

Draft Report: I-V- Fluid Manufacturing Unit Looking for Capital Partner

Brief About Proposal	Manufacturing Unit Of I-V Fluid (Intravenous Fluid) near Ahmedabad looking for Capital Partner/Investor. Injectable Large Volume Parental.													
Capacity of Plant	40,000 Bottles/Daily of 500 ML each. Monthly Capacity 12 Lacs Bottles* Rs 15 each= Est. Monthly Sales Rs 180 Lacs. Projected Annual Sales =40,000 Bottles/ Daily *365 days= 146 Lacs Bottle PA (146*Rs 15 per Bottle= Rs 21.90 Crs)													
Industry Outlook	Market Size of Rs 2000 crs with 25-26 Mfg Units Pan India. Currently there is more demand than supply of product. Also company has made marketing Tie ups.													
Operating Business Margin	Rs 4 each Bottle *1.44 Crs Bottles= Rs 5.76 crs PA.													
Cost Of Project	Actual Cost of Project Rs 35 crs. <table border="1"> <thead> <tr> <th>Item</th> <th>Actual Cost</th> </tr> </thead> <tbody> <tr> <td>Land</td> <td>Rs 2.0 cr</td> </tr> <tr> <td>Civil Construction</td> <td>Rs6.50 cr</td> </tr> <tr> <td>Machinery</td> <td>20.00 cr</td> </tr> <tr> <td>Finance Cost</td> <td>5 cr</td> </tr> <tr> <td>Other Cost</td> <td>1.5 cr</td> </tr> </tbody> </table> <p>All Machines are Newly Purchased best in Class with Majorly Imported Machines.</p>		Item	Actual Cost	Land	Rs 2.0 cr	Civil Construction	Rs6.50 cr	Machinery	20.00 cr	Finance Cost	5 cr	Other Cost	1.5 cr
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Existing Banking Limit	Rs 21 crs from Nationalized Bank. Rs 18 crs Term Loan and Rs 3 crs Working Capital.													
Current Status	Project is complete. With all licenses in Placed. Trial Production run is currently running. Company just needs working capital to procure Raw Material and for Working Capital Cycle of 90 Days.													
Current Proposal	Company is seeking Rs 5 crs Investment from Capital partner for 3-5 year Horizon. Option 1 : Company Proposed to pay Rs 2 crs in 5 installments after 3 yrs,3.5yrs,4 yrs,4.5 yrs,5 yrs in Half Yearly Intervals. Option 2 : After 5 yrs Rs 12 crs repayment. Proposed IRR- 19 %, Proposed Equity Dilution : 12%													
Purpose of Investment	Proposed Investment will be used in Working Capital of Project.													
Raw Materials	Plastic Granules LDPE, Sodium Chloride, Dextrose and Packing Material													
Actual Timeline of Project	<table border="1"> <tbody> <tr> <td>Land Acquisition</td> <td>June 2011</td> </tr> <tr> <td>Completion of Civil Construction</td> <td>April 2014</td> </tr> <tr> <td>Installation of Plant & Machinery</td> <td>July 2014</td> </tr> <tr> <td>Product To Begin</td> <td>Jan 2015</td> </tr> </tbody> </table>		Land Acquisition	June 2011	Completion of Civil Construction	April 2014	Installation of Plant & Machinery	July 2014	Product To Begin	Jan 2015				
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