Utilization (4,000 x 300)	:	12 lacs bottles

PRODUCTION & SALES CHART

TABLETS

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TABLETS (in lacs)</u>		<u>AVERAGE SELLING RATE PER TABLET</u>		<u>ANNUAL SALES VALUE</u> (Rs. In lacs)
2023-24	45%		135.00		1.10		148.50
2024-25	55%		165.00		1.10		181.50
2025-26	60%		180.00		1.10		198.00
2026-27	65%		195.00		1.10		214.50
2027-28	70%		210.00		1.10		231.00
2028-29	75%		225.00		1.10		247.50
2029-30	80%		240.00		1.10		264.00
2030-31	85%		255.00		1.10		280.50

CAPSULES

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF CAPSULE (in lacs)</u>		<u>AVERAGE SELLING RATE PER CAPSULE</u>		<u>ANNUAL SALES VALUE</u> (Rs. In lacs)
2023-24	45%		270.00		2.05		553.50
2024-25	55%		330.00		2.05		676.50
2025-26	60%		360.00		2.05		738.00
2026-27	65%		390.00		2.05		799.50
2027-28	70%		420.00		2.05		861.00
2028-29	75%		450.00		2.05		922.50
2029-30	80%		480.00		2.05		984.00
2030-31	85%		510.00		2.05		1045.50

OINTMENT

(In 10 gm. tube packing)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TUBES (in lacs)</u>		<u>AVERAGE SELLING RATE PER TUBE</u>		<u>ANNUAL SALES VALUE (Rs. In lacs)</u>
2023-24	45%		5.40		15.00		81.00
2024-25	55%		6.60		15.00		99.00
2025-26	60%		7.20		15.00		108.00
2026-27	65%		7.80		15.00		117.00
2027-28	70%		8.40		15.00		126.00
2028-29	75%		9.00		15.00		135.00
2029-30	80%		9.60		15.00		144.00
2030-31	85%		10.20		15.00		153.00

SYRUP (Liquid)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE SELLING RATE PER BOTTLE</u>		<u>ANNUAL SALES VALUE (Rs. In lacs)</u>
2023-24	45%		13.50		12.00		162.00
2024-25	55%		16.50		12.00		198.00
2025-26	60%		18.00		12.00		216.00
2026-27	65%		19.50		12.00		234.00
2027-28	70%		21.00		12.00		252.00
2028-29	75%		22.50		12.00		270.00
2029-30	80%		24.00		12.00		288.00
2030-31	85%		25.50		12.00		306.00

SYRUP (Dry)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE SELLING RATE PER BOTTLE</u>		<u>ANNUAL SALES VALUE</u> (Rs. In lacs)
2023-24	45%		5.40		48.00		259.20
2024-25	55%		6.60		48.00		316.80
2025-26	60%		7.20		48.00		345.60
2026-27	65%		7.80		48.00		374.40
2027-28	70%		8.40		48.00		403.20
2028-29	75%		9.00		48.00		432.00
2029-30	80%		9.60		48.00		460.80
2030-31	85%		10.20		48.00		489.60

RAW MATERIAL & CONSUMABLES

TABLETS

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TABLETS (in lacs)</u>		<u>AVERAGE COST OF R.M. CONSUMED PER TABLET</u>		<u>ANNUAL COST OF R.M. (Rs. In lacs)</u>
2023-24	45%		135		0.80		108.00
2024-25	55%		165		0.80		132.00
2025-26	60%		180		0.80		144.00
2026-27	65%		195		0.80		156.00
2027-28	70%		210		0.80		168.00
2028-29	75%		225		0.80		180.00
2029-30	80%		240		0.80		192.00
2030-31	85%		255		0.80		204.00

CAPSULES

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF CAPSULES (in lacs)</u>		<u>AVERAGE COST OF R.M. CONSUMED PER CAPSULE</u>		<u>ANNUAL COST OF R.M. (Rs. In lacs)</u>
2023-24	45%		270.00		1.45		391.50
2024-25	55%		330.00		1.45		478.50
2025-26	60%		360.00		1.45		522.00
2026-27	65%		390.00		1.45		565.50
2027-28	70%		420.00		1.45		609.00
2028-29	75%		450.00		1.45		652.50
2029-30	80%		480.00		1.45		696.00
2030-31	85%		510.00		1.45		739.50

OINTMENT

(In 10 gm. tube packing)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TUBES (in lacs)</u>		<u>AVERAGE COST OF R.M. CONSUMED PER TUBE</u>		<u>ANNUAL COST OF R.M. (Rs. In lacs)</u>
2023-24	45%		5.40		8.50		45.90
2024-25	55%		6.60		8.50		56.10
2025-26	60%		7.20		8.50		61.20
2026-27	65%		7.80		8.50		66.30
2027-28	70%		8.40		8.50		71.40
2028-29	75%		9.00		8.50		76.50
2029-30	80%		9.60		8.50		81.60
2030-31	85%		10.20		8.50		86.70

SYRUP (Liquid)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE COST OF R.M. CONSUMED PER BOTTLE</u>		<u>ANNUAL COST OF R.M. (Rs. In lacs)</u>
2023-24	45%		13.50		6.00		81.00
2024-25	55%		16.50		6.00		99.00
2025-26	60%		18.00		6.00		108.00
2026-27	65%		19.50		6.00		117.00
2027-28	70%		21.00		6.00		126.00
2028-29	75%		22.50		6.00		135.00
2029-30	80%		24.00		6.00		144.00
2030-31	85%		25.50		6.00		153.00

SYRUP (Dry)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE COST OF R.M. CONSUMED PER BOTTLE</u>		<u>ANNUAL COST OF R.M. (Rs. In lacs)</u>
2023-24	45%		5.40		24.00		129.60
2024-25	55%		6.60		24.00		158.40
2025-26	60%		7.20		24.00		172.80
2026-27	65%		7.80		24.00		187.20
2027-28	70%		8.40		24.00		201.60
2028-29	75%		9.00		24.00		216.00
2029-30	80%		9.60		24.00		230.40
2030-31	85%		10.20		24.00		244.80

PACKING EXPENSES

TABLETS

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TABLETS (in lacs)</u>		<u>AVERAGE COST OF PACKING PER TABLET</u>		<u>ANNUAL COST OF PACKING</u> (Rs. In lacs)
2023-24	45%		135		0.04		5.40
2024-25	55%		165		0.04		6.60
2025-26	60%		180		0.04		7.20
2026-27	65%		195		0.04		7.80
2027-28	70%		210		0.04		8.40
2028-29	75%		225		0.04		9.00
2029-30	80%		240		0.04		9.60
2030-31	85%		255		0.04		10.20

CAPSULES

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF CAPSULES (in lacs)</u>		<u>AVERAGE COST OF PACKING PER CPASULE</u>		<u>ANNUAL COST OF PACKING</u> (Rs. In lacs)
2023-24	45%		270.00		0.05		13.50
2024-25	55%		330.00		0.05		16.50
2025-26	60%		360.00		0.05		18.00
2026-27	65%		390.00		0.05		19.50
2027-28	70%		420.00		0.05		21.00
2028-29	75%		450.00		0.05		22.50
2029-30	80%		480.00		0.05		24.00
2030-31	85%		510.00		0.05		25.50

OINTMENT

(In 10 gm. tube packing)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF TUBES (in lacs)</u>		<u>AVERAGE COST OF PACKING PER TUBE</u>		<u>ANNUAL COST OF PACKING (Rs. In lacs)</u>
2023-24	45%		5.40		1.15		6.21
2024-25	55%		6.60		1.15		7.59
2025-26	60%		7.20		1.15		8.28
2026-27	65%		7.80		1.15		8.97
2027-28	70%		8.40		1.15		9.66
2028-29	75%		9.00		1.15		10.35
2029-30	80%		9.60		1.15		11.04
2030-31	85%		10.20		1.15		11.73

SYRUP (Liquid)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE COST OF PACKING PER BOTTLE</u>		<u>ANNUAL COST OF PACKING (Rs. In lacs)</u>
2023-24	45%		13.50		1.65		22.28
2024-25	55%		16.50		1.65		27.23
2025-26	60%		18.00		1.65		29.70
2026-27	65%		19.50		1.65		32.18
2027-28	70%		21.00		1.65		34.65
2028-29	75%		22.50		1.65		37.13
2029-30	80%		24.00		1.65		39.60
2030-31	85%		25.50		1.65		42.08

SYRUP (Dry)

(In 100 ml. bottle pack)

<u>YEAR</u>	<u>% UTILI- ZATION</u>		<u>ANNUAL PROD. OF BOTTLES (in lacs)</u>		<u>AVERAGE COST OF PACKING PER BOTTLE</u>		<u>ANNUAL COST OF PACKING (Rs. In lacs)</u>
2023-24	45%		5.40		5.50		29.70
2024-25	55%		6.60		5.50		36.30
2025-26	60%		7.20		5.50		39.60
2026-27	65%		7.80		5.50		42.90
2027-28	70%		8.40		5.50		46.20
2028-29	75%		9.00		5.50		49.50
2029-30	80%		9.60		5.50		52.80
2030-31	85%		10.20		5.50		56.10

SALARY & WAGES

S.No.	PARTICULARS	No.	WAGES / SALARY PM	AMOUNT
1.	Pharmacist	2	40000.00	80000.00
2.	Supervisor	2	30000.00	60000.00
3.	Machine Operator	8	22000.00	176000.00
4.	Clerks	3	14000.00	42000.00
5.	Computer Operator cum Accountant	1	18000.00	18000.00
6.	Peon	3	11000.00	33000.00
7.	Guard	3	11000.00	33000.00
8.	Labour	20	11000.00	220000.00
				662000.00
	Add : 5% for Fringe Benefits			33100.00
	Total Salary & Wages per month			695100.00
Total Annual Salary & Wages (6,95,100.00 x 12) Rs.				83.41 lacs

From financial year 2024-25 onwards an increase of 5% has been considered.

(Rs. in lacs)

<u>YEAR</u>	<u>2023-24</u>	<u>2024-25</u>	<u>2025-26</u>	<u>2026-27</u>	<u>2027-28</u>	<u>2028-29</u>	<u>2029-30</u>	<u>2030-31</u>
Amount	83.41	87.58	91.96	96.56	101.39	106.46	111.78	117.37

OTHER ASSUMPTIONS

I. POWER & FUEL

A power connection of 90 KVA is required to run the unit and it has been considered in the projection @ 1.05% of the value of sales.

II. REPAIR & MAINTENANCE

It has been considered @ 1% on the cost of building and 2% on the cost of plant & machinery and misc. fixed assets. From 2024-25 onwards an increase of 10% has been considered. In 2023-24 the amount comes to :

(Rs. in lacs)				
<u>S.No.</u>	<u>PARTICULARS</u>	<u>COST</u>	<u>%</u>	<u>AMOUNT</u>
1.	Building	288.00	1%	2.88
2.	Plant & Machinery	497.00	1%	4.97
3.	Misc. Fixed Assets	71.00	1%	0.71
Total		<u>856.00</u>		<u>8.56</u>

III. OTHER MANUFACTURING EXPENSES

It has been considered @ 1% of the value of raw material consumed.

IV. DEPRECIATION

Depreciation been calculated @ 10% on building, 15% on plant & machinery and 10% on other fixed assets according to written down value method.

V. INTEREST

Interest on term loan and on working capital loan has been calculated @ 9.5% p.a. A seperate schedule have been enclosed for repayment of term loan and interest.

VI. SELLING GENERAL & ADMINISTRATIVE EXPENSES

Selling, General & Administrative Expenses have been calculated @ 6.5% on the value of sales. These expenses includes mainly selling commission, publicity & advertisement, office expenses & other expenses of misc. nature.

VII. INCOME TAX

Income tax has been calculated as per prevailing rate of tax.

STATEMENT OF COST OF PROJECT AND MEANS OF FINANCE

(Rs. in lacs)

A. <u>COST OF PROJECT</u>			<u>AMOUNT</u>	
1. Land			165.00	
2. Building			288.00	
3. Plant & Machinery	Old (already installed at the plant)	431.68		
	New (to be installed)	<u>65.32</u>	497.00	
4. Other Fixed Assets			71.00	
5. Contingencies & Escalation			80.65	
6. Margin Money for Working Capital			51.93	
Total			<u>1153.58</u>	
B. <u>MEANS OF FINANCE</u>				
1. Promoter's Contribution			300.00	
2. Unsecured Loans			253.58	
3. Term Loan from Bank			600.00	
Total			<u>1153.58</u>	

COMMENTS ON COST OF PROJECT AND MEANS OF FINANCE

A. COST OF PROJECT

1. LAND (Rs. 165.00 lacs)

The project is situated at I.A.D.A. Plot N. 101, Industrial Area Gondpur, Paonta Sahib, Distt. Sirmour (Hamachal Pradesh) Area of land is 1,100 Sq. Mtrs. The value of land as per approved valuer report is Rs. 165.00 lacs. The site is very suitable for this type of project. Area of the land is sufficient for the present & near future requirements of the plant.

2. BUILDING (Rs. 288.00 lacs)

On the above site there is a total construction of 3 floors and each floor has a constructed area of 800.00 Sq. Mtrs. The value of building construction as per approved valuer report is Rs. 288.00 lacs. Area of the building is sufficient for the present & near future requirements of the firm / plant.

3. PLANT & MACHINERY (Rs. 497.00 lacs)

As the proposed plant is being purchased completely in running condition including land, building, plant & machinery and other infrastructure installed. The complete list of plant & machinery installed in the factory is attached herewith and value of machines comes to Rs. 431.68 lacs. Further, after purchase of plant some more additional machinery shall also be installed and value of new additional machines is Rs. 65.32 lacs (as per quotation submitted). Thus, the total value of plant & machinery shall be Rs. 497.00 lacs.

4. OTHER FIXED ASSETS (Rs. 71.00 lacs)

A provision of Rs. 71.00 lacs is being made in the project for DG set, furniture & fixture and other misc items.

5. CONTINGENCY & ESCALATION (Rs. 80.65 lacs)

Details of contingency on the cost of building and plant & machinery is as under :

(Rs. in lacs)						
<u>S.No.</u>	<u>PARTICULARS</u>	<u>AMOUNT</u>	<u>FIRM</u>	<u>NON-FIRM</u>	<u>CONTINGEN CY %</u>	<u>CONTINGEN CY</u>
1.	Building	288.00	0.00	288.00	10%	28.80
2.	Plant & Machinery	497.00	0.00	497.00	10%	47.23
3.	Other Fixed Assets	71.00	0.00	71.00	10%	4.63
Total		<u>856.00</u>	<u>0.00</u>	<u>856.00</u>		<u>80.65</u>

6. MARGIN MONEY FOR WORKING CAPITAL (Rs. 51.93 lacs)

Total working capital requirements of the firm is Rs. 151.93 lacs, against which working capital limit of Rs. 100.00 lacs is being demanded. Calculation of working capital is shown in the assessment of working capital requirements. Company is demanding working capital limit against hypothecation of stock & book-debts.

B. MEANS OF FINANCE

1. PROMOTER'S CONTRIBUTION (Rs. 300.00 lacs)

Margin of the project shall be inducted in the firm in the shape of capital & unsecured loans and proprietor shall invest a sum of Rs. 300.00 lacs in the project.

2. UNSECURED LOANS (Rs. 253.58 lacs)

Unsecured loans of Rs. 253.58 lacs shall be brought in to complete the project.

3. TERM LOAN (Rs. 600.00 lacs)

Firm is proposing to take term loan of Rs. 600.00 lacs to purchase the land, building, plant & machinery and other fixed assets. Details of term loan demanded is as under :-

(Rs. in lacs)

<u>S.No.</u>	<u>NAME OF ASSETS</u>	<u>COST</u>	<u>MARGIN</u>		<u>PERMISSIBLE</u>
			<u>%</u>	<u>VALUE</u>	<u>TERM LOAN</u>
1.	Land	165.00	50%	82.50	82.50
2.	Building	288.00	50%	144.00	144.00
3.	<u>Plant & Machinery</u> Old	431.68	25%	107.92	323.76
	New	65.32	25%	16.33	48.99
4.	Other Fixed Assets	71.00	25%	17.75	53.25
Total		<u>1021.00</u>		<u>368.50</u>	<u>652.50</u>

Term Loan Demanded Rs. 600.00 lacs

Total cost of fixed assets comes to is Rs. 1021.00 lacs against which term loan of Rs. 600.00 lacs is being demanded which comes to 58.77% of the total cost of project.

Disbursement of term loan shall start in October 2023 & also complete in the month of November 2023.

Term loan is repayable in 28 quarterly installments starting from April 2024 till January 2031 as per attached repayment schedule.

Interest is payable as & when due.

DETAILS OF CAPITAL EXPENDITURE CHARGED TO BALANCE SHEET

(Rs. in lacs)

<u>S.No.</u>	<u>PARTICULARS</u>	<u>COST</u>	<u>CONTING ENCY</u>	<u>TOTAL</u>	<u>PRE- OPERATI VE</u>	<u>INTEREST DURING CONSTRUC TION PERIOD (IDCP)</u>	<u>TOTAL</u>
1.	Land	165.00	-	165.00	-	-	165.00
2.	Building	288.00	28.80	316.80	-	-	316.80
3.	Plant & Machinery	497.00	47.23	544.23	-	-	544.23
4.	Other Fixed Assets	71.00	4.63	75.63	-	-	75.63
Total		1021.00	80.65	1101.65	0.00	0.00	1101.65

FACILITIES FROM BANK

(Rs. in lacs)

S.No.	PARTICULARS	AMOUNT
A.	<u>FUND BASED</u>	
1.	Term Loan	600.00
2.	<u>Working Captial</u>	
	Cash Credit (against stock & book debts)	100.00
	Total A	<u>700.00</u>
2.	<u>NON-FUND BASED</u>	Nil
	Total B	<u>0.00</u>
	Total (A+B)	<u>700.00</u>
