

PROJECT PROFILE

ON

**SOYA SAUCE
(WOMEN SHG ONLY)**

Month & Year
Aug 2010

**PREPARED BY
TANSTIA-FNF SERVICE CENTRE
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SOYA SAUCE (WOMEN SHG ONLY)

1. Introduction

Soya sauce is used as a flavour enhancer in foods. It provides an unique bitter - sweet - salt - sour taste and when added to food in small quantities enhances its flavour. Soya sauce is prepared basically from soya flour. When the protein in the flour is subjected to hydrolysis, it forms glutamic acid or sodium glutamate which is the primary flavour enhancer. Soya sauce finds wide acceptance for use in western and Chinese dishes and meat products.

2. Market

The market for the product is predominantly “A” class outlets and self service counters in all towns and cities for domestic consumers. Moreover, industrial canteens, hotels, restaurants serving western, north Indian and Chinese dishes are large consumers of the product.

3. Packaging

Soya sauce is bottled in glass bottles of 200 ml capacity. These bottles are placed in cartons and strapped prior to dispatch.

4. Production capacity

- The plant operates to one shift a day.
- The plant will operate to produce 100 litres of sauce per day. There will be 500 bottles of 200 ml capacity each. The total production is 30,000 litres per annum.
- The time period required for achieving full capacity utilization is one year.

5. Sales revenue

- The ex-factory selling price will be Rs. 26 per bottle of 200 ml or Rs.130 per litre. The sales revenue per annum will be Rs. 39 lakhs on full capacity utilization. The MRP per bottle shall be Rs. 30

6. Production process outline.

Defatted soya flour is hydrolyzed with five times its weight / volume of food grade 0.1 N hydrochloric acid for 24 hours. The product is filtered through a

muslin cloth or through stainless steel sieves. The filtrate is neutralized with food grade soda or sodium bicarbonate and the final volume noted. To this volume is added vinegar to the extent of 5% by volume to yield the final sauce. The product is bottled in 200 ml capacity bottles. The bottles are then packed in cartons prior to dispatch.

7. Quality specifications

- The product should be brownish red in colour with a bitter sour taste. It should be free from fermented odour and mold and fungal growth.

8. Pollution control measures

Not necessary as there are no pollutants or effluents.

9. Energy conservation measures

Common measures will do.

10. Land and construction cost for the proposed unit

The proposed unit is to be set up in a leased shed. The space required is 1700 square feet as detailed below:

SI	Description	Sq. feet
1	Processing area	800
2	Raw material store	100
3	Other ingredients store room	100
4	Finished goods store	100
5	Packaging material store room	100
6	Laboratory	100
7	Office space	100
8	Machinery spares room	100
9	Toilet space	100
10	Miscellaneous space	100
11	Total	1700

Lease rent – Rs. 8.0 per square foot

Total rent per month – Rs. 13600

Lease advance – Rs. 75000

11. Costing of machinery and equipment

SI	Description	Rs. lakhs
1	Tanks (mounted) stainless steel with vertical stirring system and each tank of 150 litres capacity – 4 nos	2.000
2	Motors, pulleys for above tanks	0.250
3	Stainless steel filter sieves	0.100
4	Stainless steel collection and neutralization casks of 100 litres capacity each – 10 nos	2.000
5	Slat conveyer for bottles and filling system	1.500
6	Weighing scales – 3 nos	0.240
7	Total	6.090
11	Laboratory equipment	0.500
12	Grand total machinery and equipment	6.590

12. Project cost

SI	Description	Rs. lakhs
1	Land	On lease
2	Civil works	On lease
3	Plant machinery	6.090
4	Laboratory equipment	0.500
5	Transport vehicle (Tata Ace)	3.760
6	Pollution control equipment	0.000
7	Energy conservation equipment	0.000
8	Cost of power connection	0.250
9	Cost of electrification	0.350
10	Erection and commissioning	0.340
11	Cost of machinery spares	0.100
12	Cost of office equipment	1.000
13	Deposits if any	0.340
14	Company formation expenses	0.100
15	Gestation period expenses	0.500
16	Sales tax registration expenses	0.100
17	Initial advertisement and publicity	10.000
18	Contingencies	0.150
19	Working capital margin money	1.111
20	Total	24.691

13. Working capital requirements per month

a. Salaries and wages

SI	Description	No of persons	Total salary / month (Rs. lakhs)
1	Production Supervisor	1	0.150
2	Skilled worker	1	0.060
3	Unskilled worker	4	0.120
4	Administrative staff	1	0.100
5	Salesman	1	0.100
6	Driver	1	0.060
7	Total	9	0.590

b. Raw material requirement per month

SI	Description	Qty (kgs)	Rate / kg (Rs)	Value (Rs. lakhs)
1	Defatted soya flour	500	18.00	0.090
2	Hydrolytic enzymes			0.030
3	Total raw material			0.120

c. Packaging material requirement per month

SI	Description	Qty	Rate / unit (Rs)	Value (Rs. lakhs)
1	Glass bottles with crown cork and screw cap	12650 nos	8	1.012
2	Cartons and straps	625 nos	20	0.125
3	Total			1.137

Total raw + packaging material = Rs. 1.257 lakhs

d. Utilities per month

SI	Description	Rs. lakhs
1	Power 2000 kwh @ Rs. 5.50 per unit	0.110
2	Water	0.050

3	Boiler fuel	0.000
4	Total utilities	0.160

e. Contingent expenses per month

SI	Description	Rs. lakhs
1	Rent for processing shed	0.136
2	Postage and stationery	0.010
3	Telephones, fax etc.	0.050
4	Consumable stores	0.020
5	Repairs and maintenance	0.060
6	Local transports, loading and unloading	0.100
7	Advertisement and publicity @ 5% of sales	0.150
8	Insurance	0.005
9	Sales expenses @ 1% of sales	0.030
10	Miscellaneous expenses @ 1% of sales	0.030
11	Trade incentives @ 2% of sales	0.060
12	Taxes @ 4%	0.120
13	Total contingent expenses	0.771

f. Total working capital requirement per month

SI	Description	Rs. lakhs
1	Salaries and wages	0.590
2	Raw material and packaging material	1.257
3	Utilities	0.160
4	Contingent expenses	0.771
5	Total	2.778

14. Means of finance

SI	Description	Rs. lakhs
1	Total Project Cost	24.691
2	Equity	8.148
3	Debt	16.543
4	Working capital margin money	1.111

15. Financial analysis

SI	Description	Rs. lakhs
1	Total recurring cost per year	33.336
2	Depreciation on land and building	0.000
3	Depreciation on machinery and vehicle	1.040
4	Depreciation on furnaces	0.000
5	Depreciation on moulds and fixtures	0.020
6	Depreciation on office equipment	0.100
7	Interest on long term loan @ 13.5%	2.233
8	Interest on short term borrowings@ 13.5%	0.225
9	Total cost of production	36.954

16. Turnover per year

SI	Item	Qty	Rate/unit (Rs)	Total Rs. lakhs
1	Soy sauce	30,000 litres	130	39.00

17. Viability analysis

SI	Description	Value
1	Net profit before income tax (Rs. lakhs)	2.046
2	Net profit ratio	5.2%
3	Internal rate of return	21.0%
4	Break even percentage	54%
5	Debt service coverage ratio	1.903

List of machinery suppliers for Soya Sauce

1. Geeta Food Engineering, Plot No. C - 7 / 1, TTC Industrial Area, Pawana MIDC, Thane - Belapur Road, Behind Savita Chemicals, Navi Mumbai 400705. Maharashtra.; Tel: 022 - 56101973; Fax: 022 - 55906450