

SRIGANGANAGAR ZILA DUGDH UTPADAK SAHAKARI SANGH LTD, HANUMANGARH
PROJECTED INTEGRATED BUSINESS PLAN (IBP) FOR THE YEAR 2022-23

THOUSAND RS./TKG / TLT

YEAR 2022-23

PARTICULARS	APR'22	May'22	JUN'22	JUL'22	AUG'22	SEP'22	OCT'22	NOV22	DEC22	JAN23	FEB23	MAR'23	TOTAL 2022-23
REVENUE													
LOCAL SALE SKMMED MILK(PKD)													
LOCAL SALE DTM MILK(PKD)	15192	15696	15696	17172	18432	15912	17908	16613	15651	15133	13912	16132	193449
LOCAL SALE TONED MILK(PKD)	14359	14816	14774	16227	17389	15023	16830	15598	14705	14238	13048	15173	182177
LOCAL SALE STD. MILK(PKD)	20515	21182	21138	23185	24831	21449	24024	22295	20976	20293	18655	21658	260199
LOCAL SALE WM/GOLD(PKD)	36969	38199	38146	41784	44780	38734	43164	40003	37714	36515	33518	38913	468437
LOCAL SALE TETRAPACK(PKD)													
LOCAL SALE OTH MILK(PKD)													
LOOSE MILK SALE													
TOTAL LOCAL SALE	87034	89893	89753	98367	105431	91118	101926	94509	89046	86179	79132	91876	1104261
N.M.G. SALES	23040	38093	57240	41640	41267	48000	55800	24000	24800	24800	22400	25792	426872
R.M.G. SALES													
GHEE	46432	34652	980	86	4420	18249	24215	45059	55256	62608	57668	55785	405410
S.M.P.	60261	43155				5196	5050	31625	45700	54193	49520	41825	336524
W.M.P.													
TABLE BUTTER	616	616	616	616	616	655	655	655	693	693	655	616	7700
OTHER MILK PRODUCTS	27060	30786	29382	31359	30584	26700	21474	15279	11080	9460	12690	21747	267601
CATTLE FEED SALES(REG)	33909	33041	18554	17160	19423	22941	25089	25135	29408	31670	28860	30550	315741
CATTLE FEED SALES(HE)	1034	1034	1034	1034	1034	1034	1034	1034	1293	1293	1293	1293	13442
CATTLE FEED SALES(Bypas Prot))	8265	8265	8265	8265	8265	8265	8265	8265	8265	8265	8265	8265	99180
MM SALE	88	88	88	88	88	88	88	88	88	88	88	88	1056
UMB SALE													
OTHER (CF)													
JOB WORK INCOME													
OTHER SALE													
MISC.INCOME	200	200	200	200	200	200	200	200	200	200	200	200	2400
(A) TOTAL REVENUE	287940	279823	206112	198815	211328	222446	243795	245848	265828	279448	260770	278036	2980187
CLOSING STOCK													
PURCHASE COST													
D.C.S.PROCUREMENT	178068	170357	111780	105881	118073	134232	150583	154440	166238	176313	163800	177863	1807626
MILK-R.M.G.													
S.M.P. PURCHASE													
GHEE PURCHASE													
TABLE BUTTER PURCHASE	606	606	606	606	606	644	644	644	682	682	644	606	7580
OTHER PRODUCT PURCHASE													
CATTLE FEED PURCHASE(REG)	33761	32897	18473	17085	19338	22841	24980	25025	29279	31532	28733	30417	314360
CATTLE FEED PURCHASE(HE)	1030	1030	1030	1030	1030	1030	1030	1030	1288	1288	1288	1288	13390
CATTLE FEED PURCHASE(Bypas P	8235	8235	8235	8235	8235	8235	8235	8235	8235	8235	8235	8235	98820
MM PURCHASE	86	86	86	86	86	86	86	86	86	86	86	86	1032
UMB PURCHASE													
OTHER (CF)													
OTHER PURCHASES													
OPENING STOCK													
(B) TOTAL PURCHASE COST	221786	213211	140210	132923	147368	167068	185557	189460	205807	218135	202786	218494	2242807
STOCK ADJUSTMENT													
(C) GROSS MARGIN (A-B)	66153	66611	65902	65892	63960	55377	58238	56388	60021	61313	57984	59542	737380

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VARIABLE COST													
DCS TRANSPORTATION	7410	7254	4680	4433	4836	5460	5844	5850	6650	7053	6552	6851	72872
BMC TRANSPORTATION	800	800	800	800	800	800	800	800	800	800	800	800	9600
MCC TRANSPORTATION	2052	2009	1296	1228	1339	1512	1618	1620	1841	1953	1814	1897	20180
DCS OVERHEAD	4674	4576	2952	2796	3050	3444	3686	3690	4194	4449	4133	4321	45965
PROCESS CHARGES													
FUEL	11400	11160	7200	6820	7440	8400	8990	9000	10230	10850	10080	10540	112110
POWER	3705	3627	2340	2217	2418	2730	2922	2925	3325	3526	3276	3426	36436
CHEM	570	558	360	341	372	420	450	450	512	543	504	527	5606
TANKER.REP.& FUEL LABOUR	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	4800	57600
BMC VARIABLE CHARGES OTHER PROCESS CHARGES	1710	1674	1080	1023	1116	1260	1349	1350	1535	1628	1512	1581	16817
PACKING CHARGES													
MILK	1498	1547	1544	1693	1814	1568	1716	1591	1499	1451	1332	1547	18800
GHEE	892	666	17	2	79	325	431	802	1008	1143	1052	993	7410
S.M.P.	331	237				28	27	193	302	358	327	276	2079
W.M.P.													
TABLE BUTTER TETRAPACK													
OTHER PACKING CHARGES	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	21600
NMG TRANSPORT	1140	1885	2565	1885	1885	2280	2651	1140	1178	1178	1064	1178	20028
RMG TRANSPORT													
CITYSUPPLY TRANSPORT	2592	2677	2673	2930	3140	2714	2970	2754	2595	2511	2306	2677	32538
RCDF CESS	1350	1350	1350	1350	1350	1350	1350	1350	1350	1350	1350	1350	16200
JOB WORK CHARGES OTHER VARIABLE EXPENSES	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	1250	15000
(D) SUB TOTAL	47974	47869	36708	35366	37489	40140	42652	41366	44868	46640	43953	45814	510838
(E) CONTRIBUTION (C-D)	18179	18742	29194	30526	26470	15237	15586	15022	15153	14673	14031	13728	226541
FIXED EXPENSES													
SALARY	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	8000	96000
R.&M.OF PLANT	1200	1200	1200	1200	1200	1200	1200	1200	1200	1200	1200	1200	14400
R.&M.OF BUILD.	55	55	55	55	55	55	55	55	55	55	55	55	660
BMC FIXED EXPENSES													
TRAVEL & CONVEY.	150	150	150	150	150	150	150	150	150	150	150	150	1800
VEHICLE EXP.	520	520	520	520	520	520	520	520	520	520	520	520	6240
INSURANCE	90	90	90	90	90	90	90	90	90	90	90	90	1080
SALE PROMOTION / MKTG EXP.	125	125	125	125	125	125	125	125	125	125	125	125	1500
OFFICE EXP.	950	950	950	950	950	950	950	950	950	950	950	950	11400
OTHER FIXED EXPENSES	150	150	150	150	150	150	150	150	150	150	150	150	1800
(F) TOTAL FIXED COST	11240	11240	11240	11240	11240	11240	11240	11240	11240	11240	11240	11240	134880
(G) SURPLUS/DEFICIT(+/-) IN TIP	60	60	60	60	60	60	60	60	60	60	60	60	720
(H) PROFIT BEF.INT.DEP.	6999	7562	18014	19346	15290	4057	4406	3842	3973	3493	2851	2548	92381
INT ON WORKING.CAPITAL													
INT ON TERM LOAN	250	250	250	250	250	250	250	250	250	250	250	250	3000
INT ON OTH. LOAN	1000	1000	1000	1000	800	800	700	500	250	500	700	700	8950
(I) TOTAL INTEREST	1250	1250	1250	1250	1050	1050	950	750	500	750	950	950	11950
(J) CASH PROFIT (H-I)	5749	6312	16764	18096	14240	3007	3456	3092	3473	2743	1901	1598	80431
(K) DEPRECIATION	800	800	800	800	800	800	800	800	800	800	800	800	9600
(L) NET PROFIT (J-K)	4949	5512	15964	17296	13440	2207	2656	2292	2673	1943	1101	798	70831

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Cattle feed op. stk value
 Format modified:1st April 2014

PHYSICAL (TKG/TLT)													
PROCUREMENT/PURCHASE (TKG)													
D.C.S.MILK	5700.00	5580	3600	3410	3720	4200	4495	4500	5115	5425	5040	5270	56055.00
MILK-R.M.G. PURCHASE													
OF ABOVE RMG , NOTIONAL RMG													
RMG JOB WORK RECPT.													
OF ABOVE JOB , NOTIONAL RMG													
S.M.P. PURCHASE			47.92	52.98	38.38								139.28
S.M.P. RECONSTITUTED													
W.M.P. RECONSTITUTED													
GHEE PURCHASE													
TABLE BUTTER PURCHASE	1.60	1.60	1.60	1.60	1.60	1.70	1.70	1.70	1.80	1.80	1.70	1.60	20.00
CF PURCH.(REG.) MT	1484	1446	812	751	850	1004	1098	1100	1287	1386	1263	1337	13818
CF PURCH.(HE) MT	40	40	40	40	40	40	40	40	50	50	50	50	520
CF PURCH.(BYPASS PROT.) MT	300	300	300	300	300	300	300	300	300	300	300	300	3600
MINERAL MIXTURE PURCHASE(MT)	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	24.00
UMB PURCHASE ('000 Nos.)													
OTHER CF PURCHASE													
CONCENTRATED MILK PURCHASE													
OTHER PURCHASES-1													
OTHER PURCHASES-2													
PRODUCTION (OWN) (MT)													
GHEE	122.19	91.19	2.39	0.21	10.78	44.51	59.06	109.9	138.14	156.52	144.17	136.06	1015.12
S.M.P.	200.87	143.85				16.76	16.29	117.13	182.8	216.77	198.08	167.3	1259.85
W.M.P.													
TABLE BUTTER													
CONCENTRATED MILK													
PROD.:JOB WORK DONE FOR OTHERS													
GHEE													
S.M.P.													
W.M.P.													
TABLE BUTTER													
CONCENTRATED MILK													
MILK PACKED(JOB)													

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PROD.:JOB WORK DONE AT OTHR. DP(RCDF)													
GHEE													
S.M.P.													
W.M.P.													
TABLE BUTTER													
CONCENTRATED MILK													
MILK PACKED(JOB)													
PROD.:JOB WORK DONE AT OTHR. DP(OTHERS)													
GHEE													
S.M.P.													
W.M.P.													
TABLE BUTTER													
CONCENTRATED MILK													
MILK PACKED(JOB)													
PRODUCT PACKED (OWN +JOB)													
GHEE	122.19	91.19	2.39	0.21	10.78	44.51	59.06	109.9	138.14	156.52	144.17	136.06	1015.12
S.M.P.	200.87	143.85				16.76	16.29	117.13	182.8	216.77	198.08	167.3	1259.85
W.M.P.													
TABLE BUTTER													
OTHERS													
SALES													
LOCAL SALE (TLT.)													
LOCAL SALE SKMMED MILK(PKD)													
LOCAL SALE DTM MILK(PKD)	422.00	436	436	477	512	442	484	449	423	409	376	436	5302.00
LOCAL SALE TONED MILK(PKD)	346.00	357	356	391	419	362	396	367	346	335	307	357	4339.00
LOCAL SALE STD. MILK(PKD)	461.00	476	475	521	558	482	528	490	461	446	410	476	5784.00
LOCAL SALE WM/GOLD(PKD)	691.00	714	713	781	837	724	792	734	692	670	615	714	8677.00
LOCAL SALE TETRAPACK(PKD)													
LOCAL SALE OTH MILK(PKD)													
LOOSE MILK SALE													
TOTAL LOCAL SALE	1920	1983	1980	2170	2326	2010	2200	2040	1922	1860	1708	1983	24102
N.M.G. SALES (TKG)	600.00	992.00	1350.00	992.00	992.00	1200.00	1395.00	600.00	620.00	620.00	560.00	620.00	10541.00
R.M.G. SALES (TKG)													
OF ABOVE RMG , NOTIONAL RMG													
R.M.G. JOB WORK DESP.													
OF ABOVE JOB , NOTIONAL RMG													
PRODUCT SALES(MT)													
GHEE	122.19	91.19	2.39	0.21	10.78	44.51	59.06	109.9	138.14	156.52	144.17	136.06	1015.12
S.M.P.	200.87	143.85				16.76	16.29	117.13	182.8	216.77	198.08	167.3	1259.85
W.M.P.													
TABLE BUTTER	1.60	1.60	1.60	1.60	1.60	1.70	1.70	1.70	1.80	1.80	1.70	1.60	20.00
CF SALE.(REG) MT	1484	1446	812	751	850	1004	1098	1100	1287	1386	1263	1337	13818
CF SALE.(HE) MT	40	40	40	40	40	40	40	40	50	50	50	50	520
CF SALE.(BYPASS PROT.) MT	300	300	300	300	300	300	300	300	300	300	300	300	3600
MINERAL MIXTURE SALE (MT)	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	2.0	24.00
UMB SALE ('000 Nos.)													
OTHER SALE (CF)													