

Form1.

Summary of the fruit concentrate and puree production plan

1. Introduction to products or services

1.1. The goal of plan

The main goal of this plan is to fruit puree and concentrate production unit in Lorestan province. This plan will be exploited from 2017 with 40 personnel and 70% of the practical capacity in 1 working shift of 8 hours and 300 day annually and will reach its 100% of the practical capacity by 2020.

1.2. Characteristics and advantages

Concentrate is a product obtained by concentrating the juice and puree is a product obtained from the fruits pastes. Based on the fact that fruits maturation time is relatively short, establishing a preserved products production and processing industry is fundamentally necessary. At present, the feasibility studying of this plan is about the fruit concentrate and puree in Lorestan province. This province by having the suitable climate, producing over 200000 ton garden products, large amount of water, cheap work force and having all infrastructures such as roads, electricity network, water and telecommunication and particularly lack of the converting industry and processing factory, is a suitable option for investing in converting industries and export. Market research and technical estimations and the financial indices indicate that this plan is in desirable situation.

1.3. Custom fees

Table1. Products custom fees and tariffs

No.	Description	Tariff code	Fees %
1	Other concentrated juices except (banana, mango, Gouda, passion fruit and lychee concentrates)	20098990	55

1.4. ISIC code

The plant considered is for fruit concentrate and puree production. The ISIC code related to this product is 1513 and 1549 in the department of industry, mine and commerce systems in subgroup of fruits and vegetables puree entitled as processing and protecting the food and vegetable from spoilage and food and drinks production, respectively and its measurement scale is ton.

Table2. Product ISIC code

ISIC code	Description	Scale
1549412482	Grape concentrate	Ton
1549412483	Pomegranate concentrate	Ton
1549412481	Apple concentrate	Ton

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1513512410	Peach puree	Ton
1513512413	Apricot puree	Ton
1513512498	Apple puree	Ton

1.5. Introduction to products application

Fruit concentrate is used in producing the juices, gummy candies, fruit ice cream and cake and the fruit puree is used in juice, used as drink and child diet and used directly as food.

2. Suggested sites

Based on surveys, the cities such as Azna, Dorud and Selseleh are suitable sited for establishing this unit.

3. Raw, auxiliary materials and consumables

The raw materials for this plan are pomegranate, white grape, red grape, cherry and apple concentrates and apple, apricot and peach purees.

4. Sales plan and target market (local and foreign)

The target market at first is to supply locally in sections and then for additional production, the export would be done to Iraq and western neighbors.

Table3. Products production and sales plan

Description	217	2018	2019	2020	2021
Production capacity	70%	80%	90%	100%	100%
Production level (t)					
Fruit concentrate	2520	2880	3240	3600	3600
Fruit puree	2520	2880	3240	3600	3600
Sales level (m.Rial)					
Fruit concentrate	198000	216000	243000	270000	270000
Fruit puree	88200	100800	113400	126000	126000
Total sales (m.Rial)	277200	316800	356400	396000	396000

5. Annual nominal and practical capacity

Nominal capacity

The Nominal capacity is the production in ideal situation. This capacity is registered by the machineries manufacturers and is based on the engineering and designing principles. Nominal production of fruit concentrate and puree are 4000 ton annually in 300 days.

5.2. Practical capacity

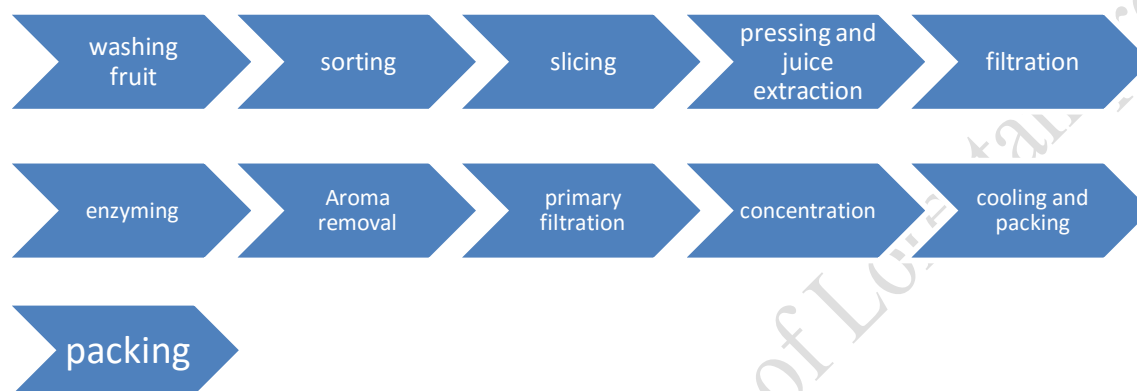
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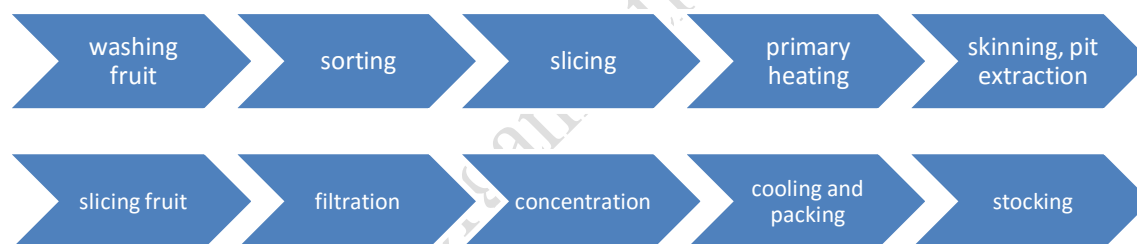
The practical capacity is the maximum available capacity in typical situation which is considered as a percentage of the nominal one. Considering that machineries are not capable of 100% production, based on the time for repair, maintains and failure etc. the practical capacity for this unit is 3600 ton annually.

6. Production procedure and technology

Fruit concentrate production process



Fruit puree production process



7. Investment costs

7.1. Fixed investment

Table4. Investment costs

No.	Description	Costs				
		Dollar	Euro	Rial	Rial	Total
1	Land	0	0	0	4000	4000
2	Landscaping	0	0	0	2923	2923
3	Building construction	0	0	0	38545	38545
4	Machineries and equipment	4000000	400000	170612	3000	173612
5	Branches and installation	0	0	0	10197	10197
6	Vehicles	0	0	0	2300	2300
7	Service and official equipment	0	0	0	310	310
8	Other and unpredicted costs (5% of	0	0	0	11549	11549

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	above costs)					
9	Pre-exploiting costs	0	0	0	1100	1100
10	Total fixed investment costs	4000000	400000	170612	73696	266581
11	Working capital in 100% of capacity	0	0	0	106315	106315
12	Total investment costs	4000000	400000	170612	73696	144581

7.2. Working capital

Table5. Working capital

No.	Description	Day	1 st year	Base year
1	Raw and auxiliary materials	90	46417	58021
2	Current and produced products inventory	30	18220	22590
3	Debts	30	18220	22590
4	Cash	30	2635	3115
	Total		85492	106316

8. Production costs

Table6. Production costs

Description	Total costs (m.Rial)
Raw and packing material	232083
Energy	1611
Repair, maintenance and spare parts	9749
Personnel's salary	8128
Unpredicted (6%)	15094
Depreciation	20715
Insurance	450
Sales and official costs	3960
Total operational and non-operational production costs	291790

9. Economic indices

Description	Amount-measurement scale
NPV	5257697 m Rial
IRR	25.55%
PBP	5.52 years equal to 2021

PROJECT PROFILE – SUMMARY SHEET

Project Introduction

1. Project title: fruit concentrate and puree production
2. Sector : manufacturing non-metallic product of ore Sub sector: plaster, cement and lime production
3. Products/Services: typical and hydrated lime production
4. Location: ... Free zone <input type="checkbox"/> Economic special zone <input type="checkbox"/> Industrial Estate <input checked="" type="checkbox"/> Main Land <input type="checkbox"/>
5. Project description: Concentrate is a product obtained by concentrating the juice and puree is a product obtained from the fruits pastes. Based on the fact that fruits maturation time is relatively short, establishing a preserved products production and processing industry is fundamentally necessary. At present, the feasibility studying of this plan is about the fruit concentrate and puree in Lorestan province. This province by having the suitable climate, producing over 200000 ton garden products, large amount of water, cheap work force and having all infrastructures such as roads, electricity network, water and telecommunication and particularly lack of the converting industry and processing factory, is a suitable option for investing in converting industries and export. Market research and technical estimations and the financial indices indicate that this plan is in desirable situation.
6. Annual capacity: 3600 t of fruit puree and 3600 t of fruit concentrate

Project Status

7. Local / internal raw material access 100 %
8. Sale : 80% locally - Anticipated export market 20 %
9. Construction Period 21 months Beginning of activity: 07/2016 In-site beginning of activity: 07/2016 End of project: 02/2017 Commercial activity beginning: 03/2017

Project Status

10. Project Status :

- Feasibility study available? Yes No
- Required land provided? Yes No
- Legal permissions (establishment license, foreign currency quota, environment, etc) taken? Yes No
- Partnership agreement concluded with local/foreign investor? Yes No
- Financing agreement concluded? Yes No
- Agreement with local / foreign contractor(s) concluded? Yes No
- Infrastructural utilities (electricity, water supply, telecommunication, fuel, road, etc) procured? Yes No
- List of know-how, machinery, equipment, as well as seller / builder companies defined? Yes No
- Purchase agreement for machinery, equipments and know- how concluded? Yes No

Financial Structure

11. Financial Table

Description	Local Currency Required			Foreign Currency Required Million Dollar	Total Million Dollar
	Million Rials	Rate	Equivalent in Million Dollar		
Fix Capital	73969	34530	2.14	4.94	7.08
Working Capital	106315	34530	3.08	0.00	3.08
Total Investment	180284	34530	5.22	4.94	10.16

- Value of foreign equipment/machinery 4.94 million dollar
- Value of local equipment/machinery 0.09 million dollar
- Value of foreign technical know- how 0 million dollar
- Value of local technical knows- how 0 million dollar

- Net Present Value (NPV): 52577 million Rial for Year
- Internal Rate of Return (IRR) 25.55%
- Payback Period (PP) 5.52 Year (2021)

General Information

12. Project Type : Establishment Expansion and completion

13. Company Profile:

- Name (legal /natural persons) : Sepinud Shargh institute of strategic studies
- Company Name : engineering consultation
- Address : unit 5, No. 3, Boostan 3 St., Pasdaran, Tehran
- Tel: 02122584901 Fax: 02122580343
- E-mail: info@sepinud.com Web site: www.sepinud.com

- Local entrepreneur : private sector public sector other

Please attach follow documents if available

- Pre-feasibility study
- Feasibility study
- Legal permissions (establishment license, foreign currency quota, environment, etc)

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