## PREFEASIBILITY STUDY ON

## SETTING UP DECORTICATED CASHEWNUT PLANT IN NIGERIA

## DEVELOPED BY STARTUP BUSINESS FOUNDATION

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#### **ABOUT THIS REPORT**

This prefeasibility study is designed to provide potential and startups entrepreneurs' valuable information on setting up Decorticated Cashew processing business in the food processing industry of Nigeria's market; aimed at encouraging and facilitating industrial activities across the country. It is our realization that industrialization is at the heart of economic development and that every effort has to be made to bring about industrial growth and encourage our people to be part of it.

The decorticated cashew business shows over 80% local content in terms of availability of raw material, equipment and machinery, manpower and other requirements.

The key areas covered in this report include:

- i) Technical and economic analysis of the production, marketing and profitability of the project.
- ii) Recommendations in respect of procurement of equipments and associated problems.
- iii) Recommendation on suitable agronomic management practices to ensure efficient running of the projects.
- iv) Detailed financial analysis including project cash flows for the projects.

This prefeasibility report provides a comprehensive and detailed coverage of the above terms of reference and is designed to facilitate investment decisions.

The implementation of this project will also impact positively on the economy of the immediate community where the project is located. This is in terms of employment-direct and indirect, skilled and unskilled. Government also stands to benefit from internal revenue from taxation.

In view of the result of the analysis using some economic indicators as stated in the proposed project, it is hereby recommended that the project is viable.



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#### **PARTI**

#### EXECUTIVE SUMMARY

The prefeasibility study embodied in this investment profile is for production and marketing of edible cashew nuts.

In Nigeria, cashew grows successfully in virtually all agro-ecological zones including the semi-arid areas, but with high concentration in the middle belt areas in smallholder farms and plantations. Cashew production comes from over 28 states.

The plant can be established in rural or semi rural where there is adequate supply of the raw material, basic infrastructures and proximity to market. Well processed cashew has both high domestic and export potential; however, the success of this project is premised on the ability of the enterprise to secure good and quality raw cashew nuts that adequately meets the production capacity of the plant.

The plant setup should be in accordance to the NAFDAC and other regulatory standard in food processing industry.

The installed production capacity of the plant is 300 kgs of cashew nuts per day, which translates into 93,600 per year, at 60% capacity utilization.

The total investment estimate is N8,985,760, capital cost of N5,6421,600 with working capital of N1,344,160.

#### 1.1 SUMMARY OF TOTAL PROJECT COST

|     | SOMMUMENTO TO THE PROJECT COST |     |           |           |  |  |  |
|-----|--------------------------------|-----|-----------|-----------|--|--|--|
| S/N | DESCRIPTION                    | QTY | UNIT COST | TOTAL     |  |  |  |
| 1   | Land & building                | 1   | 240,000   | 240,000   |  |  |  |
| 2   | Machinery & equipments         | 1   | 3,461,600 | 3,461,600 |  |  |  |
| 3   | Utility equipment              | 2   | 190,000   | 190,000   |  |  |  |
| 4   | Office equipments              | 2   | 350,000   | 350,000   |  |  |  |
| 5   | Vehicle                        | 1   | 2,400,000 | 2,400,000 |  |  |  |
|     | Total capital cost             |     | 6,641,600 | 6,641,600 |  |  |  |
| 6   | Working capital                |     | 1,800,000 | 1,800,000 |  |  |  |
| 7   | Contingencies & preliminary    |     | 544,160   | 544,160   |  |  |  |
|     | Total Project cost             |     | 8,985,760 | 8,985,760 |  |  |  |

## 1.2 FINANCIAL ACCOUNTING RATIOS ANALYSIS PERFORMANCE RATIOS AVERAGES

(a) Return on Sales =34% (b) Return on Equity =273% (c) Return on Investment =905%

(d) Positive NPV = \$465,662,794

(e) IRR =55.9% (f) ARR =207.6%

(g) Payback Period = 1 year and 10 months.



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### PART II MARKET ANALYSIS

#### 2.1 INTRODUCTION

Cashew nuts are highly demanded on the world market. A small local market also exists although cashew nuts are very common in Nigeria. This could turn out to be the turning factor in the marketing of cashew nuts as they have an open market, with limited competition.

#### 2.2 MARKET AREA ANALYSIS

According to the National Bureau of Statistics (NBS), the estimated area under cashew plantations in Nigeria varies between 200,000 and 300,000 hectares and 2019, the cashew market was valued at \$9.9 million last year, and is projected to reach \$12.7 million by 2024. According to published Food and Agricultural Organization (FAO, 2018), Nigeria is the third world's best cashew producing country with 594,000 metric tons thereby generating over 600,000 jobs. The major producing Nigerian states are Benue, Kogi, Kwara, Oyo, Enugu, Abia, Anambra, Ekiti and Imo.

In spite of the fact that cashew nut processing has numerous potentials to create employment, especially for women, produce kernels which have value as confectionery nuts, CNSL which is a good raw material for manufacturing resin, generate income and thus improving the standard of living of the teeming rural populace, its level of production is still low as the output only met about 20 per cent of the demand for export processing of the businesses.

#### 2.3 DEMAND AND SUPPLY ANALYSIS

The huge global demand for cashew nuts could make millionaires of Nigerian farmers who export the crop, as in the next 50 year, cashews could generate N100 billion annually for the Nigerian economy. Cashew, which is an important industrial and export crop in Nigeria and is believed to have provided livelihoods for over 300,000 families and generated about \$253 million for Nigeria's economy in 2015 according to FAO.

The countries demanding cashew nuts from Nigeria include the USA, India, China, Vietnam, Brazil and several European countries. The demand for cashew nuts is huge in these countries because of its several uses.

According to the National Cashew Association of Nigeria (NCAN), the annual global demand for the commodity far exceeds the supply, which means there is enough room for new players in the cashew nut exportation business. The demand for cashew globally is about 3 million metric tonnes and total supply is about 2 million metric tonnes.

#### 3.3 TARGET MARKET ANLYSIS

The market for the product is enormous as it is largely eaten by many people in the country both young and old and for commercial purposes. As result of the wide use of



the product, the entrepreneur should target ice cream, bakery & confectionaries, sweet producers as well as supermarkets, shopping malls, open market places etc.

### PART III

#### **TECHNICAL ANALYSIS**

#### 3.1 PRODUCTION DESCRIPTION

Cashew nut is made up of a fruit in which the kernel is embedded. The real fruit of the cashew is commonly a nut. It is a kidney- or heart-shaped achene, in any normal variety. Its color varies from bottle green to grayish brown (dried fruit). It is attached to the end of a fleshy footstalk or peduncle, which is in fact the receptacle of the flower, that is, broadened and swollen, and forms the false fruit.

#### 3.2 SUITABLE LOCATION

In Nigeria, cashew grows successfully in virtually all agro-ecological zones including the semi-arid areas, but with high concentration in the middle belt areas in smallholder farms and plantations. Cashew production comes from over 28 states.

#### 3.3 PRODUCTION PROCESS

In the mechanized system, the raw cashew nuts are decorticated using a hand operated machine, mounted on a work table. The decorticator splits the nut when placed between two horizontally mounted blades, especially spread to suit the contour of the raw nut. The outer shell is conveniently split by the sliding and splitting action of blades. An operator can process 25-30 kg nuts per day.

However, this proposed process

#### 3.4 PRODUCTION CAPACITY

The installed production capacity of the plant is 300 kgs of cashew nuts per day, which translates into 62,400 per year, working 312 days yearly at 60% capacity utilization.

#### 3.5 SOURCES OF FUNDS

The project can be funded through a number of sources which include but not limited to the following; Agric-Business, Small & Medium Scale Investment Scheme (AGSMEIS), Bank of Industry, Bank of Agriculture (BOA), Nigeria Export-Import (NEXIM) Bank, International Finance Corporation (IFC), grants etc., though the conditions and criteria for accessing the loans and grants varies.



### PART IV FINANCIAL ANALYSIS

Basically, the financial section of this prefeasibility study consists of three financial statements: Income statement, Balance sheet, Cash flow projection. This section determines whether or not the project is viable using some economic indicators such as Net Present Value (NPV), Internal Rate of Return (IRR), and payback period as are detailed in the appendices below.

#### **ASSUMPTIONS**

- 1. Assuming that the project will last for the period of five years and the salvage value at the end of the project life ignored.
- 2. The Machineries, Equipments and Utility Equipment have uniform depreciation of 10%.
- 3. Production costs assumed 312 days per year with a daily capacity of 300 kgs of cashew nuts which translates to 93,600 kg per annum, at 60% capacity utilization.
- 4. The proposed capacity utilization are 60% in the first year of commercial production, 70%, 80% in the  $2^{nd}$  and  $3^{rd}$  year respectively and 90% in the  $4^{th}$  and  $5^{th}$  years.
- 5. Raw materials will be sourced locally and Market for the product is readily available.
- 6. Staff and labour cost will increase by 10% yearly.
- 7. Prices and unit costs are assumed unchanged in the five years of projection.
- 8. The valuation currency used is Naira.

#### 4.2 ACCOUNTING /FINANCIAL ANALYSIS

#### 4.2.1 NET PROFIT

The projected Annual Trading Profit and Loss Account is proposed to make the following Net Profit after tax during the corresponding projected periods – all things being equal.

#### 4.2.2 NET PRESENT VALUE (NPV)

NPV is one of the four methods of discounted cash flows techniques which state that money that is immediately available for use, has a greater value than same amount receivables in future date.

Using this method however, all net cash inflows will be discounted to present value using the estimated interest rate of 60% discount factor. At 12% discount factor the project produced a positive NPV NGN 65,662,794

#### 4.2.3 INTERNAL RATE OF RETURN (IRR)

This is the discount rate which gives zero NPV or the rate which equates the present value of cash inflows with present value of cash outflows of the project.



The cash flow of this project was discounted systematically until the NPV of the project finally become zero. The project produces the **IRR** of **55.9**%. Thus, the project accepted as being viable. This is because **IRR** is more than the cost of capital.

### 4.2.4 ACCOUNTING RATE OF RETURN (ARR)

ARR uses accounting information as revealed by financial statements (Income Statement) to measure profitability of the project under consideration. The forecast **ARR** of the project is **207.6%**.

### 4.2.5 PROFITABILITY INDEX (PI)

This is the present value of future cash flows over the present value of cash outlays. The project PI further confirm the viability of the project, because as the rules of the accepting and rejecting hold, a project should be accepted if the PI is equal or greater than one (1). Consequently, the PI of this project is 1.72 and thus recommended as being viable to be accepted for financing.



## APPENDIX I TOTAL PROJECT COST

| S/N | DESCRIPTION                       | QTY | UNIT COST  | TOTAL      |
|-----|-----------------------------------|-----|------------|------------|
|     | LAND & BUILDING                   |     |            |            |
| 1   | Factory rentage                   | 1   | 240,000    | 240,000    |
|     | Sub total                         | 1   | 240,000    | 240,000    |
|     |                                   |     |            |            |
|     | MACHINERY & EQUIPMENTS            |     |            |            |
| 2   | Cashew processing (Decorticator)  | 1   | 3,461,600  | 3,461,600  |
|     | machine with Complete accessories |     |            |            |
|     | Sub total                         | 1   | 3, 461,600 | 3, 461,600 |
|     |                                   |     |            |            |
|     | UTILITY EQUIPMENT                 |     |            |            |
| 3   | Generator                         | 1   | 150,000    | 150,000    |
| 4   | Other utility accessories         | 1   | 40,000     | 40,000     |
|     | Sub total                         | 2   | 190,000    | 190,000    |
|     |                                   |     |            |            |
|     | OFFICE EQUIPMENTS                 |     |            |            |
| 5   | Computer & printer                | 1   | 200,000    | 200,000    |
| 6   | Furniture & fittings              | 1   | 150,000    | 150,000    |
|     | Sub total                         | 2   | 350,000    | 350,000    |
|     |                                   |     |            |            |
|     | VEHICLE                           |     |            |            |
| 7   | Delivery van                      | 1   | 2,400,000  | 2,400,000  |
|     | Sub total                         | 1   | 2,400,000  | 2,400,000  |
|     | Total capital cost                |     | 6,641,600  | 6,641,600  |
|     |                                   |     |            |            |
| 8   | Working capital                   |     | 1,800,000  | 1,800,000  |
| 9   | Contingencies & preliminary       |     | 544,160    | 544,160    |
|     | Total Project cost                |     | 8,985,760  | 8,985,760  |



## APPENDIX II ESTIMATION OF WORKING CAPITAL REQUIREMENT

N'

| Year of Commercial Operation         | 2 Months        |
|--------------------------------------|-----------------|
| % Capacity Utilization (Inventory)   | 60%             |
| 2 Months stock of raw material       | 950 <b>,000</b> |
| 7 Days stock of finished products    | 650, <b>000</b> |
| Work in Progress                     | 200 <b>,000</b> |
| Bank/ Cash (preoperational expenses) | -               |
| Working capital                      | 1,800,000       |

### APPENDIX III FINANCING PLAN

N

| DESCRIPTION        | EXISTING  | PROPOSED  | TOTAL     |
|--------------------|-----------|-----------|-----------|
| Equity             | 4,985,760 |           | 4,985,760 |
| Term loan from     | -         | 4,000,000 | 4,000,000 |
| Total project cost | 4,985,760 | 4,000,000 | 8,985,760 |
| % Contribution     | 15%       | 75%       | 100%      |

## APPENDIX IV TERM LOAN REPAYMENT SCHEDULE

LOAN AMOUNT: 4,000,000 (Four Million Naira)

TYPE : ANY LOCAL AVAILABLE SME FUND

INTEREST RATE USED: 12%

REPAYMENT: 5 YEARS EQUAL INSTALLMENT (Annually)

| YEAR | OPENING   | REPAYMENT | INTEREST | TOTAL YEAR |
|------|-----------|-----------|----------|------------|
|      | BALANCE   |           | DUE      | INTEREST   |
| 1    | 4,000,000 | 800,000   | 480,000  | 1,280,000  |
| 2    | 3,200,000 | 800,000   | 384,000  | 1,184,000  |
| 3    | 2,400,000 | 800,000   | 288,000  | 1,088,000  |
| 4    | 1,600,000 | 800,000   | 192,000  | 992,000    |
| 5    | 800,000   | 800,000   | 96,000   | 896,000    |



Total 4,000,000 1,440,000 5,440,000

# $\label{eq:appendix} \textbf{APPENDIX V} \\ \textbf{FORECAST STAFFING SCHEDULE (1}^{ST} \textbf{ OPERATIONAL YEAR)} \\$

### N'ooo

| POSITION                              | No | Unit Scale | Scale/ Month | Scale / Year |
|---------------------------------------|----|------------|--------------|--------------|
| DIRECT LABOUR                         |    |            |              |              |
| Factory Manager                       | 1  | 60         | 60           | 720          |
| Unskilled labour                      | 4  | 30         | 120          | 1,440        |
| Sub total                             | 5  | 90         | 120          | 2,160        |
| INDIRECT LABOUR                       |    |            |              |              |
| Accounts/ Admin                       | 1  | 50         | 50           | 600          |
| Marketing Officer                     | 2  | 40         | 80           | 960          |
| Driver                                | 1  | 40         | 40           | 480          |
| Sub total                             | 4  | 130        | 170          | 2,040        |
| Total on staff (1 <sup>st</sup> year) | 10 | 220        | 290          | 4,200        |

## APPENDIX VI ESTIMATE OF ANNUAL DEPRECIATION ALLOWANCE

N'

| ITEMS                    | INITIAL VALUE | DEPRECIATION (20%) |
|--------------------------|---------------|--------------------|
| Machinery and Equipments | 2,461,600     | 92,320             |
| Utility Equipments       | 190,000       | 38,000             |
| Office Equipments        | 350,000       | 70,000             |
| Vehicle                  | 2,400,000     | 480,000            |
| TOTAL                    | 3,401,600     | 680,320            |

## 

| COST ITEM                 | YEAR 1    | YEAR 2    | YEAR 3    | YEAR 4    | YEAR 5    |
|---------------------------|-----------|-----------|-----------|-----------|-----------|
| Selling and Distribution  | 1,328,400 | 1,394,820 | 1,461,240 | 1,534,302 | 1,534,302 |
| Cleaning and Toiletries   | 226,800   | 238,140   | 249,480   | 261,954   | 261,954   |
| Utilities (Power & water) | 1,904,400 | 1,999,620 | 2,094,840 | 2,199,582 | 2,199,582 |



| Miscellaneous | 900,000   | 945,000   | 990,000   | 1,039,500 | 1,039,500 |
|---------------|-----------|-----------|-----------|-----------|-----------|
| TOTAL         | 4,359,600 | 4,577,580 | 4,795,560 | 5,035,338 | 5,035,338 |

## APPENDIX VIII ESTIMATION OF PRODUCTION AND OPERATION COSTS

N'

| Cost Item  | Units | @   | Qty/ day | Prod.     | Prod. Cost/ | Prod. Cost/ |
|------------|-------|-----|----------|-----------|-------------|-------------|
|            |       |     |          | cost/ day | month       | year        |
| Cashewnuts | Kgs   | 200 | 300      | 60,000    | 1,560,000   | 18,720,000  |
| Sub-total  |       |     |          |           | 1,560,000   | 18,720,000  |

## APPENDIX IX ESTIMATION OF RAW MATERIAL/PRODUCTION COST AND SALES

| Year of Commercial Production | Year 1     | Year 2     | Year 3     | Year 4     | Year 5     |
|-------------------------------|------------|------------|------------|------------|------------|
| % Capacity Utilization        | 60%        | 70%        | 80%        | 90%        | 90%        |
| 1. Output                     |            |            |            |            |            |
| Cashew nuts                   | 93,600     | 102,960    | 113,256    | 124,582    | 124,582    |
| Total output                  | 93,600     | 102,960    | 113,256    | 124,582    | 124,582    |
|                               |            |            |            |            |            |
| 2. Cost of Production         | N'         | N'         | N'         | N'         | N'         |
| Cashew nuts @ N200 (kgs)      | 18,720,000 | 20,592,000 | 22,651,200 | 2,4916,400 | 2,491,6400 |
| Total cost of production      | 18,720,000 | 20,592,000 | 22,651,200 | 2,4916,400 | 2,491,6400 |
|                               |            |            |            |            |            |
| 3. SALES                      |            |            |            |            |            |
| Cashew nuts @ N520 (kgs)      | 47,736,000 | 52,509,600 | 57,760,560 | 63,536,820 | 63,536,820 |
| TOTAL SALES/ TURNOVER         | 47,736,000 | 52,509,600 | 57,760,560 | 63,536,820 | 63,536,820 |



APPENDIX X
FORECAST INCOME STATEMENT (PROFIT & LOSS ACCOUNT)

| Year of commercial operation  | Year 1     | Year 2     | Year 3     | Year 4     | Year 5     |
|-------------------------------|------------|------------|------------|------------|------------|
| % Capacity Utilization        | 60%        | 70%        | 80%        | 90%        | 90%        |
| 1. SALES                      | N'         | N'         | N'         | N'         | N'         |
| Gross Sales                   | 47,736,000 | 52,509,600 | 57,760,560 | 63,536,820 | 63,536,820 |
| VAT @ 5%                      | 2,386,800  | 2,625,480  | 2,888,028  | 3,176,841  | 3,176,841  |
| Net Revenue                   | 45,349,200 | 49,884,120 | 54,872,532 | 60,359,979 | 60,359,979 |
|                               |            |            |            |            |            |
| 2. OPERATION COST             |            |            |            |            |            |
| Cost of Raw materials         |            |            |            |            |            |
| consumed                      | 18,720,000 | 20,592,000 | 22,651,200 | 2,4916,400 | 2,491,6400 |
| Staff and labour              | 4,200,000  | 4,410,000  | 4,620,000  | 4,851,000  | 4,851,000  |
| Admin. & Overhead Expenses    | 4,359,600  | 4,577,580  | 4,795,560  | 5,035,338  | 5,035,338  |
| Depreciation                  | 680,320    | 680,320    | 680,320    | 680,320    | 680,320    |
| Total Operating Cost          | 27,959,920 | 30,259,900 | 32,747,080 | 35,483,058 | 35,483,058 |
|                               |            |            |            |            |            |
| 3. OTHER COSTS                |            |            |            |            |            |
| Interest on Term Loan (12%)   | 960,000    | 768,000    | 576,000    | 384,000    | 192,000    |
| Loan Repayment                | 1,60,000   | 1,60,000   | 1,60,000   | 1,60,000   | 1,60,000   |
| Total (Other Costs)           | 28,919,920 | 31,027,900 | 33,323,080 | 35,867,058 | 35,675,058 |
|                               |            |            |            |            |            |
| Profit Before Tax             | 16,429,280 | 18,856,220 | 21,549,452 | 24,492,921 | 24,684,921 |
| Corporate Tax @ 30%           | 1,971,513  | 2,262,746  | 2,585,934  | 2,939,150  | 2,962,190  |
| Profit after tax (NET PROFIT) | 14,457,766 | 16,593,474 | 18,963,518 | 21,553,770 | 21,722,730 |
|                               |            |            |            |            |            |
| % Return on Sales             | 0.32       | 0.33       | 0.35       | 0.36       | 0.36       |
| % Return on Equity            | 22.8       | 25.1       | 27.6       | 30.4       | 30.4       |
| % Return on Investment        | 7.58       | 8.33       | 9.17       | 10.08      | 10.08      |



### **APPENDIX XI**

#### FORECAST HIGH RATE AND LOW RATE COMPUTATION

| Year                | C/F          | DF 12% | NPV           |
|---------------------|--------------|--------|---------------|
|                     | N'           |        | N'            |
| 0                   | (8,985,760)  | 1      | (8,985,760)   |
| 1                   | 14,457,766   | 0.893  | 12,910,785.04 |
| 2                   | 16,593,474   | 0.797  | 13,224,998.78 |
| 3                   | 18,963,518   | 0.712  | 13,502,024.82 |
| 4                   | 21,553,770   | 0.636  | 13,708,197.72 |
| 5                   | 21,722,730   | 0.567  | 12,316,787.91 |
| <b>Total Profit</b> | 93,291,258   |        | 65,662,794    |
| Average Profit      | 18,658,251.6 |        |               |

| Year                | C/F          | DF 60% | NPV           |  |
|---------------------|--------------|--------|---------------|--|
|                     | N'           |        | N'            |  |
| 0                   | (8,985,760)  | 1      | (8,985,760)   |  |
| 1                   | 14,457,766   | 0.6250 | 9,036,103.75  |  |
| 2                   | 16,593,474   | 0.3906 | 6,481,410.944 |  |
| 3                   | 18,963,518   | 0.2441 | 4,628,994.744 |  |
| 4                   | 21,553,770   | 0.1526 | 3,289,105.302 |  |
| 5                   | 21,722,730   | 0.0954 | 2,072,348.442 |  |
| <b>Total Profit</b> | 93,291,258   |        | 25,507,963    |  |
| Average Profit      | 18,658,251.6 |        |               |  |



## APPENDIX XII FORECAST IRR AND ARR COMPUTATION

$$IRR = a + (\underline{A})*(b-a)$$

A+B

Where

a = 12%

b= 60%

A = 65,662,794

B= 25,507,963

65,662,794+25,507,963

12%+ 43.9

55.9%

ARR = <u>Estimated Average Profit</u> x 100

Estimated initial investment

 $ARR = 18,658,251.6 \times 100$ 

8,985,760

207.6%





## APPENDIX XIII CASH FLOW PROJECTION

| Year of Comm. Production      | Year o    | Year 1     | Year 2     | Year 3     | Year 4     | Year 5     |
|-------------------------------|-----------|------------|------------|------------|------------|------------|
| % Capacity Utilization        |           | 60%        | 70%        | 80%        | 90%        | 90%        |
| A) CÁSH RECEIPTS              | N'        | N'         | N'         | N'         | N'         | N'         |
| Equity Capital                | 4,985,760 | -          | -          | -          | -          | -          |
| Term Loan                     | 4,000,000 | -          | -          | -          | -          | -          |
| Gross Revenue                 |           | 45,349,200 | 49,884,120 | 54,872,532 | 60,359,979 | 60,359,979 |
| Total Receipts                | 8,985,760 | 45,349,200 | 49,884,120 | 54,872,532 | 60,359,979 | 60,359,979 |
| 3) CASH PAYMENTS              |           |            |            |            |            |            |
| Capital Payment               |           |            |            |            |            |            |
| Machinery & Equipments        | 2,461,600 | -          | -          | -          | -          | -          |
| Utility Equipment             | 190,000   | -          | -          | -          | -          | -          |
| Office equipments             | 350,000   | -          | -          | -          | -          | -          |
| Vehicle                       | 2,400,000 | -          | -          | -          | -          | -          |
| TOTAL                         | 3,401,600 | -          | -          | -          | -          | -          |
| (ii) Operating Expenses       |           |            |            |            |            |            |
| Depreciation                  | -         | 680,320    | 680,320    | 680,320    | 680,320    | 680,320    |
| Change in working capital     | 5,584,160 | 27,279,600 | 29,579,580 | 32,066,760 | 34,802,738 | 34,802,738 |
| Sub total                     | 5,584,160 | 27,959,920 | 30,259,900 | 32,747,080 | 35,483,058 | 35,483,058 |
| (iii) Financial Expenses      |           |            |            |            |            |            |
| Repayment of Term Loan        | -         | 1,600,000  | 1,600,000  | 1,600,000  | 1,600,000  | 1,600,000  |
| Interest on Term Loan         | -         | 960,000    | 768,000    | 576,000    | 384,000    | 192,00     |
| Value Added Tax               | -         | 2,386,800  | 2,625,480  | 2,888,028  | 3,176,841  | 3,176,841  |
| Corporate Tax                 | -         | 1,971,513  | 2,262,746  | 2,585,934  | 2,939,150  | 2,962,190  |
| Sub total                     | -         | 6,918,313  | 7,256,226  | 7,649,962  | 8,099,991  | 7,739,031  |
| Total cash payment (ii)-(iii) | 5,584,160 | 21,041,607 | 23,003,674 | 25,097,118 | 27,383,067 | 27,744,027 |
| Net cash flow c/f             | 5,584,160 | 21,041,607 | 23,003,674 | 25,097,118 | 27,383,067 | 27,744,027 |



APPENDIX XIV
BALANCE SHEET PROJECTION

| Year of comm. Operation       | Year o    | Year 1      | Year 2      | Year 3      | Year 4       | Year 5       |
|-------------------------------|-----------|-------------|-------------|-------------|--------------|--------------|
| <u>ASSETS</u>                 | N'000     | N'000       | N'000       | N'000       | N'000        | N'000        |
| (i) Fixed assets              |           |             |             |             |              |              |
| Machinery and Equipments      | 2,461,600 | -           | -           | -           | -            | -            |
| Utility equipment             | 190,000   | -           | -           | -           | -            | -            |
| Office Equipment              | 350,000   | -           | -           | -           | -            | -            |
| Vehicle                       | 2,400,000 | -           | -           | -           | -            | -            |
| Value at Acquisition          | -         | 3,401,600   | 3,401,600   | 3,401,600   | 3,401,600    | 3,401,600    |
| Less Cumulated Depreciation   | -         | 680,320     | 1,360,640   | 2,040,960   | 2,721,280    | 3,401,600    |
| Net fixed assets              | 3,401,600 | 2,721,280   | 2,040,960   | 1,360,640   | 680,320      | 0            |
| (ii)Current Assets/ liability |           |             |             |             |              |              |
| Stock of Raw Materials        | 1,800,000 | 18,164,735  | 35,239,755  | 40,636,507  | 46,055,204   | 49,975,709   |
| Debtors /prepayment           |           | 4,453,000   | 5,098,000   | 6,308,000   | 7,139,000    | 8,653,000    |
| Bank and Cash Balances        | 3,784,160 | 4,150,024   | 5,160,031   | 6,170,539   | 7,180,674    | 7,180,741    |
| Creditor / accruals           |           | (4,074,000) | (6,039,000) | (8,947,000) | (11,013,000) | (13,785,000) |
| Company Tax                   | -         | (1,971,513) | (2,262,746) | (2,585,934) | (2,939,150)  | (2,962,190)  |
| Net current assets            | 5,584,160 | 20,722,246  | 37,196,040  | 41,582,112  | 46,422,728   | 49,062,260   |
| TOTAL NET ASSETS              | 8,985,760 | 23,443,526  | 39,237,000  | 42,942,752  | 47,103,048   | 49,062,260   |
| (ii) <u>FINANCED BY</u>       |           |             |             |             |              |              |
| Equity Capital                | 4,985,760 | 4,985,760   | 4,985,760   | 4,985,760   | 4,985,760    | 4,985,760    |
| P&L                           | -         | 14,457,766  | 16,593,474  | 18,963,518  | 21,553,770   | 21,722,730   |
| Retained Profit               | -         | -           | 14,457,766  | 16,593,474  | 18,963,518   | 21,553,770   |
| SHAREHOLDERS FUND             | 4,985,760 | 19,443,526  | 36,037,000  | 40,542,752  | 45,503,048   | 48,262,260   |
| Long Term Loan                | 4,000,000 | 4,000,000   | 3,200,000   | 2,400,000   | 1,600,000    | 800,000      |
| TOTAL EQUITY & LIABILITY      | 8,985,760 | 23,443,526  | 39,237,000  | 42,942,752  | 47,103,048   | 49,062,260   |

