



Detailed Project Report ***on*** ***10KL Milk Processing Unit***

Under MKUY

Name of the Entrepreneur/Entity:

Address:



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1. Project Summary

1	Name of the Enterprise (as per the Illustrative List of Enterprises)	Milk Processing Unit
2	Sector (as per the Illustrative List of Enterprises)	ARD
3	Project Capacity ¹	10,000 lit/day
4	Key components of the project	Dairy (Milk Processing)
5	Project Address (Village/Ward, Gram Pranchayat/Municipality, Block, District)	
6	Products/Output from the project	Milk, Curd, Ghee
7	Total Project Cost	Rs. 2,96,31,000
8	Fixed Capital Cost	Rs. 2,31,81,000
9	Working/Recurring capital	Rs. 64,50,000
10	Bank Finance/ Self Finance	Bank Loan
11	Bank Loan Amount	Rs. 2,60,22,900
12	Promoter Contribution (min 10% of the Project Cost in case of bank loan)	Rs. 36,08,100
13	Assumed Rate of Interest	11%
14	Subsidy Eligibility (40%, 50%)	
15	Repayment Terms (Tenure, Moratorium, Frequency, Mode of Repayment: equal principal/equal instalment)	Equal Monthly Instalment
16	Key Financial Indicators:	
	1. Average Annual Net Profit	Rs. 76,36,937
	2. Debt Service Coverage Ratio (DSCR)	2.04
	3. Internal Rate of Return	23.64%
	4. Break Even Point (BEP)/Year	3 Years 8 Months
17	Estimated employment to be generated (nos.)	33

Note: The price quoted in the DPR is indicative. Final CIS will be calculated as per the Rate in MKUY guideline

¹ Capacity can be in terms of area or quantity



2. Project Profile

2.1 Entrepreneur/Entity Profile

1	Name of the Entrepreneur/Entity	
2	Legal status (Individual/ Group/ FPO/ FPC/ Proprietorship/ Partnership firm/ Company/ Cooperative/ Federation/ Society/ Trust)	
3	Name of Representative ² in Ease of entity	
4	Gender (Male/ Female/ Third Gender/ Not Applicable)	
5	Date of Birth of Individual/Representative of Entity	
6	Date of Incorporation/Registration of Entity	
7	Category opted for (Women/ ST/ SC/ Differently Abled/ Third gender/ Agri & Allied Graduate)	
8	Educational Qualification of Individual/Representative of Entity	
9	Passport size photograph of the Individual/ Representative of entity	
10	Local Address for Correspondence of the Individual/ Representative of entity	
11	Registered Address of Entity	
12	Main Office/Branch Address of Entity	
13	Phone no. of Individual/Representative of Entity	
14	Email Id of Individual/Representative of Entity	
15	AADHAR No. of Individual/Representative	
16	PAN of Individual/Representative of Entity, if available	
17	Farmer Id of Individual, if available	
18	Details of other Partner/Director/ President/Secretary	
19	Registration No./ CIN of the Entity ³	
20	PAN/TAN of Entity	
21	GSTIN of Entity, if available	
22	Details of experience and exposure relevant to the proposed enterprise/project (family business, work experience, e- learning/certificate courses, trainings undertaken etc.)	

² Representative should be authorized by the board/governing body of the entity.

³ Registration document:

Groups (SHG/PG/): FPO: Proprietorship firm: Registration Certificate under Shops & Establishment Act, Partnership firm: Registration Certificate from IGR of state, Company (Pvt. Ltd., Public Ltd., LLP, OPC, FPC): Certification of Incorporation, Cooperative/ Federation: Certificate of Registration from Registrar of Cooperative Societies, Society/Trust: Darpan Unique Id



2.2. Project Consultant Details

DPR prepared by: APICOL

Please provide further details of the consultant:





2.3. Concept and Scope of the Project

Milk is a valuable nutritious food that has a short shelf-life and requires careful handling. Milk is highly perishable because it is an excellent medium for the growth of microorganisms – particularly bacterial pathogens – that can cause spoilage and diseases in consumers. Milk processing allows the preservation of milk for days, weeks or months and helps to reduce food-borne illness.

The usable life of milk can be extended for several days through techniques such as cooling (which is the factor most likely to influence the quality of raw milk) or fermentation. Pasteurization is a heat treatment process that extends the usable life of milk and reduces the numbers of possible pathogenic microorganisms to levels at which they do not represent a significant health hazard. Milk can be processed further to convert it into high-value, concentrated and easily transportable dairy products with long shelf-lives, such as butter, cheese and ghee.

Processing of dairy products gives small-scale dairy producers higher cash incomes than selling raw milk and offers better opportunities to reach regional and urban markets. Milk processing can also help to deal with seasonal fluctuations in milk supply. The transformation of raw milk into processed milk and products can benefit entire communities by generating off-farm jobs in milk collection, transportation, processing and marketing.

Processing will also promote entrepreneurship venture and employment. Processed milk products include dahi, lassi, cheese, yoghurt, chhana, paneer, khoa, ice cream, ghee, butter etc. Regarding milk utilization, only 18% is being utilized for processing of milk products in Odisha. So, there is great scope for utilization of milk for production of various processed milk products which will definitely double the income of the farmer. Odisha is a leading producer of milk.

Market Potential

Total milk production stood at 23.73 LakhMT during 2020-21. The state currently represents the fourteenth largest dairy market in India. The milk production in Orissa mainly consists of cow and buffalo milk. Cow milk dominates the total milk production, accounting for majority of the total production.

Based on the product type, Orissa dairy market into 18 major product segments:

- Liquid milk
- Ghee
- Curd
- Paneer
- Ice-cream
- Table butter
- Skimmed milk powder
- Frozen/flavoured yoghurt
- Fresh cream
- Lassi
- Butter milk
- Cheese



- Flavoured milk
- UHT milk
- Dairy whitener
- Sweetened condensed milk
- Infant food
- Malt based beverages

Currently, liquid milk represents the biggest product segment in Orissa, accounting for majority of the market share. Some of the fastest growing segments include frozen/flavoured yoghurt, cheese, UHT milk, flavoured milk and butter milk.

3. Techno-commercial Assumptions

Sl. No.	Parameter	Value	Unit
1	Increase in Rate of Product	5	%
2	Increase in Electricity consumption	5	%
3	Collection from Debtors (First Year)	10	Days
4	Collection from Debtors	10	Days
5	Payable to Creditors	15	Days
6	Drawing By Promoter	25	%
7	Increase in Staff Salary	5	%
8	Rate of Interest on TL	11	%
9	Rate of Interest on WC	9	%
10	Loan Repayment (in year)	7	Years
11	Raw Material in Stock (on sales)	5	Days
12	Finished Goods in stock (on sales)	15	Days
13	Promoter's Contribution (Term Loan)	10	%
14	Promoter's Contribution (Working Capital)	20	%
15	Working Capital Requirement	15	Days
16	Working Capital Utilisation	100	%
17	No of working days	345	Days

4. Financial Details

4.1. Project Fixed Capital

Details of Fixed Assets					
Sl. No.	Particulars	Unit	Qty.	Cost per unit	Total
A	Land				
1	Land Development	sq. ft	10000	LS	7,000
2	Fencing (Barbed wire/Green Fencing)	ft	400	60.00	24,000
	Sub Total				31,000
B	Civil Construction				
1	Milk Processing area	sq ft	5000	950.00	47,50,000
2	Effluent Treatment Plant	sq ft	1000	400.00	4,00,000
3	Water treatment Plant	sq ft	1000	400.00	4,00,000
4	Refrigeration unit	sq ft	1000	400.00	4,00,000



5	Boiler Section	Sq. ft	1000	400.00	4,00,000
6	Office	Sq. ft	600	950.00	5,70,000
	Sub Total				69,20,000
C	Water Supply				
1	Water Supply with overhead tank, pump and pipeline				2,50,000
D	Electrification				
1	Electrical Installation (with transformer and DG Unit as required)				5,00,000
E	Plant & Machinery				
Sl. No.	Particulars	Specification	Qty	Unit Price	total
1	Water Treatment Plant		1	5,00,000.00	5,00,000
2	Effluent Treatment Plant (ETP)		1	7,00,000.00	7,00,000
3	Refrigeration Unit		1	7,00,000.00	7,00,000
4	CIP unit		1	15,00,000.00	15,00,000
5	Milk Reception and Testing				
6	Weighment	500 kg	1	1,50,000.00	1,50,000
7	Dump tank	1000 lit	1	1,00,000.00	1,00,000
8	Duplex filter with pump	5000 lit/h	1	50,000.00	50,000
9	Milk Chiller (PHE)	5000 lit/hr	1	2,00,000.00	2,00,000
10	Milk testing setup		1	2,00,000.00	2,00,000
11	Insulated Milk Storage Tank	5000 Lit	4	3,00,000.00	12,00,000
Milk Processing (Pouch Milk)					
12	Milk Pasteurizer unit	3000 lit/hr	1	15,00,000.00	15,00,000
13	Cream Separator	3000 lit/hr	1	5,00,000.00	5,00,000
14	Milk Homogenizer	3000 lit/hr	1	5,00,000.00	5,00,000
15	Buffer tank	3000 lit	2	1,00,000.00	2,00,000
16	Cream Pasteurizer	2000 lit/h	1	10,00,000.00	10,00,000
17	Insulated Cream Storage Tank	3000 lit	2	2,00,000.00	4,00,000
18	Cream transfer pump	3000 lit/hr	1	30,000.00	30,000
19	Cream Chiller	3000 lit/hr	1	1,50,000.00	1,50,000
20	Cold Room	10'x15'x12'	1	7,50,000.00	7,50,000
21	Milk Pouch Packing Machine (500 ml & 1000 ml)	180 pouch/hr	1	5,00,000.00	5,00,000
Ghee and Butter					
23	Cream ripening tank with transfer pump	3000 lit	1	3,50,000.00	3,50,000
24	Butter Churner	1000 lit	1	10,00,000.00	10,00,000



25	Butter trolley with transfer pump	1000 kg/hr	1	1,00,000.00	1,00,000
26	Butter melting vat with transfer- pump	1000 lit	2	1,50,000.00	3,00,000
27	Ghee boiler	1000 lit	1	2,00,000.00	2,00,000
28	Ghee transfer pump	1000 lit/hr	1	30,000.00	30,000
29	Ghee settling tank	1000 lit	1	50,000.00	50,000
30	Ghee buffer tank	1000 lit	1	50,000.00	50,000
31	Ghee clarifier	1000 lit/hr	1	1,50,000.00	1,50,000
32	Ghee packing machine	1000 lit/hr	1	3,00,000.00	3,00,000
Curd Chhach/Lassi					
33	Curd setting tank	1000 lit	1	3,00,000.00	3,00,000
34	Hot water batter for curd setting tank	1000 lit	1	60,000.00	60,000
35	Cup filling machine	1000 lit/hr	1	8,00,000.00	8,00,000
36	Incubation room	2	1	5,00,000.00	5,00,000
37	Pipes and fittings		1	10,00,000.00	10,00,000
	Total				1,60,20,000
F	Miscellaneous Expenditure				
1	Insurance premium of assets				30000
	DPR Cost				
	Other Misc. Exp				
	Total Misc. Exp				30000

4.2. Project Variable Expenses

Details of Recurring Expenditure						
A	Details of raw material (per annum @ 100%)					
Sl. No.	Items	Unit	Rate/Unit (Rs)	Qty/day	Qty/annum (kg)	Total Cost (Rs)
1	Milk	Lit	32.00	10,000	34,50,000	11,04,00,000
2	Milk pouch	Nos.	2.00	10,000	34,50,000	69,00,000
3	Curd cup	Nos.	2.00	5,000	17,25,000	34,50,000
4	Ghee jar	Nos.	3.00	300	1,03,500	3,10,500
5	Starter Culture	Kg	3000.00	0.200	69	2,07,000
6	CIP & ETP chemicals	Lit.	100.00	100.000	34,500	34,50,000
7	SMP for standardization	Kg	300.00	200.000	69,000	2,07,00,000
	Total			25,600	88,32,069	14,54,17,500

Details of salary and other benefits

Sl. No.	Type of workers	No. of Worker	Salary Per Month/head (Rs)	Total Salary per annum (Rs)
1	Unskilled	15	8,000	1440000



Sl. No.	Type of workers	No. of Worker	Salary Per Month/head (Rs)	Total Salary per annum (Rs)
2	Skilled	7	12,000	1008000
3	Domain Skilled	5	20,000	12,00,000
4	Purchase and Store	4	15,000	7,20,000
5	Sales	1	18,000	2,16,000
6	Manager	1	30,000	3,60,000
	Grand Total		1,03,000	49,44,000

4.3. Details of Sales

Details of sales (Per annum @100% capacity)						
Sl. No.	Type of products	Unit	Rate/Unit (Rs)	Quantity/day	Quantity/annum	Total (Rs)
1	Milk	Lit	45.00	7,000	24,15,000	10,86,75,000
2	Ghee	Lit	650.00	150	51,750	3,36,37,500
3	Curd	Kg	100.00	1,200	4,14,000	4,14,00,000
	Total			8,350	28,80,750	18,37,12,500



4.4. Project Balance Sheet

Liabilities	I	II	III	IV	V	VI	VII
Opening Capital	-	58,53,710	87,36,920	1,10,60,437	1,40,85,479	1,77,10,612	2,18,69,137
Add: Introduced	36,08,100						
Add: Profit	29,94,610	57,96,210	60,10,517	77,21,042	95,29,133	1,14,49,525	1,20,55,772
Less: Drawing	7,49,000	29,13,000	36,87,000	46,96,000	59,04,000	72,91,000	84,82,000
Closing Capital	58,53,710	87,36,920	1,10,60,437	1,40,85,479	1,77,10,612	2,18,69,137	2,54,42,909
Term Loan from Bank	1,87,67,584	1,64,29,801	1,38,21,492	1,09,11,352	76,64,455	40,41,830	-
Current Liabilities							
Cash Credit from Bank	51,60,000	51,60,000	51,60,000	51,60,000	51,60,000	51,60,000	51,60,000
Sundry Creditors	36,35,438	57,25,850	64,13,000	71,54,550	79,54,200	88,15,950	92,56,750
Expenses Payable	11,99,300	16,61,200	18,28,600	20,08,700	22,02,200	24,10,000	25,34,500
Current Provisions	10,15,547	22,16,233	23,08,079	30,41,161	38,16,057	46,39,082	48,98,902
Total Current Liabilities	1,10,10,285	1,47,63,283	1,57,09,679	1,73,64,411	1,91,32,457	2,10,25,032	2,18,50,152
Total Liabilities	3,56,31,578	3,99,30,004	4,05,91,608	4,23,61,242	4,45,07,524	4,69,36,000	4,72,93,062
Assets							
Fixed Assets	2,31,81,000	2,31,81,000	2,31,81,000	2,31,81,000	2,31,81,000	2,31,81,000	2,31,81,000
Less Depreciation	31,38,000	54,00,600	77,25,555	97,28,497	1,14,55,054	1,29,44,279	1,42,29,607
Net Fixed Assets	2,00,43,000	1,77,80,400	1,54,55,445	1,34,52,503	1,17,25,946	1,02,36,721	89,51,393
Current Assets							
Sundry Debtors	30,61,900	48,22,500	54,01,200	60,25,700	66,99,200	74,25,000	77,96,200
Inventories	50,47,550	56,53,450	81,49,074	91,18,800	1,01,65,209	1,12,93,443	1,23,67,896
Cash and Bank Balance	6,12,400	9,64,500	10,80,300	12,05,200	13,39,900	14,85,000	15,59,300
Other Current Assets	68,66,728	1,07,09,154	1,05,05,589	1,25,59,038	1,45,77,270	1,64,95,836	1,66,18,273
Total Current Assets	1,55,88,578	2,21,49,604	2,51,36,163	2,89,08,738	3,27,81,578	3,66,99,279	3,83,41,668
Total Assets	3,56,31,578	3,99,30,004	4,05,91,608	4,23,61,242	4,45,07,524	4,69,36,000	4,72,93,062



4.5. Calculation of Depreciation

Rates of Depreciation		10%	15%	Total depreciation for the year
Year	1	6,60,000.00	24,78,000	31,38,000
	2	5,94,000.00	21,06,300	27,00,300
	3	5,34,600.00	17,90,355	23,24,955
	4	4,81,140.00	15,21,802	20,02,942
	5	4,33,026.00	12,93,531	17,26,557
	6	3,89,723.40	10,99,502	14,89,225
	7	3,50,751.06	9,34,576	12,85,328

4.6. Projected P&L

Description	Year ending March 31st						
	I	II	III	IV	V	VI	VII
No of Working months	12	12	12	12	12	12	12
Capacity Utilisation	50	75	80	85	90	95	95
Revenue							
Sales	9,18,56,250	14,46,74,000	16,20,35,000	18,07,71,000	20,09,75,000	22,27,48,000	23,38,86,000
Opening Stock of Finished Goods	-	(39,93,750)	(62,90,174)	(70,45,000)	(78,59,609)	(87,38,043)	(96,84,696)
Closing Stock of Finished Goods	39,93,750	62,90,174	70,45,000	78,59,609	87,38,043	96,84,696	1,01,68,957
Total Income (A)	9,58,50,000	14,69,70,424	16,27,89,826	18,15,85,609	20,18,53,435	22,36,94,652	23,43,70,261
Expenditure							
Opening stock of Raw Material	-	10,53,800	16,59,700	18,58,900	20,73,800	23,05,600	25,55,400
Purchase (Net) of Material	7,27,08,750	11,45,17,000	12,82,60,000	14,30,91,000	15,90,84,000	17,63,19,000	18,51,35,000
Closing Stock of Raw material	10,53,800	16,59,700	18,58,900	20,73,800	23,05,600	25,55,400	26,83,200
Raw Material Consumption	7,16,54,950	11,39,11,100	12,80,60,800	14,28,76,100	15,88,52,200	17,60,69,200	18,50,07,200
Repair & Maintenance- Machinery (@5% of Cost)	2,31,500	2,43,100	2,55,300	2,68,100	2,81,600	2,95,700	3,10,500



Electricity expense	73,48,500	1,15,74,000	1,29,62,800	1,44,61,700	1,60,78,000	1,78,19,900	1,87,49,700
Insurance cost	30,000	31,500	33,100	34,800	36,600	38,500	40,500
Administrative salaries and wages	49,44,000	51,91,200	54,50,800	57,23,400	60,09,600	63,10,100	66,25,700
Other Misc. Expenses [@2% of sales]	18,37,125	28,93,480	32,40,700	36,15,420	40,19,500	44,54,960	46,87,405
Total Cost	8,60,46,075	13,38,44,380	15,00,03,500	16,69,79,520	18,52,77,500	20,49,88,360	21,54,21,005
Profit Before Depreciation, Interest and Tax	98,03,925	1,31,26,044	1,27,86,326	1,46,06,089	1,65,75,935	1,87,06,292	1,89,49,256
Depreciation	31,38,000	27,00,300	23,24,955	20,02,942	17,26,557	14,89,225	12,85,328
Profit Before Interest and Tax	66,65,925	1,04,25,744	1,04,61,371	1,26,03,147	1,48,49,377	1,72,17,067	1,76,63,928
Interest on Term Loan	21,91,368	19,48,901	16,78,375	13,76,545	10,39,787	6,64,060	2,44,854
Interest on Working Capital Loan	4,64,400	4,64,400	4,64,400	4,64,400	4,64,400	4,64,400	4,64,400
Total Interest Paid	26,55,768	24,13,301	21,42,775	18,40,945	15,04,187	11,28,460	7,09,254
Profit Before Tax	40,10,157	80,12,443	83,18,596	1,07,62,202	1,33,45,191	1,60,88,607	1,69,54,674
Income Tax	10,15,547	22,16,233	23,08,079	30,41,161	38,16,057	46,39,082	48,98,902
Profit after Tax	29,94,610	57,96,210	60,10,517	77,21,042	95,29,133	1,14,49,525	1,20,55,772

4.6. Projected Cash Flow

Period Ending:	I	II	III	IV	V	VI	VII
Cash & Bank Balance at Beginning	-	25,000	25,000	25,000	25,000	25,000	25,000
Cash Inflow during the Period	-	6,12,400	9,89,500	11,05,300	12,30,200	13,64,900	15,10,000
Cash Outflow during the Period	3,87,69,578	1,22,49,509	94,85,433	1,13,78,715	1,30,23,737	1,48,31,325	1,41,66,220
Closing Cash & Bank Balance	3,81,57,178	1,18,72,409	93,69,633	1,12,53,815	1,28,89,037	1,46,86,225	1,40,91,920



4.7. Projected Loan Repayment

Year	Interest	EMI	Principal
1	21,91,368.29	42,86,684.15	20,95,315.86
2	19,48,900.77	42,86,684.15	23,37,783.38
3	16,78,375.20	42,86,684.15	26,08,308.95
4	13,76,544.72	42,86,684.15	29,10,139.42
5	10,39,786.78	42,86,684.15	32,46,897.37
6	6,64,059.59	42,86,684.15	36,22,624.56
7	2,44,853.69	42,86,684.15	40,41,830.46
Total	91,43,889.04	3,00,06,789.04	2,08,62,900.00

4.8. Calculation of DSCR, IRR and BEP

Year	I	II	III	IV	V	VI	VII
Net Sales	9,18,56,250	14,46,74,000	16,20,35,000	18,07,71,000	20,09,75,000	22,27,48,000	23,38,86,000
Net Profit	29,94,610	57,96,210	60,10,517	77,21,042	95,29,133	1,14,49,525	1,20,55,772
Depreciation	26,55,768	24,13,301	21,42,775	18,40,945	15,04,187	11,28,460	7,09,254
Cash Accruals (a)	56,50,378	82,09,511	81,53,292	95,61,986	1,10,33,320	1,25,77,985	1,27,65,026
Principal	20,95,316	23,37,783	26,08,309	29,10,139	32,46,897	36,22,625	40,41,830
Interest	26,55,768	24,13,301	21,42,775	18,40,945	15,04,187	11,28,460	7,09,254
Total (b)	47,51,084	47,51,084	47,51,084	47,51,084	47,51,084	47,51,084	47,51,084
DSCR	1.19	1.73	1.72	2.01	2.32	2.65	2.69
Average DSCR	2.04						

Calculation of Break-Even Point (BEP)							
Sales	9,58,50,000	14,69,70,424	16,27,89,826	18,15,85,609	20,18,53,435	22,36,94,652	23,43,70,261
Variable Cost	7,34,92,075	11,68,04,580	13,13,01,500	14,64,91,520	16,28,71,700	18,05,24,160	18,96,94,605
Contribution	2,23,57,925	3,01,65,844	3,14,88,326	3,50,94,089	3,89,81,735	4,31,70,492	4,46,75,656
Fixed Cost	1,83,47,768	2,21,53,401	2,31,69,730	2,43,31,886	2,56,36,544	2,70,81,885	2,77,20,981
BEP Sales	7,86,58,176	10,79,33,155	11,97,83,959	12,58,99,278	13,27,49,980	14,03,29,018	14,54,25,367
Average BEP sales	12,15,39,847						



Calculation of Internal Rate of Return (IRR)				
Sl. No.	Year	PAT	Depreciation	Cash Accrual
	Cash outflow at beginning			-2,96,31,000
1	31-03-2023	29,94,610	31,38,000	61,32,610
2	31-03-2024	57,96,210	27,00,300	84,96,510
3	31-03-2025	60,10,517	23,24,955	83,35,472
4	31-03-2026	77,21,042	20,02,942	97,23,983
5	31-03-2027	95,29,133	17,26,557	1,12,55,691
6	31-03-2028	1,14,49,525	14,89,225	1,29,38,750
7	31-03-2029	1,20,55,772	12,85,328	1,33,41,100
IRR		23.64%		
Payback Period		3 Years 8 Months		

4.10. Summary of Project Cost

Sl. No.	Name of Assets	Amount
1	Land Development	31,000
2	Civil Construction	63,50,000
3	Irrigation/Water Supply	2,50,000
4	Electrification	5,00,000
5	Plant & Machinery	1,60,20,000
6	Livestock	-
7	Insurance	30,000
8	DPR Cost	-
9	Other Misc. Exp	-
	Total Fixed Cost	2,31,81,000
	Recurring	64,50,000
	Cost of Project	2,96,31,000