

# NATIONAL DAIRY DEVELOPMENT BOARD

## WORKING CAPITAL APPLICATION FORM (To be filled-in by the Borrower)

### A. Borrower Details

Name & Address	Chairman (Name):  CEO/MD/GM (Name): Qualification:  Finance Head (Name): Qualification:
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Financials as on **31/03/2012:**

Rs.in Lakh

Share Capital	
Reserve	
Net Worth	
Accumulated Profit/Loss	
Accumulated Depreciation	

Loan Outstanding:	Amount	Interest Rate
NDDB:		
Bank (Term Loan):		
Bank Working Capital:		
Any other (indicate source):		

### B. PROCESSING CAPACITY

Facilities	Location	Capacity	Qty. Handled	Cap. Utilisation
Dairy (TKgPD)				
Chilling Centre (No____)	1			
	2			
	3			
	4			
	5			
	6			
Powder Plant (MTD)				
Cattle Feed Plant (MTD)				
Others (Pls. Specify)				

**C. WORKING CAPITAL REQUIREMENTS**

For Purchase of SMP/WMP/White Butter

Particulars	Quantity	Value (Rs in Lakh)
SMP		
WMP		
White Butter		

For Conversion to SMP/WMP/White Butter

Particulars	Quantity	Value (Rs in Lakh)
Milk for conversion ('000 KGs)		
SMP produced		
WMP produced		
White Butter produced		

**D. WORKING CAPITAL REQUESTED**

- 1 For Purchase of SMP/WMP/White Butter
- 2 For Conversion to SMP/WMP/White Butter
- Total**

**Amount (Rs in lakh)**


**E. REPAYMENT PLAN**

	Month/Year		Month/Year
Proposed Period of Drawl	From	<input type="text"/>	To <input type="text"/>
Proposed Period of Repayment	From	<input type="text"/>	To <input type="text"/>

**MANAGING DIRECTOR  
UNION/FEDERATION**







**Projected Profit Loss Account (Rs lakh)**

Particulars	FAT	SNF	Unit	Rate	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12
			No. of days--->													
<b>Financial</b>																
<b>Sale of Milk</b>																
FCM			Rs/Ltr													
STD			Rs/Ltr													
TM			Rs/Ltr													
DTM			Rs/Ltr													
Other Milk Type I			Rs/Ltr													
Other Milk Type II			Rs/Ltr													
Other Milk Type III			Rs/Ltr													
Other Milk Type IV			Rs/Ltr													
Milk Product I			Rs/Ltr													
Milk Product II			Rs/Ltr													
Milk Product III			Rs/Ltr													
Milk Product IV			Rs/Ltr													
Milk Product V			Rs/Ltr													
<b>Total sales</b>																
<b>Purchases</b>																
Own procurement			Rs/Kg													
Bulk milk			Rs/Kg													
condensed milk			Rs/Kg													
Total purchase of Milk																
Purchase of SMP based on recombination			Rs/Kg													
Purchase of WB based on recombination																
<b>Total purchase</b>																
<b>Gross margin</b>																
Variable cost																
Addl cost for processing																
<b>Contribution</b>																
Fixed cost																
Depreciation																
Interest -long term loan																
Interest -WC NDDDB																
Interest -WC Any other																
valuation of stock increase/decrease																
Net Profit from MD operations																
<b>Profit Before tax</b>																
Income tax																
<b>Profit after tax</b>																

**Business Requirement**  
**(Based on actual Balance Sheet of 2011-12)**

	Particulars	Unit	
A	Milk Procurement per day	TkgPD	
B	Purchase price of Milk	Rs per kg	
C	Variable Cost	Rs per kg	
D	Net Operating Cycle*	No. of Days	
E	Current Assets - Current Liabilities	Rs lakh	
F	Business Requirement ((AX(B+C)XD)-E)	Rs lakh	
<b>Calculation of Net Operating Cycle</b>			
A	Raw Material (RM) Inventory	Rs lakh	
B	RM Consumed / 365	Per Day	
C	RM Conversion Period = A / B	No. of Days	
D	Work in Progress (WIP)	Rs lakh	
E	Cost of Production / 365	Per Day	
F	WIP Conversion Period = D / E	No. of Days	
G	Finished Goods (FG) inventory	Rs lakh	
H	Cost of Goods Sold / 365	Per Day	
I	FG Conversion Period = G / H	No. of Days	
J	Debtors	Rs lakh	
K	Credit Sales / 365	Per Day	
L	Debtors Conversion Period = J / K	No. of Days	
M	<b>Gross Operating Cycle ( C + F + I + L)</b>	No. of Days	
N	Creditors	Rs lakh	
O	Credit Purchase / 365	Per Day	
P	Payable Deferral Period = N / O	No. of Days	
	<b>Net Operating Cycle ( M - P)</b>	No. of Days	

	Debt Servicing	Rs lakh		
		Actual (2011-12)	Proposed (2012-13)	Proposed (2013-14)
	Particulars			
	Sales			
	Material Consumed			
	Variable Cost			
	Contribution			
	Fixed Cost			
	Other Income (Net)			
	Interest			
	Depreciation			
	Tax			
	PAT			
	<b>DSCR Calculations</b>			
	A. PAT + Interest + Depreciation			
	B. Interest Liability Including Proposed WC			
	C. Repayment of Principal (Excl. WC Principal)*			
	<b>DSCR = A / ( B+C)</b>			

\* Working Capital Principal will be recovered from sale proceeds of stock

## ECONOMICS OF UNION'S BUSINESS (2011-12)

Milk Procurement (TKgPD)	
Milk Sales (TPD)	
Bulk Milk Sales (TLPD)	
Throughput (TKgPD)	
	<b>Rs. in Lakhs</b>
<b>Sales</b>	
<b>Material Consumed</b>	
Opening Stock	
Purchases	
Less: Closing Stock	
<b>Total Material Consumed</b>	
<b>Gross Margin</b>	
<b>Variable Expenses</b>	
Transportation charges	
Processing & Manufacturing Expenses	
<b>Total Variable Expenses</b>	
<b>Contribution</b>	
<b>Fixed Expenses</b>	
Employee Costs	
Administrative expenses	
Repairs & Maintenance	
Marketing & Selling Expenses	
<b>Total Fixed Expenses</b>	
<b>Net Margin (Operating Profit)</b>	
<b>Other Income</b>	
Net Cattle Feed/T.I.P. Income/Expenditure	
Others	
<b>Total Other Income</b>	
Interest	
Depreciation	
Taxation	
Prior Period Expenses	
<b>Net Profit</b>	



**Balance Sheet as on 31-03-12**

Rs. In lakhs

<b>SOURCES</b>		<b>APPLICATIONS</b>	
<b>Share Capital :</b>		<b>Fixed Assets</b>	
Government		Gross Block	
Members		Less: Accumulated Depreciation	
<b>Total :-</b>		<b>Net Block</b>	
<b>Reserves &amp; Surplus</b>		<b>Capital Work in Progress</b>	
		<b>Investment</b>	
Accumulated Profits		<b>Current Assets, L&amp;A</b>	
General Reserve		Cash & Bank Balance	
Others		Inventory	
<b>Total :-</b>		Sundry Debtors	
<b>Grants :</b>		Advances	
Net Worth		<b>Total :-</b>	
Other Reserves		<b>Current Liabilities</b>	
Share Suspense		Creditors for Goods	
<b>Secured Loan</b>		Due to DCS	
<b>Loan Amount :</b>		Due to Others	
From NDDB		<b>Total Creditors for goods</b>	
From Others		Creditors for Expenses	
<b>Total Loan Amount</b>		Provisions	
Unpaid interest		Cash Credit- NDDB WC loan	
<b>Total :-</b>		Cash Credit / OD - Others	
<b>Unsecured Loan</b>		Others	
<b>Loan Amount :</b>		<b>Total :-</b>	
From NDDB		<b>Net Working Capital</b>	
(Corporation & Fedn) From Others		Deferred/Misc. Expenses	
<b>Total Loan Amount</b>			
Unpaid interest(overdue instalments)		Accumulated Losses	
<b>Total :-</b>			
<b>Long Term Loans</b>			
<b>Total Capital Employed/Sources</b>		<b>Total Applications</b>	

**PROJECTED PROFIT & LOSS FOR THE YEAR 2012-13**

Rs lakh	
PARTICULARS	Apr-12 to Mar 13
<b>Sales</b>	
Milk Sales	
Product Sales	
<b>Total Sales</b>	
<b>Material Consumed</b>	
Opening Stock	
Milk Cost	
Products purchased	
Less: Closing Stock	
<b>Total Material Consumed</b>	
<b>Gross Margin</b>	
<b>Variable Expenses</b>	
Transport charges	
Manufacturing Expenses	
<b>Total Variable Expenses</b>	
<b>Contribution</b>	
<b>Fixed Cost</b>	
Employees cost	
Administrative expenses	
Repair & Maintenance	
Selling & Distribution Expenses	
<b>Total Fixed Cost</b>	
<b>Net Margin</b>	
Other Income	
Depreciation	
Interest on W.C. - NDDB	
Interest on W.C. - Other Banks	
Interest on Term loan	
Taxation	
<b>Net Profit/Loss</b>	