

PROJECT REPORT

OF

“LUXURY SALON”

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Disclaimer

The views expressed in this model project are advisory in nature. It assumes no financial liability to anyone using the report for any purpose. The actual cost and returns of projects will have to be taken on a case-by-case basis considering the specific requirement of projects.

1. PARTICULARS OF THE ENTERPRISE

| | | | |
|--------------------------------------|--------------|------------------------------|----------------|
| Name of the Enterprise | LUXURY SALON | Constitution | PROPRIETORSHIP |
| MSME Status | REGISTERD | MSME Registration No. | |
| Registration Date | 05/02/2024 | Date of Incorporation | 05/02/2024 |
| Activity | SERVICE | | |
| Registered Office Address | | | |
| Administrative Office Address | | | |

| | |
|----------------------|--|
| Site location | |
|----------------------|--|

2. PROJECT LOAN AMOUNT

| | |
|------------------------|----------|
| TERM LOAN | 475 LAKH |
| WORKING CAPITAL | 22 LAKH |

3. PROJECT PROPONENT

| | |
|-------------------------------------|--------------------|
| Name Of the Promoter | NEELAM SINGH |
| Father's Name/Husband's Name | D/O BHOJAPAL SINGH |
| Age | 41 YEARS |
| Residential Address | |
| PAN No. | |
| Designation | PROPRIETOR |
| Education | M.A. |
| Experience | 2 YEARS |

4. PROJECT DESCRIPTION

Brief Description Of The Project

LUXURY SALON, under the proprietorship of Neelam Singh, is poised to expand its presence by opening four luxurious branches in prominent locations across Delhi, Noida, Agra, and Gurugram ensuring accessibility and visibility to a wide customer base. This expansion endeavor seeks to offer premium beauty services and retail luxury cosmetics to discerning customers.

LUXURY SALON operates as a proprietorship firm under the sole ownership of Neelam Singh. To facilitate the establishment and enhancement of these four branches, the proprietor is looking for a loan to support the renovation of the salon premises and the procurement of essential items necessary for operations. 1.5 lakh will be given as the rent per branch. There are total 4 branches & 6 lakh will be given as rent per month.

LUXURY SALON is committed to delivering a comprehensive range of beauty-related services, catering to various needs and preferences of clientele. From hair care and skincare treatments to makeup and styling services, the salon aims to provide a luxurious and personalized experience to every patron.

In addition to premium beauty services, the salons will feature a retail section offering high-quality cosmetics and skincare products. Customers will have the opportunity to purchase exclusive items such as luxury masks, lipsticks, shampoos, and more, allowing them to extend their salon experience into their daily beauty routines.

Project Objectives:

- Establishing a strong presence in four prominent cities, capitalizing on high-demand areas for beauty services and products.
- Creating luxurious and inviting salon environments that exude elegance and sophistication, enhancing the overall customer experience.
- Offering a diverse range of beauty services performed by skilled professionals, ensuring customer satisfaction and loyalty.
- Providing access to premium cosmetics and skincare products, complementing the salon's service offerings and catering to diverse customer preferences.

5. SERVICE DESCRIPTION

Brief Description of the Service

LUXURY SALON is dedicated to providing an exceptional and indulgent experience to its customers by offering premium and luxury facilities. Here's how:

Elegant Ambiance: The salon will boast an upscale and sophisticated ambiance, designed to create a sense of luxury and relaxation. High-quality furnishings, stylish décor, and soothing lighting will contribute to a serene and welcoming atmosphere.

Personalized Service: Every customer will receive personalized attention and care from highly trained professionals. Whether it's a hair styling session, a skincare treatment, or a makeup application, each service will be tailored to meet the individual needs and preferences of the client.

Top-of-the-Line Equipment: LUXURY SALON will invest in state-of-the-art equipment and tools to ensure the highest quality service delivery. From advanced

hair styling tools to cutting-edge skincare devices, only the best equipment will be used to enhance the salon experience.

Premium Product Range: The salon will exclusively feature a curated selection of premium cosmetics and skincare products from renowned brands. Customers will have access to top-quality beauty products, enhancing their salon experience and allowing them to maintain their beauty regimen at home.

Exclusive Treatments: In addition to traditional beauty services, the salon will offer exclusive treatments and packages designed to pamper and rejuvenate. From signature spa experiences to bespoke beauty rituals, customers can indulge in luxurious treatments that cater to their unique needs.

Services To Be Provided by LUXURY SALON:

Saree draping, eye makeup, party makeup, engagement makeup, reception makeup, bridal makeup, groom makeup, full body services, nail services, hair treatment, hair spa & ritual, shampoo services, hair color services and much more.

6. LOCATION OF THE PROJECT

Site Location

The luxury salon will be opened in Delhi, Noida, Agra and Gurugram.

7. MARKET SURVEY

Demand & Supply

The demand and supply dynamics of luxury salons in Delhi, Noida, Agra, and Gurugram are influenced by several factors, including demographic trends, economic conditions, lifestyle preferences, and competitive landscape. Here's an explanation of the demand and supply situation in each of these cities:

Delhi:

Demand: Delhi, being the capital city of India, is a hub for fashion, lifestyle, and beauty trends. There is a significant demand for luxury salon services driven by a large population of affluent individuals, celebrities, and professionals who prioritize grooming and personal care.

Additionally, the growing middle-class population with increasing disposable incomes also contributes to the demand for premium beauty services.

Supply: Delhi has a robust supply of luxury salons catering to diverse clients. Established brands, as well as boutique salons, compete to capture market share by offering innovative services, cutting-edge treatments, and top-notch customer experiences.

The competitive landscape in Delhi is intense, with salons constantly striving to differentiate themselves and maintain relevance in the market.

Noida:

Demand: Noida, located in the National Capital Region (NCR), is experiencing rapid urbanization and economic growth.

The demand for luxury salon services in Noida is driven by a burgeoning population of urban residents, corporate professionals, and young consumers who prioritize self-care and grooming.

Additionally, the presence of upscale residential complexes, shopping malls, and corporate offices further fuels the demand for premium beauty services.

Supply: Noida's luxury salon market is characterized by a mix of established chains, independent salons, and franchise outlets.

The city attracts both local and national salon brands seeking to capitalize on its growing affluent population and urban lifestyle.

However, competition is fierce, requiring salons to continuously innovate and offer differentiated services to attract and retain customers.

Agra:

Demand: Agra, renowned for its cultural heritage and tourism, attracts a steady stream of domestic and international tourists seeking luxury experiences.

While the local population may be relatively smaller compared to metropolitan cities, there is still a demand for premium salon services driven by affluent residents, tourists, and destination weddings.

Additionally, Agra's growing middle-class population is increasingly embracing beauty and wellness trends, contributing to the demand for upscale salon services.

Supply: Agra's luxury salon market is relatively smaller compared to major urban centers but is characterized by a mix of upscale salons catering to tourists, residents, and bridal clientele.

The presence of luxury hotels, resorts, and wedding venues provides opportunities for salon businesses to cater to high-spending customers.

However, the market may be less saturated compared to larger cities, presenting opportunities for growth and expansion.

Gurugram:

Demand: Gurugram, a prominent corporate and commercial hub in the NCR, boasts a high concentration of affluent residents, expatriates, and corporate executives.

The demand for luxury salon services in Gurugram is driven by a cosmopolitan population with high disposable incomes and a penchant for luxury lifestyles.

Additionally, the city's thriving social scene, upscale shopping malls, and luxury housing complexes further stimulate demand for premium beauty services.

Supply: Gurugram's luxury salon market is highly competitive, with a plethora of upscale salons, spa chains, and boutique outlets vying for market share.

Established national and international salon brands have a strong presence in Gurugram, catering to the city's discerning clientele.

The market is characterized by innovation, with salons constantly introducing new services, technologies, and experiences to meet the evolving needs of customers.

Market Opportunity

Opening a luxury salon in Delhi, Noida, Agra, and Gurugram presents significant market opportunities due to several factors:

Growing Affluent Population: All four cities have a sizable affluent population with high disposable incomes, which drives the demand for premium beauty services. These individuals are willing to spend on luxury experiences, including upscale salon treatments, to maintain their appearance and well-being.

Rising Disposable Incomes: Economic growth and urbanization have led to an increase in disposable incomes among middle-class and upper-middle-class segments in these cities. As a result, there is a growing demand for luxury lifestyle services, including high-end salon experiences.

Urban Lifestyle Trends: Urban residents in Delhi, Noida, Agra, and Gurugram are increasingly adopting Western beauty standards and lifestyle trends. This includes

a greater emphasis on grooming, skincare, and haircare, creating a demand for premium salon services that offer the latest treatments and techniques.

Tourism and Hospitality Industry: Agra, in particular, benefits from a steady influx of tourists visiting iconic attractions such as the Taj Mahal. Luxury salons catering to tourists, as well as destination weddings, have ample opportunities to capitalize on the demand for high-quality beauty services.

Corporate Culture: Gurugram, being a corporate and commercial hub, has a large population of professionals, expatriates, and executives who prioritize personal grooming and presentation. Luxury salons located near corporate offices and business districts can tap into this market segment.

Wedding and Event Industry: Delhi, Noida, Agra, and Gurugram are popular destinations for weddings and social events. Luxury salons offering bridal packages, pre-event grooming services, and exclusive treatments can cater to the high demand from bridal parties and event attendees.

Brand Consciousness: Consumers in these cities are increasingly brand-conscious and seek out reputable and well-known salon brands for their beauty needs. Establishing a strong brand presence and reputation can attract loyal customers and differentiate the salon from competitors.

Innovation and Differentiation: There is a growing demand for innovative and specialized beauty services in the luxury segment. Salons that offer unique treatments, cutting-edge technologies, and personalized experiences can capture market share and sustain growth in a competitive landscape.

Present Competitors

In Delhi, Noida, Agra, and Gurugram, the luxury salon segment is highly competitive, with several established players vying for market share. Some prominent competitors in each city include:

Delhi:

Geetanjali Salon: With multiple branches across Delhi, Geetanjali Salon is a well-known name in the luxury beauty industry. It offers a wide range of services including hair care, skincare, and makeup.

Affinity Salon: Affinity Salon is another popular choice among Delhi's affluent residents, known for its high-quality services and experienced stylists.

Looks Salon: Looks Salon has a strong presence in Delhi and is recognized for its contemporary styling and innovative treatments.

Noida:

Monsoon Salon & Spa: Monsoon Salon & Spa is a leading luxury salon chain with branches in Noida, offering a luxurious and relaxing environment along with a comprehensive range of beauty services.

Tangles Salon: Tangles Salon is known for its personalized service and skilled professionals, catering to the discerning clientele in Noida.

Enrich Salon: Enrich Salon, although primarily based in Mumbai, has expanded its presence to Noida and is known for its premium services and extensive range of beauty treatments.

Agra:

Juice Salon: Juice Salon is a popular choice for luxury salon services in Agra, offering a range of beauty treatments and spa services in a luxurious setting.

Lakme Salon: Lakme Salon, a well-known national chain, has a presence in Agra and is preferred by many for its professional service and quality products.

VLCC Salon: VLCC Salon, known for its holistic approach to beauty and wellness, is another competitor in Agra's luxury salon segment.

Gurugram:

Looks Salon: Looks Salon has a significant presence in Gurugram, offering premium services and cutting-edge treatments to cater to the city's affluent clientele.

Monsoon Salon & Spa: Monsoon Salon & Spa has branches in Gurugram, providing a luxurious and rejuvenating experience to customers seeking high-end beauty services.

Strands Salon: Strands Salon is known for its sophisticated ambiance and skilled stylists, making it a popular choice among Gurugram's residents for luxury salon services.

8. TECHNICAL FEASIBILITY

Manpower Required

| S. No. | Working Personals | No. Of working Personals |
|--------|-------------------|--------------------------|
| 1 | Receptionist | 1 |
| 2 | Stylists | 2 |
| 3 | Makeup Artists | 3 |
| 4 | Nail Artist | 2 |
| 5 | Spa Therapist | 1 |
| 6 | Cleaner | 1 |

(Manpower per branch)

Inspection & Quality Control

Inspection and quality control are vital aspects of maintaining the standards and reputation of LUXURY SALON. Here's how it can be implemented effectively:

Regular Inspections: There will be a regular routine inspection done at the LUXURY SALON premises to ensure cleanliness, hygiene, and compliance with safety regulations.

Inspecting all areas, including treatment rooms, waiting areas, restrooms, and product display areas, to identify any issues or areas for improvement will be done.

Staff Training: Proper training to LUXURY SALON staff on quality standards, hygiene practices, and customer service protocols. Regular assessment of staff performance will be done to maintain quality standards.

Product Quality: LUXURY SALON will source high-quality beauty products and cosmetics from reputable suppliers to maintain consistency and reliability in service delivery. Regular inspection of product inventory will be done to ensure freshness, authenticity, and compliance with safety regulations.

Equipment Maintenance: Regular maintenance of LUXURY SALON equipments will be done on regular basis. LUXURY SALON will ensure that all equipment is properly calibrated, sanitized, and in good working condition to deliver optimal results and minimize the risk of accidents or malfunctions.

Customer Feedback: Feedback from customers will be taken through surveys, reviews, and direct communication to gauge satisfaction levels and identify areas for improvement. Customer feedback is taken to make informed decisions and implement changes that enhance the overall experience.

Hygiene Protocols: Strict hygiene protocols will be established for staff and clients, including hand sanitation, disinfection of tools and equipment between treatments, and proper disposal of single-use items.

9. COMMERCIAL VIABILITY

SWOT Analysis



Strengths:

Premium Facilities: LUXURY SALON will offer top-notch facilities and services, including elegant ambiance, personalized treatments, and high-quality beauty products, catering to the needs of affluent clientele.

Strategic Locations: With branches planned in Delhi, Noida, Agra, and Gurugram, LUXURY SALON will capitalize on the affluent demographics and urban lifestyle trends prevalent in these cities.

Experienced Proprietor: Neelam Singh, as the proprietor, brings years of experience and expertise in the beauty industry, which will contribute to the LUXURY SALON success through effective management and leadership.

Weaknesses:

High Operating Costs: Maintaining luxury standards and premium facilities will result in high operating costs, including rent, utilities, staff salaries, and product procurement, which may impact profitability.

Intense Competition: The luxury salon segment in Delhi, Noida, Agra, and Gurugram is highly competitive, with several established players vying for market share, requiring LUXURY SALON to differentiate itself effectively.

Initial Investment: Opening multiple branches simultaneously requires a significant initial investment for renovation, equipment purchase, staff recruitment, and marketing, posing a financial risk if not managed carefully.

Opportunities:

Growing Demand for Premium Services: There is a growing demand for premium beauty services among affluent consumers in urban areas, presenting opportunities for LUXURY SALON to capitalize on this trend and expand its customer base.

Diversification of Services: LUXURY SALON will explore diversifying its service offerings to include specialized treatments, bridal packages, wellness services, or exclusive membership programs to attract and retain customers.

Partnerships and Collaborations: Forming partnerships with luxury brands, fashion designers, or lifestyle influencers will enhance the salon's brand image and attract a wider audience, while also providing opportunities for cross-promotion and marketing.

Threats:

Economic Uncertainty: Economic fluctuations, recessions, or changes in consumer spending habits will impact discretionary spending on luxury services, affecting the salon's revenue and profitability.

Changing Market Trends: Rapid changes in beauty trends, technology advancements, or shifts in consumer preferences will require the salon to adapt quickly to stay competitive and relevant in the market.

Regulatory Compliance: Adhering to strict regulatory requirements, licensing, and safety standards in the beauty industry is essential, and any non-compliance could result in fines, penalties, or damage to the salon's reputation.

CMA DATA

LUXURY SALON

A network diagram background consisting of interconnected nodes and lines. The nodes are represented by small circles in shades of blue and yellow, and the lines are thin, light-colored lines connecting these nodes. The overall aesthetic is clean and modern, with a light gray background.

Capital expenditure and means of finance

Name of the Applicant: LUXURY SALON

* Figures in Lakh (In Rupees)

| Capital expenditure | Already Incurred | To be incurred | | Total Cost |
|----------------------------------|------------------|----------------|----------|---------------|
| | | Firm | Non-Firm | |
| Land | 0 | 0 | 0 | 0 |
| Site Development | 0 | 0 | 0 | 0 |
| Buildings | 0 | 322 | 0 | 322 |
| Plant and Machinery | | | | |
| - Imported | 0 | 0 | 0 | 0 |
| - Indigenous | 0 | 238.07 | 0 | 238.07 |
| Misc. Fixed Assets | 0 | 57.23 | 0 | 57.23 |
| Preliminary Expenses | 0 | 0 | 0 | 0 |
| Pre-operative Expenses | 0 | 19.58 | 0 | 19.58 |
| Provision for Contingencies | 0 | 0 | 0 | 0 |
| Margin Money for Working Capital | 0 | 6.9 | 0 | 6.9 |
| Total Cost | 0 | 643.78 | 0 | 643.78 |
| Total Cost (Rounded off) | | | | 643.8 |

| MEANS OF FINANCE | Already raised | To be raised | Total Cost |
|----------------------------------|----------------|--------------|------------|
| Equity | | | |
| Proprietor's Capital | 0 | 168.78 | 168.78 |
| Share Premium | 0 | 0 | 0 |
| Preference Share Capital | 0 | 0 | 0 |
| Equity Contribution | 0 | 0 | 0 |
| Quasi-Equity | | | |
| Interest free Unsecured Loans | 0 | 0 | 0 |
| Subsidy | 0 | 0 | 0 |
| Quasi-Equity Others (PI Specify) | 0 | 0 | 0 |
| Total Quasi-Equity | 0 | 168.78 | 168.78 |
| Debt | | | |
| Term Loan | 0 | 475 | 475 |
| Term Loan from Other Bank | 0 | 0 | 0 |
| Interest Bearing Unsecured Loans | 0 | 0 | 0 |
| Total Debt (Rounded off) | 0 | 475 | 475 |
| Total Finance | 0 | 643.78 | 643.78 |

| | |
|---|--------|
| Debt-Equity Ratio (DER) : | 2.81 |
| Debt Equity Ratio (Considering Interest Free Unsecured Loans as Quasi Equity) : | 2.81 |
| Promoters' Contribution (%) : | 26.22% |
| Promoters' Contribution by Equity (%) : | 100% |
| Ratio of Capital to Interest Free Unsecured Loans : | NA |

Assumpitons

| | |
|--|---------------------|
| Name of the Applicant | LUXURY SALON |
| Constitution of the applicant | Proprietorship Firm |
| First financial year of operations for the project | 2026 |
| Proposed date of commencement of operation | 01/04/2025 |
| No. of Financial Years from the Proposed date of commencement of operation including Moratorium Period | 8 |
| No. of Moratorium Period (Months) from the Proposed date of commencement of operation | 6 |

Maximum Possible Revenue

* Figures in Lakh (In Rupees)

| Name of Service | Unit Measurement | No. of Client Served per day | No. of working days per annum | No. of Client Served per annum |
|---|------------------|------------------------------|-------------------------------|--------------------------------|
| Saloon Services(haircut, spa ,colouring ,bridal facial ,facial etc) | Number | 150 | 300 | 45000 |
| Sale of product (face pack, color ,biotin pack ,face mask, etc) | Number | 150 | 300 | 45000 |
| Sum Of No. Of Clients Served Per Annum | | | | 90000 |

Revenue At Maximum Capacity

* Figures in Lakh (In Rupees)

Saloon Services(haircut, spa ,colouring ,bridal facial ,facial etc)

(a) Export Revenue

| | |
|---|----|
| Percentage Export Revenue | 0% |
| Unit Measurement | |
| Service To Be Exported | 0 |
| Revenue Per Client Per Annum | 0 |
| Export Revenue At Maximum Capacity Lakh (In Rupees) | 0 |

(b) Gross Domestic Revenue

| | |
|---|--------|
| Percentage Domestic Revenue | 100% |
| No. Of Clients Served Per Annum | 45000 |
| Unit Measurement | Number |
| Revenue Per Client Per Annum | 1500 |
| Gross Domestic Revenue At Maximum Capacity Lakh (In Rupees) | 675 |

Sale of product (face pack, color ,biotin pack ,face mask, etc)

(a) Export Revenue

| | |
|------------------------------|----|
| Percentage Export Revenue | 0% |
| Unit Measurement | |
| Service To Be Exported | 0 |
| Revenue Per Client Per Annum | 0 |

| | |
|---|---|
| Export Revenue At Maximum Capacity Lakh (In Rupees) | 0 |
|---|---|

(b) Gross Domestic Revenue

| | |
|---|--------|
| Percentage Domestic Revenue | 100% |
| No. Of Clients Served Per Annum | 45000 |
| Unit Measurement | Number |
| Revenue Per Client Per Annum | 640 |
| Gross Domestic Revenue At Maximum Capacity Lakh (In Rupees) | 288 |

Purchase Cost At Maximum Capacity

* Figures in Lakh (In Rupees)

Saloon Services(haircut, spa ,colouring ,bridal facial ,facial etc)

Basis Of Maximum Capacity :- 45000

| Traded Goods | Unit Measurement | Quantity per unit | Qty. reqd. (Units) | Purchase rate per unit (In Rs.) | Total Cost Lakh (In Rupees) |
|--------------------------------|------------------|-------------------|--------------------|---------------------------------|-----------------------------|
| Consumable for saloon services | Number | 1 | 45000 | 375 | 168.75 |
| Total | | | | | 168.75 |

Sale of product (face pack, color ,biotin pack ,face mask, etc)

Basis Of Maximum Capacity :- 45000

| Traded Goods | Unit Measurement | Quantity per unit | Qty. reqd. (Units) | Purchase rate per unit (In Rs.) | Total Cost Lakh (In Rupees) |
|---------------------------------|------------------|-------------------|--------------------|---------------------------------|-----------------------------|
| purchased price of traded goods | Number | 1 | 45000 | 440 | 198 |
| Total | | | | | 198 |

Total Cost of Material Lakh (In Rupees)

366.75

Total Salaries And Wages

* Figures in Lakh (In Rupees)

| Designation | No. of employees. | Salary Per month (In Rs.) | Amount (In Rs.) |
|---------------------|-------------------|---------------------------|-----------------|
| Stylist | 8 | 20000 | 160000 |
| cleaner | 4 | 15000 | 60000 |
| Nail Artists | 8 | 10000 | 80000 |
| Receptionist | 4 | 25000 | 100000 |
| makeup professional | 12 | 25000 | 300000 |
| Spa Therapist | 4 | 25000 | 100000 |
| Total | 40 | | 800000 |

Percentage Fringe Benefits

* Figures in Lakh (In Rupees)

| | |
|--|--------|
| Total salaries and wages | 800000 |
| Percentage Fringe Benefits | 10 % |
| Fringe Benefits Amount (In Rs.) | 80000 |
| Monthly salaries and wages (In Rs.) | 880000 |
| Annual salaries and wages Lakh (In Rupees) | 105.6 |

Upfront fee on term loan

*** Figures in Lakh (In Rupees)**

| | |
|--------------------------------------|------|
| Amount of Term Loan Lakh (In Rupees) | 475 |
| Upfront fee (%) | 1% |
| Education Cess (%) | 0% |
| Amount of Upfront Fee | 4.75 |

Buildings

* Figures in Lakh (In Rupees)

| S No. | Description | Cost |
|-------|--------------------------|------|
| 1 | Civil work | 45 |
| 2 | Stairs | 48 |
| 3 | Flooring | 108 |
| 4 | false Ceiling & pop work | 16 |
| 5 | wall finish | 41 |
| 6 | doors | 10 |
| 7 | glass work | 35 |
| 8 | shutter | 19 |
| Total | | 322 |

Cost Of Equipments

* Figures in Lakh (In Rupees)

Indigenous

| S No. | Description | Quantity | Supplier | Unit Cost in Rupees | Total Cost Lakh (In Rupees) |
|-------|-------------|----------|----------------------|---------------------|-----------------------------|
| 1 | AC | 100 | As Per List Attached | 57230 | 57.23 |
| 2 | Furniture | 1 | As Per List Attached | 14602981 | 146.03 |
| 3 | Fixtures | 1 | As Per List Attached | 3481000 | 34.81 |
| Total | | | | | 238 |

Misc. Fixed Assets

| S No. | Description | Quantity | Supplier | Unit Cost in Rupees | Total Cost Lakh (In Rupees) |
|-------|--------------------|----------|----------------------|---------------------|-----------------------------|
| 1 | Misc. Fixed Assets | 1 | As Per List Attached | 5723000 | 57.23 |
| Total | | | | | 57 |

Revenue & Total Income

* Figures in Lakh (In Rupees)

| Revenue & Total Income | Absolute amount at maximum possible sale |
|--|--|
| Annual gross domestic revenue Lakh (In Rupees) | 963 |
| Annual export revenue Lakh (In Rupees) | 0 |
| Annual income from other services Lakh (In Rupees) | 0 |
| Other Operational Income | 0 |
| Annual Non-operational Income Lakh (In Rupees) | 0 |

User Defined Annual Income From Other Services / Other Operational Income Lakh (In Rupees)

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|--|--------|--------|--------|--------|--------|--------|--------|
| Annual income from other services Lakh (In Rupees) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Operational Income | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Annual Non-operational Income Lakh (In Rupees) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

User defined Annual Income from Job Work / Other Operational Income Lakh (In Rupees)

| | FY2033 |
|--|--------|
| Annual income from other services Lakh (In Rupees) | 0 |
| Other Operational Income | 0 |
| Annual Non-operational Income Lakh (In Rupees) | 0 |

Cost Of Revenue

* Figures in Lakh (In Rupees)

| | Absolute amount at maximum possible sale |
|---|--|
| Purchased cost of traded goods Lakh (In Rupees) | 366.75 |
| Service purchased Lakh (In Rupees) | 0 |
| Power, Fuel & Other Utilities Lakh (In Rupees) | 21.12 |
| Annual Increase Rate | 1 % |
| Salaries and wages Lakh (In Rupees) | 105.6 |
| Other Direct Expenses | 27 |
| Other Variable Expenses | 13.5 |

Repairs and maintenance

| | On Gross Value of Assets |
|--|--------------------------|
| Annual Increase Rate | 2% |
| Percentage on Building | 1 |
| Percentage on Plant & Machinery | 2 |
| Percentage on Misc. Fixed Assets | 1 |
| Percentage of Annual Net Sales & Job Income | |
| Selling, Packing & Distribution Expenses | 2 |
| Administrative & Misc. Expenses | 1 |
| Variable Component of Power, Fuel & Other Utilities (%) | 90 |
| Variable Component Of Salaries And Wages(%) | 90 |
| Variable Component of Selling, Packing & Distribution Expenses (%) | 95 |
| Corporate/ Income Tax Rate | 30 |
| Surcharge rate, if applicable | 0 |
| Education cess | 0 |
| Any Benefit Under Income Tax Act(%) | 0 |
| No. of initial years for which 100% tax exemption is available | 0 |

Working capital

* Figures in Lakh (In Rupees)

| | |
|---|--------------------------|
| Computation of Margin Money for WC for taking in Capital expenditure | Second Method of Lending |
| Year from which MM for WC will be used for Capital expenditure Calculations | First Year of Operation |
| Method of Assessment of Working Capital Requirement | Second Method of Lending |
| Whether computation of Stock in Process and Unbilled service are to be done in Profitability Statement for arriving at proper values of Cost of service and Cost of sale as per RBI definition, when following Second Method of Lending for WC Assessment | YES |
| Whether the unit will avail working capital limit from Bank | YES |

| (a) User-defined Assessment of Working Capital | User defined Amount Lakh (In Rupees) | | | | | | |
|--|--------------------------------------|--------|--------|--------|--------|--------|--------|
| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
| User-defined Margin Money for WC | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bank Borrowing for WC | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Sundry Creditors | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| (a) User-defined Assessment of Working Capital | User defined Amount Lakh (In Rupees) |
|--|--------------------------------------|
| | FY2033 |
| User-defined Margin Money for WC | 0 |
| Bank Borrowing for WC | 0 |
| Sundry Creditors | 0 |

| | |
|---|---------------|
| (b) Inventory holding periods for First or Second Method of Lending | No. of Months |
| Material | 0.5 |

| | |
|--|---------------|
| Consumable | 0.25 |
| Service in Process | 0.25 |
| Unbilled service | 0 |
| Export Receivables | 0 |
| Receivables other than Exports | 0.25 |
| (c) Sundry Creditors for Nayak Committee Method/ First or Second Method of Lending | No. of Months |
| Sundry Creditors | 0 |
| Rate of Interest on Bank Borrowing for Working Capital | 10 |

Depreciation

* Figures in Lakh (In Rupees)

Select method of depreciation to be applied in projections

WDV

| | Depreciation Rates as per Income Tax Act (WDV Method) | Depreciation Rates to be applied in projections |
|---------------------|---|---|
| Building | 10 | 10 |
| Plant and Machinery | 15 | 15 |
| MFA | 10 | 10 |

Term loan

| | |
|---------------------------------|----------------------|
| Installment Type : | Monthly Installments |
| Equal and Unequal Installment : | Unequal Installments |
| No. of installments : | 78 |
| Interest rate on term loan : | 11 |
| Date of first installment : | 01/10/2025 |

Projections of performance & profitability

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|---|--------|--------|--------|--------|--------|--------|--------|
| Capacity Utilization | 60% | 65% | 70% | 75% | 80% | 85% | 90% |
| Revenue as percentage of Installed Capacity | 58.75% | 64.9% | 69.9% | 74.9% | 79.9% | 84.9% | 89.9% |
| Revenue / Total Income | | | | | | | |
| Gross Domestic Revenue | 565.76 | 624.95 | 673.1 | 721.25 | 769.4 | 817.55 | 865.7 |
| Net Domestic Revenue | 565.76 | 624.95 | 673.1 | 721.25 | 769.4 | 817.55 | 865.7 |
| Export Revenue | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Revenue | 565.76 | 624.95 | 673.1 | 721.25 | 769.4 | 817.55 | 865.7 |
| Income from other work | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other Operational Income | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Income | 565.76 | 624.95 | 673.1 | 721.25 | 769.4 | 817.55 | 865.7 |
| COST OF SERVICE | | | | | | | |
| Purchase cost of material sold | 220.05 | 238.39 | 256.73 | 275.06 | 293.4 | 311.74 | 330.08 |
| Consumable | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Power, Fuel & Other Utilities (Fixed) | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 |
| Power, Fuel & Other Utilities (Variable) | 11.4 | 12.36 | 13.31 | 14.26 | 15.21 | 16.16 | 17.11 |
| Salaries and wages (fixed) | 10.56 | 10.67 | 10.77 | 10.88 | 10.99 | 11.1 | 11.21 |
| Salaries and wages (variable) | 57.02 | 62.39 | 67.87 | 73.44 | 79.12 | 84.9 | 90.8 |

| | | | | | | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Repairs & Maintenance | 8.83 | 9 | 9.18 | 9.37 | 9.55 | 9.74 | 9.94 |
| | | | | | | | |
| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
| Other Direct Expenses | 16.2 | 17.55 | 18.9 | 20.25 | 21.6 | 22.95 | 24.3 |
| Other variable expenses at maximum capacity | 8.1 | 8.78 | 9.45 | 10.13 | 10.8 | 11.48 | 12.15 |
| Depreciation | 75.97 | 66.53 | 58.31 | 51.16 | 44.9 | 39.46 | 34.68 |
| Sub-total | 410.24 | 427.78 | 446.63 | 466.66 | 487.68 | 509.64 | 532.38 |
| add: opening service in process | 0 | 8.37 | 8.9 | 9.3 | 9.71 | 10.15 | 10.61 |
| less: closing service in process | 8.37 | 8.9 | 9.3 | 9.71 | 10.15 | 10.61 | 11.08 |
| cost of service | 401.87 | 427.25 | 446.23 | 466.25 | 487.24 | 509.18 | 531.91 |
| Add: Opening Stock of Finished Goods | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Less: Closing Stock of Finished Goods | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cost of Sales | 401.87 | 427.25 | 446.23 | 466.25 | 487.24 | 509.18 | 531.91 |
| Selling, Packing & Distr. Expenses (Fixed) | 0.57 | 0.62 | 0.67 | 0.72 | 0.77 | 0.82 | 0.87 |
| Selling, Packing & Distr. Expenses (Variable) | 10.75 | 11.87 | 12.79 | 13.7 | 14.62 | 15.53 | 16.45 |
| Administrative & Misc. Expenses | 5.66 | 6.25 | 6.73 | 7.21 | 7.69 | 8.18 | 8.66 |
| Sub-total | 418.85 | 445.99 | 466.42 | 487.88 | 510.32 | 533.71 | 557.89 |
| Profit before Interest, Lease Rentals (PBIT) | 146.91 | 178.96 | 206.68 | 233.36 | 259.08 | 283.84 | 307.81 |
| Interest on Term Loan | 51.09 | 43.89 | 35.94 | 27.81 | 19.77 | 11.73 | 3.7 |
| Interest on Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest on Bank Borrowing | 2.2 | 2.39 | 2.55 | 2.72 | 2.88 | 3.05 | 3.22 |

| | | | | | | | |
|------------------|-------|-------|--------|--------|--------|--------|-------|
| Lease Rentals | 36 | 36 | 36 | 41 | 41 | 41 | 41 |
| Operating Profit | 57.63 | 96.68 | 132.19 | 161.83 | 195.43 | 228.06 | 259.9 |

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|--|--------|--------|--------|--------|--------|--------|--------|
| Preliminary Expenses written off | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Non-operational Income | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit before Tax (PBT) | 57.63 | 96.68 | 132.19 | 161.83 | 195.43 | 228.06 | 259.9 |
| Provision for Taxation | 17.29 | 29 | 39.66 | 48.55 | 58.63 | 68.42 | 77.97 |
| Profit after Tax (PAT) | 40.34 | 67.68 | 92.53 | 113.28 | 136.8 | 159.64 | 181.93 |
| Drawings | 0 | 0 | 16.88 | 33.76 | 33.76 | 33.76 | 33.76 |
| Retained Earnings | 40.34 | 67.68 | 75.65 | 79.52 | 103.04 | 125.88 | 148.17 |
| Gross Cash Accruals | 116.31 | 134.21 | 150.84 | 164.44 | 181.7 | 199.1 | 216.61 |
| Net Cash Accruals | 116.31 | 134.21 | 133.96 | 130.68 | 147.94 | 165.34 | 182.85 |
| PBDIT/ Total Income (%) | 39.4% | 39.28% | 39.37% | 39.45% | 39.51% | 39.55% | 39.56% |
| Operating Profit/ Total Income (%) | 10.19% | 15.47% | 19.64% | 22.44% | 25.4% | 27.9% | 30.02% |
| Net Profit/ Total income (%) | 7.13% | 10.83% | 13.75% | 15.71% | 17.78% | 19.53% | 21.01% |
| Material Cost/ Cost of Service Revenue (%) | 54.76% | 55.8% | 57.53% | 58.99% | 60.22% | 61.22% | 62.06% |
| Cost of Service/ Net Service Revenue (%) | 71.03% | 68.37% | 66.29% | 64.65% | 63.33% | 62.28% | 61.44% |
| Cost of Sales and Service/ Net Service Sales (%) | 71.03% | 68.37% | 66.29% | 64.65% | 63.33% | 62.28% | 61.44% |
| Interest Coverage Ratio | 1.65 | 2.18 | 2.77 | 3.26 | 4.07 | 5.09 | 6.42 |
| Return on Capital Employed (ROCE) (%) | 24.89% | 34.01% | 43.97% | 55.42% | 68.46% | 83.19% | 99.7% |

| | |
|---|-------|
| Capacity Utilization | 95% |
| Revenue as percentage of Installed Capacity | 94.9% |

| | FY2033 |
|---|--------|
| Revenue / Total Income | |
| Gross Domestic Revenue | 913.85 |
| Net Domestic Revenue | 913.85 |
| Export Revenue | 0 |
| Net Revenue | 913.85 |
| Income from other work | 0 |
| Other Operational Income | 0 |
| Total Income | 913.85 |
| COST OF SERVICE | |
| Purchase cost of material sold | 348.41 |
| Consumable | 0 |
| Power, Fuel & Other Utilities (Fixed) | 2.11 |
| Power, Fuel & Other Utilities (Variable) | 18.06 |
| Salaries and wages (fixed) | 11.32 |
| Salaries and wages (variable) | 96.8 |
| Repairs & Maintenance | 10.14 |
| Other Direct Expenses | 25.65 |
| Other variable expenses at maximum capacity | 12.83 |
| Depreciation | 30.52 |
| Sub-total | 555.84 |
| add: opening service in process | 11.08 |

less: closing service in process

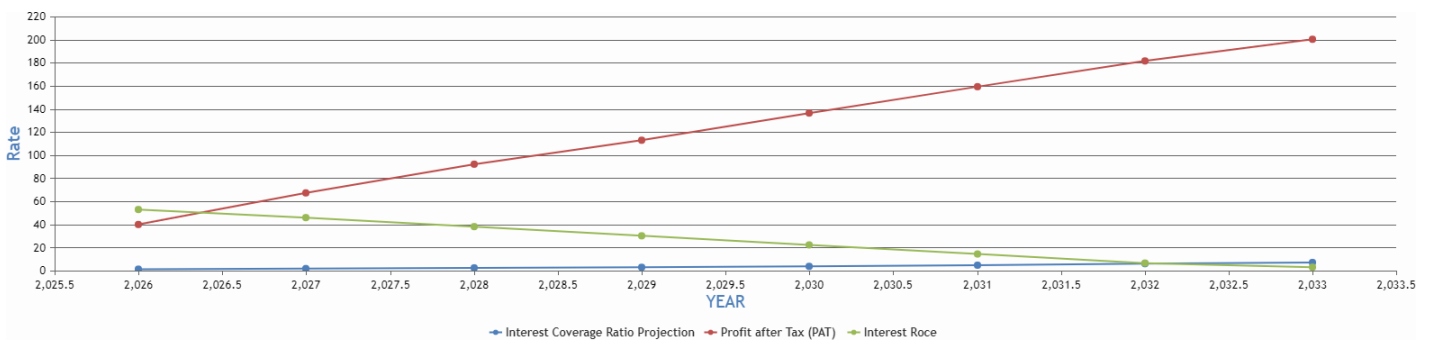
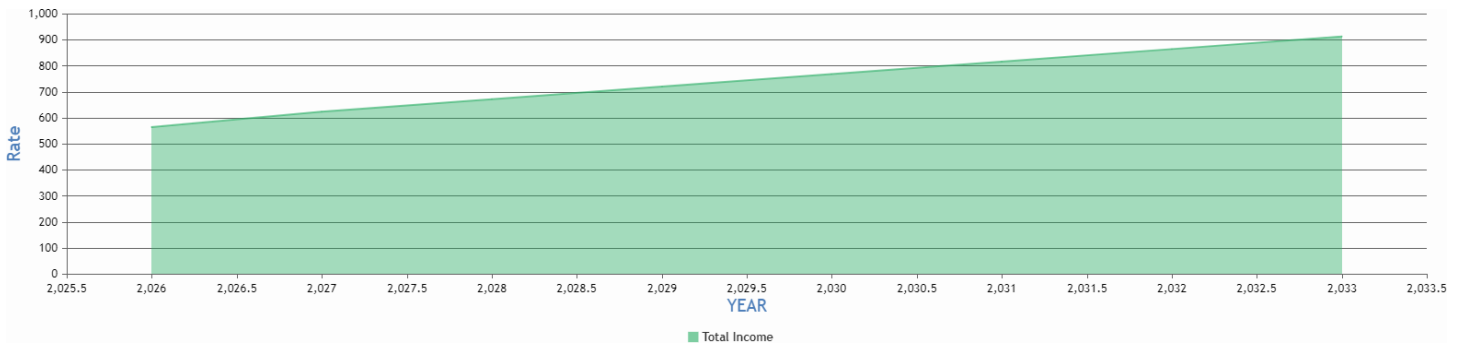
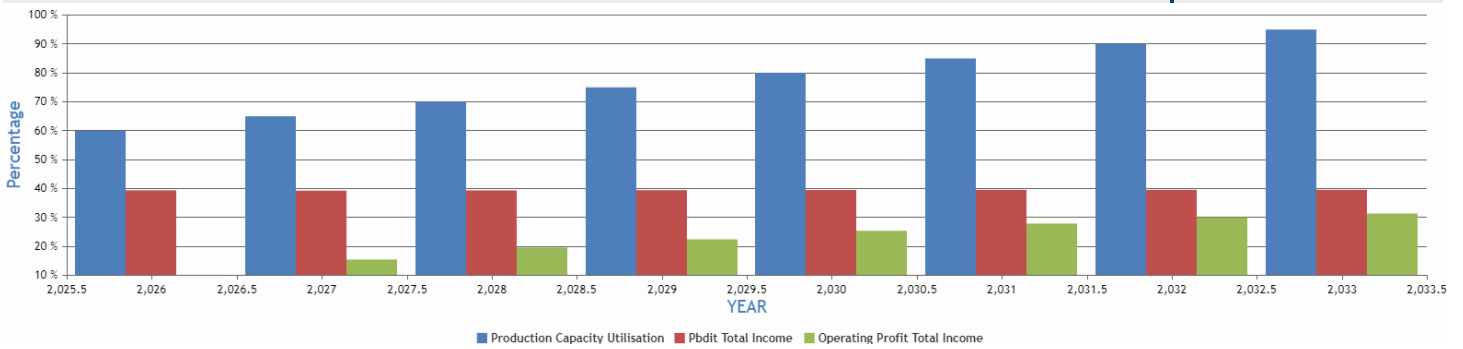
11.57

cost of service

555.35

| | FY2033 |
|---|--------|
| Add: Opening Stock of Finished Goods | 0 |
| Less: Closing Stock of Finished Goods | 0 |
| Cost of Sales | 555.35 |
| Selling, Packing & Distr. Expenses (Fixed) | 0.91 |
| Selling, Packing & Distr. Expenses (Variable) | 17.36 |
| Administrative & Misc. Expenses | 9.14 |
| Sub-total | 582.76 |
| Profit before Interest, Lease Rentals (PBIT) | 331.08 |
| Interest on Term Loan | 0 |
| Interest on Interest Bearing Unsecured Loans | 0 |
| Interest on Bank Borrowing | 3.39 |
| Lease Rentals | 41 |
| Operating Profit | 286.69 |
| Preliminary Expenses written off | 0 |
| Non-operational Income | 0 |
| Profit before Tax (PBT) | 286.69 |
| Provision for Taxation | 86.01 |
| Profit after Tax (PAT) | 200.68 |
| Drawings | 33.76 |
| Retained Earnings | 166.92 |
| Gross Cash Accruals | 231.2 |
| Net Cash Accruals | 197.44 |
| PBDIT/ Total Income (%) | 39.57% |

| | |
|--|---------|
| Operating Profit/ Total Income (%) | 31.37% |
| Net Profit/ Total income (%) | 21.96% |
| Material Cost/ Cost of Service Revenue (%) | 62.74% |
| Cost of Service/ Net Service Revenue (%) | 60.77% |
| Cost of Sales and Service/ Net Service Sales (%) | 60.77% |
| Interest Coverage Ratio | 7.46 |
| Return on Capital Employed (ROCE) (%) | 118.04% |



Projected balance sheet

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | Const. Period | As on FY2026 | As on FY2027 | As on FY2028 | As on FY2029 | As on FY2030 | As on FY2031 | As on FY2032 |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Liabilities | | | | | | | | |
| Partners Capital | 168.78 | 168.78 | 168.78 | 168.78 | 168.78 | 168.78 | 168.78 | 168.78 |
| Preference Share Capital | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Equity Contribution | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reserves & Surplus | 0 | 40.34 | 108.02 | 183.67 | 263.2 | 366.23 | 492.11 | 640.27 |
| Interest free Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Subsidy | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Quasi-Equity Others (PI Specify) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Term Loan from bank | 475 | 438.46 | 365.38 | 292.31 | 219.23 | 146.15 | 73.08 | -0 |
| Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Bank Borrowings for WC | 0 | 22 | 23.89 | 25.51 | 27.15 | 28.81 | 30.47 | 32.15 |
| Current Liabilities | | | | | | | | |
| Creditors for Purchases | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL Liabilities | 643.78 | 669.58 | 666.07 | 670.27 | 678.36 | 709.98 | 764.44 | 841.2 |
| ASSETS | | | | | | | | |

| | | | | | | | | |
|---|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| WDV of Fixed assets | 636.88 | 636.88 | 560.91 | 494.38 | 436.07 | 384.91 | 340.01 | 300.55 |
| | Const. Period | As on FY2026 | As on FY2027 | As on FY2028 | As on FY2029 | As on FY2030 | As on FY2031 | As on FY2032 |
| Less : Depreciation | 0 | 75.97 | 66.53 | 58.31 | 51.16 | 44.9 | 39.46 | 34.68 |
| Net Fixed Assets | 636.88 | 560.91 | 494.38 | 436.07 | 384.91 | 340.01 | 300.55 | 265.87 |
| Current Assets | | | | | | | | |
| Material | | 9.17 | 9.93 | 10.7 | 11.46 | 12.23 | 12.99 | 13.75 |
| Input Service | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Work In Process (Month's Cost of Production) | | 8.37 | 8.9 | 9.3 | 9.71 | 10.15 | 10.61 | 11.08 |
| Finished Goods (Month's Cost of sales) | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Export Receivables | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Receivables other than Exports | | 11.79 | 13.02 | 14.02 | 15.03 | 16.03 | 17.03 | 18.04 |
| Total Current Assets | 0 | 29.33 | 31.85 | 34.02 | 36.2 | 38.41 | 40.63 | 42.87 |
| Cash & Bank Balance | 6.9 | 79.34 | 139.84 | 200.18 | 257.25 | 331.56 | 423.26 | 532.46 |
| Preliminary Expenses not written off | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 643.78 | 669.58 | 666.07 | 670.27 | 678.36 | 709.98 | 764.44 | 841.2 |
| Current Ratio (not considering installments of T/L as CL) | | 4.94 | 7.19 | 9.18 | 10.81 | 12.84 | 15.22 | 17.9 |

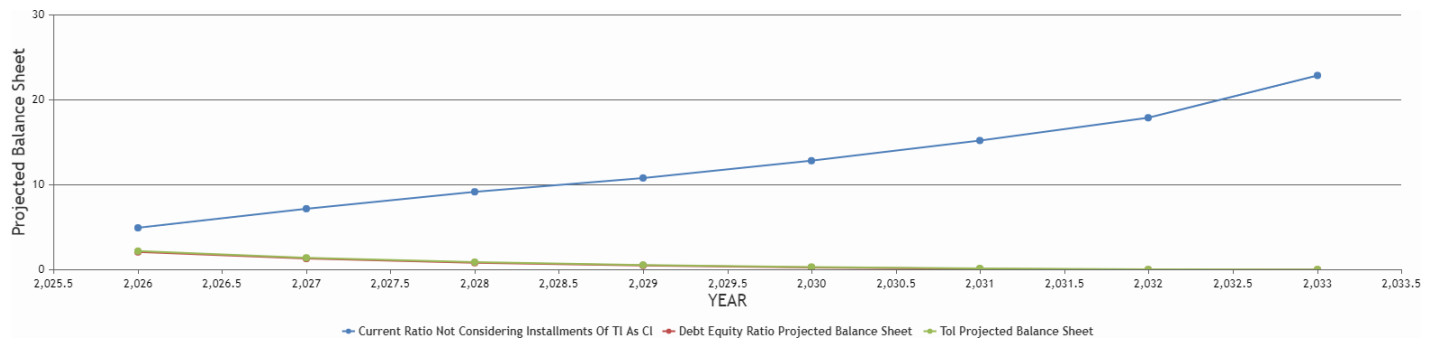
| | | | | | | | | |
|--|------|------|------|------|------|------|------|------|
| Current Ratio (considering installments of T/L as CL) | | 1.86 | 1.77 | 2.38 | 2.93 | 3.63 | 4.48 | 5.47 |
| Debt Equity Ratio | 2.81 | 2.1 | 1.32 | 0.83 | 0.51 | 0.27 | 0.11 | -0 |

| | Const. Period | As on FY2026 | As on FY2027 | As on FY2028 | As on FY2029 | As on FY2030 | As on FY2031 | As on FY2032 |
|---|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Debt Equity Ratio (Considering Interest Free Unsecured Loans as Quasi Equity) | 2.81 | 2.1 | 1.32 | 0.83 | 0.51 | 0.27 | 0.11 | -0 |
| TOL/ TNW | 2.81 | 2.2 | 1.41 | 0.9 | 0.57 | 0.33 | 0.16 | 0.04 |

| | Const. Period | As on FY2033 |
|----------------------------------|---------------|-----------------|
| Liabilities | | |
| Partners Capital | 168.78 | 168.78 |
| Preference Share Capital | 0 | 0 |
| Equity Contribution | 0 | 0 |
| Reserves & Surplus | 0 | 807.2 |
| Interest free Unsecured Loans | 0 | 0 |
| Subsidy | 0 | 0 |
| Quasi-Equity Others (PI Specify) | 0 | 0 |
| Term Loan from bank | 475 | -0 |
| Interest Bearing Unsecured Loans | 0 | 0 |
| Bank Borrowings for WC | 0 | 33.85 |
| Current Liabilities | | |
| Creditors for Purchases | 0 | 0 |

| | | |
|---------------------|--------|---------|
| TOTAL Liabilities | 643.78 | 1009.83 |
| ASSETS | | |
| WDV of Fixed assets | 636.88 | 265.87 |
| Less : Depreciation | 0 | 30.52 |

| | Const. Period | As on FY2033 |
|--|---------------|----------------|
| Net Fixed Assets | 636.88 | 235.35 |
| Current Assets | | |
| Material | | 14.52 |
| Input Service | | 0 |
| Work In Process (Month's Cost of Production) | | 11.57 |
| Finished Goods (Month's Cost of sales) | | 0 |
| Export Receivables | | 0 |
| Receivables other than Exports | | 19.04 |
| Total Current Assets | 0 | 45.13 |
| Cash & Bank Balance | 6.9 | 729.35 |
| Preliminary Expenses not written off | 0 | 0 |
| TOTAL ASSETS | 643.78 | 1009.83 |
| Current Ratio (not considering installments of T/L as CL) | | 22.88 |
| Current Ratio (considering installments of T/L as CL) | | 22.88 |
| Debt Equity Ratio | 2.81 | -0 |
| Debt Equity Ratio (Considering Interest Free Unsecured Loans as Quasi Equity) | 2.81 | -0 |
| TOL/ TNW | 2.81 | 0.03 |



Margin money for working capital and assessment of wc

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| Particulars | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|--|--------|--------|--------|--------|--------|--------|--------|
| Gross revenue (incl. Job Income) | 565.76 | 624.95 | 673.1 | 721.25 | 769.4 | 817.55 | 865.7 |
| Total Working Capital Requirement (25% of Gross sales) | 141.44 | 156.24 | 168.28 | 180.31 | 192.35 | 204.39 | 216.43 |
| Margin Money for Working Capital (5% of Gross sales) | 28.29 | 31.25 | 33.66 | 36.06 | 38.47 | 40.88 | 43.29 |
| Permissible Bank Borrowing (20% of Gross sales) | 113.15 | 124.99 | 134.62 | 144.25 | 153.88 | 163.51 | 173.14 |

| Particulars | FY2033 |
|--|--------|
| Gross revenue (incl. Job Income) | 913.85 |
| Total Working Capital Requirement (25% of Gross sales) | 228.46 |
| Margin Money for Working Capital (5% of Gross sales) | 45.69 |
| Permissible Bank Borrowing (20% of Gross sales) | 182.77 |

| | No. of Months | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|---|---------------|--------|--------|--------|--------|--------|--------|--------|
| Current Assets | | | | | | | | |
| Raw material | 0.5 | 9.17 | 9.93 | 10.7 | 11.46 | 12.23 | 12.99 | 13.75 |
| Input service | 0.25 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Work in process (month's cost of production) | 0.25 | 8.37 | 8.9 | 9.3 | 9.71 | 10.15 | 10.61 | 11.08 |
| Finished goods (month's cost of sales and service) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Export Receivables | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Receivables other than Exports | 0.25 | 11.79 | 13.02 | 14.02 | 15.03 | 16.03 | 17.03 | 18.04 |
| Total Current Assets (A) | | 29.33 | 31.85 | 34.02 | 36.2 | 38.41 | 40.63 | 42.87 |
| Current Liabilities | | | | | | | | |
| Creditors for Purchases | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Current Assets (A) | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working Capital Gap (A-B) | | 29.33 | 31.85 | 34.02 | 36.2 | 38.41 | 40.63 | 42.87 |
| Margin Money on Working Capital (25% on CA other than Export Receivables) | | 7.33 | 7.96 | 8.51 | 9.05 | 9.6 | 10.16 | 10.72 |
| Bank Borrowing for Working Capital | | 22 | 23.89 | 25.51 | 27.15 | 28.81 | 30.47 | 32.15 |

No. of Months

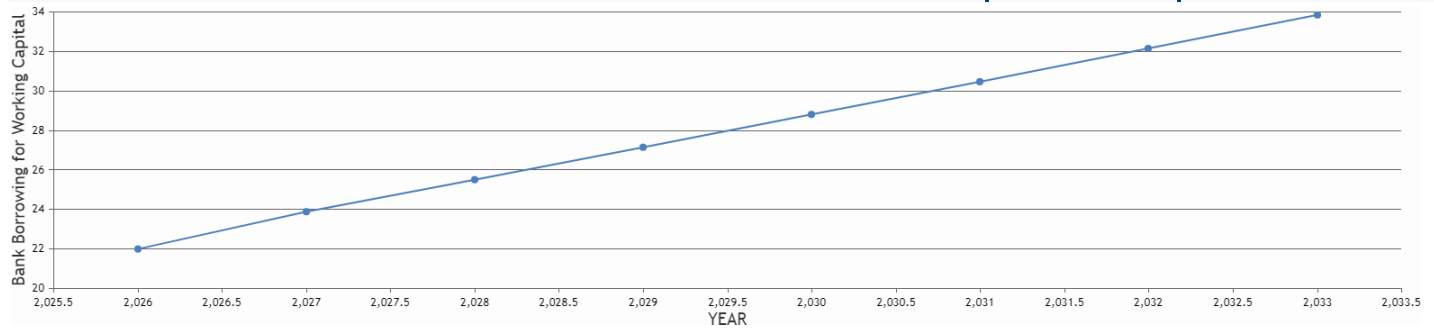
FY2033

| Current Assets | | |
|--|------|-------|
| Raw material | 0.5 | 14.52 |
| Input service | 0.25 | 0 |
| Work in process (month's cost of production) | 0.25 | 11.57 |
| Finished goods (month's cost of sales and service) | 0 | 0 |
| Export Receivables | 0 | 0 |
| Receivables other than Exports | 0.25 | 19.04 |
| Total Current Assets (A) | | 45.13 |
| Current Liabilities | | |
| Creditors for Purchases | 0 | 0 |
| Total Current Assets (A) | | 0 |
| Working Capital Gap (A-B) | | 45.13 |
| Margin Money on Working Capital (25% on CA other than Export Receivables) | | 11.28 |
| Bank Borrowing for Working Capital | | 33.85 |

Recommended Method - Second Method of Lending

| | | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|-------------------------------------|-----|--------|--------|--------|--------|--------|--------|--------|
| Total Current Assets | | 29.33 | 31.85 | 34.02 | 36.2 | 38.41 | 40.63 | 42.87 |
| Total Current Liabilities | | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working Capital Gap | | 29.33 | 31.85 | 34.02 | 36.2 | 38.41 | 40.63 | 42.87 |
| Margin Money on Working Capital | | 7.33 | 7.96 | 8.51 | 9.05 | 9.6 | 10.16 | 10.72 |
| Bank Borrowing for Working Capital | | 22 | 23.89 | 25.51 | 27.15 | 28.81 | 30.47 | 32.15 |
| Interest on Bank Borrowing for WC @ | 10% | 2.2 | 2.39 | 2.55 | 2.72 | 2.88 | 3.05 | 3.22 |

| | | FY2033 |
|-------------------------------------|-----|--------|
| Total Current Assets | | 45.13 |
| Total Current Liabilities | | 0 |
| Working Capital Gap | | 45.13 |
| Margin Money on Working Capital | | 11.28 |
| Bank Borrowing for Working Capital | | 33.85 |
| Interest on Bank Borrowing for WC @ | 10% | 3.39 |



Interest on term loan monthly

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | |
|--|------------|
| Term Loan Lakh (In Rupees) | 475 |
| No. of Monthly Installments | 78 |
| Amount of Equal Installment | 0 |
| Rate of Interest | 11 |
| Proposed date of commencement of commercial production | 01/04/2025 |
| Date of first repayment | 01/10/2025 |

| EMI Count | Date | Opening Balance | Repayment | Closing Balance | Interest on Closing Balance | Annual Interest | Annual Installment |
|-----------|------------|-----------------|-----------|-----------------|-----------------------------|-----------------|--------------------|
| 0 | 01/04/2025 | 475 | 0 | 475 | 4.29 | | |
| 0 | 01/05/2025 | 475 | 0 | 475 | 4.44 | | |
| 0 | 01/06/2025 | 475 | 0 | 475 | 4.29 | | |
| 0 | 01/07/2025 | 475 | 0 | 475 | 4.44 | | |
| 0 | 01/08/2025 | 475 | 0 | 475 | 4.44 | | |
| 0 | 01/09/2025 | 475 | 0 | 475 | 4.29 | | |
| 1 | 01/10/2025 | 475 | 6.09 | 468.91 | 4.38 | | |
| 2 | 01/11/2025 | 468.91 | 6.09 | 462.82 | 4.18 | | |
| 3 | 01/12/2025 | 462.82 | 6.09 | 456.73 | 4.27 | | |
| 4 | 01/01/2026 | 456.73 | 6.09 | 450.64 | 4.21 | | |
| 5 | 01/02/2026 | 450.64 | 6.09 | 444.55 | 3.75 | | |

| | | | | | | | |
|---|------------|--------|------|--------|-----|-------|-------|
| 6 | 01/03/2026 | 444.55 | 6.09 | 438.46 | 4.1 | 51.09 | 36.54 |
|---|------------|--------|------|--------|-----|-------|-------|

| EMI Count | Date | Opening Balance | Repayment | Closing Balance | Interest on Closing Balance | Annual Interest | Annual Installment |
|-----------|------------|-----------------|-----------|-----------------|-----------------------------|-----------------|--------------------|
| 7 | 01/04/2026 | 438.46 | 6.09 | 432.37 | 3.91 | | |
| 8 | 01/05/2026 | 432.37 | 6.09 | 426.28 | 3.98 | | |
| 9 | 01/06/2026 | 426.28 | 6.09 | 420.19 | 3.8 | | |
| 10 | 01/07/2026 | 420.19 | 6.09 | 414.1 | 3.87 | | |
| 11 | 01/08/2026 | 414.1 | 6.09 | 408.01 | 3.81 | | |
| 12 | 01/09/2026 | 408.01 | 6.09 | 401.92 | 3.63 | | |
| 13 | 01/10/2026 | 401.92 | 6.09 | 395.83 | 3.7 | | |
| 14 | 01/11/2026 | 395.83 | 6.09 | 389.74 | 3.52 | | |
| 15 | 01/12/2026 | 389.74 | 6.09 | 383.65 | 3.58 | | |
| 16 | 01/01/2027 | 383.65 | 6.09 | 377.56 | 3.53 | | |
| 17 | 01/02/2027 | 377.56 | 6.09 | 371.47 | 3.13 | | |
| 18 | 01/03/2027 | 371.47 | 6.09 | 365.38 | 3.41 | 43.89 | 73.08 |
| 19 | 01/04/2027 | 365.38 | 6.09 | 359.29 | 3.25 | | |
| 20 | 01/05/2027 | 359.29 | 6.09 | 353.21 | 3.3 | | |
| 21 | 01/06/2027 | 353.21 | 6.09 | 347.12 | 3.14 | | |
| 22 | 01/07/2027 | 347.12 | 6.09 | 341.03 | 3.19 | | |
| 23 | 01/08/2027 | 341.03 | 6.09 | 334.94 | 3.13 | | |
| 24 | 01/09/2027 | 334.94 | 6.09 | 328.85 | 2.97 | | |
| 25 | 01/10/2027 | 328.85 | 6.09 | 322.76 | 3.02 | | |
| 26 | 01/11/2027 | 322.76 | 6.09 | 316.67 | 2.86 | | |

| | | | | | | | |
|----|------------|--------|------|--------|------|--|--|
| 27 | 01/12/2027 | 316.67 | 6.09 | 310.58 | 2.9 | | |
| 28 | 01/01/2028 | 310.58 | 6.09 | 304.49 | 2.84 | | |

| EMI Count | Date | Opening Balance | Repayment | Closing Balance | Interest on Closing Balance | Annual Interest | Annual Installment |
|-----------|------------|-----------------|-----------|-----------------|-----------------------------|-----------------|--------------------|
| 29 | 01/02/2028 | 304.49 | 6.09 | 298.4 | 2.61 | | |
| 30 | 01/03/2028 | 298.4 | 6.09 | 292.31 | 2.73 | 35.94 | 73.08 |
| 31 | 01/04/2028 | 292.31 | 6.09 | 286.22 | 2.59 | | |
| 32 | 01/05/2028 | 286.22 | 6.09 | 280.13 | 2.62 | | |
| 33 | 01/06/2028 | 280.13 | 6.09 | 274.04 | 2.48 | | |
| 34 | 01/07/2028 | 274.04 | 6.09 | 267.95 | 2.5 | | |
| 35 | 01/08/2028 | 267.95 | 6.09 | 261.86 | 2.45 | | |
| 36 | 01/09/2028 | 261.86 | 6.09 | 255.77 | 2.31 | | |
| 37 | 01/10/2028 | 255.77 | 6.09 | 249.68 | 2.33 | | |
| 38 | 01/11/2028 | 249.68 | 6.09 | 243.59 | 2.2 | | |
| 39 | 01/12/2028 | 243.59 | 6.09 | 237.5 | 2.22 | | |
| 40 | 01/01/2029 | 237.5 | 6.09 | 231.41 | 2.16 | | |
| 41 | 01/02/2029 | 231.41 | 6.09 | 225.32 | 1.9 | | |
| 42 | 01/03/2029 | 225.32 | 6.09 | 219.23 | 2.05 | 27.81 | 73.08 |
| 43 | 01/04/2029 | 219.23 | 6.09 | 213.14 | 1.93 | | |
| 44 | 01/05/2029 | 213.14 | 6.09 | 207.05 | 1.93 | | |
| 45 | 01/06/2029 | 207.05 | 6.09 | 200.96 | 1.82 | | |
| 46 | 01/07/2029 | 200.96 | 6.09 | 194.87 | 1.82 | | |
| 47 | 01/08/2029 | 194.87 | 6.09 | 188.78 | 1.76 | | |

| | | | | | | | |
|----|------------|--------|------|--------|------|--|--|
| 48 | 01/09/2029 | 188.78 | 6.09 | 182.69 | 1.65 | | |
| 49 | 01/10/2029 | 182.69 | 6.09 | 176.6 | 1.65 | | |
| 50 | 01/11/2029 | 176.6 | 6.09 | 170.51 | 1.54 | | |

| EMI Count | Date | Opening Balance | Repayment | Closing Balance | Interest on Closing Balance | Annual Interest | Annual Installment |
|-----------|------------|-----------------|-----------|-----------------|-----------------------------|-----------------|--------------------|
| 51 | 01/12/2029 | 170.51 | 6.09 | 164.42 | 1.54 | | |
| 52 | 01/01/2030 | 164.42 | 6.09 | 158.33 | 1.48 | | |
| 53 | 01/02/2030 | 158.33 | 6.09 | 152.24 | 1.28 | | |
| 54 | 01/03/2030 | 152.24 | 6.09 | 146.15 | 1.37 | 19.77 | 73.08 |
| 55 | 01/04/2030 | 146.15 | 6.09 | 140.06 | 1.27 | | |
| 56 | 01/05/2030 | 140.06 | 6.09 | 133.97 | 1.25 | | |
| 57 | 01/06/2030 | 133.97 | 6.09 | 127.88 | 1.16 | | |
| 58 | 01/07/2030 | 127.88 | 6.09 | 121.79 | 1.14 | | |
| 59 | 01/08/2030 | 121.79 | 6.09 | 115.71 | 1.08 | | |
| 60 | 01/09/2030 | 115.71 | 6.09 | 109.62 | 0.99 | | |
| 61 | 01/10/2030 | 109.62 | 6.09 | 103.53 | 0.97 | | |
| 62 | 01/11/2030 | 103.53 | 6.09 | 97.44 | 0.88 | | |
| 63 | 01/12/2030 | 97.44 | 6.09 | 91.35 | 0.85 | | |
| 64 | 01/01/2031 | 91.35 | 6.09 | 85.26 | 0.8 | | |
| 65 | 01/02/2031 | 85.26 | 6.09 | 79.17 | 0.67 | | |
| 66 | 01/03/2031 | 79.17 | 6.09 | 73.08 | 0.68 | 11.73 | 73.08 |
| 67 | 01/04/2031 | 73.08 | 6.09 | 66.99 | 0.61 | | |
| 68 | 01/05/2031 | 66.99 | 6.09 | 60.9 | 0.57 | | |

| | | | | | | | |
|----|------------|-------|------|-------|------|--|--|
| 69 | 01/06/2031 | 60.9 | 6.09 | 54.81 | 0.5 | | |
| 70 | 01/07/2031 | 54.81 | 6.09 | 48.72 | 0.46 | | |
| 71 | 01/08/2031 | 48.72 | 6.09 | 42.63 | 0.4 | | |
| 72 | 01/09/2031 | 42.63 | 6.09 | 36.54 | 0.33 | | |

| EMI Count | Date | Opening Balance | Repayment | Closing Balance | Interest on Closing Balance | Annual Interest | Annual Installment |
|-----------|-------------|-----------------|-----------|-----------------|-----------------------------|-----------------|--------------------|
| 73 | 01/10/2031 | 36.54 | 6.09 | 30.45 | 0.28 | | |
| 74 | 01/11/2031 | 30.45 | 6.09 | 24.36 | 0.22 | | |
| 75 | 01/12/2031 | 24.36 | 6.09 | 18.27 | 0.17 | | |
| 76 | 01/01/2032 | 18.27 | 6.09 | 12.18 | 0.11 | | |
| 77 | 01/02/2032 | 12.18 | 6.09 | 6.09 | 0.05 | | |
| 78 | 01/03/2032 | 6.09 | 6.09 | -0 | 0 | 3.7 | 73.08 |
| | Grand Total | | 475 | | 193.92 | 193.92 | 475 |

Break even point

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|---|--------|--------|--------|--------|--------|--------|--------|
| Service Capacity Utilization | 60% | 65% | 70% | 75% | 80% | 85% | 90% |
| Total Income (incl. increase in SIP & FG) | 574.13 | 625.48 | 673.5 | 721.66 | 769.84 | 818.01 | 866.17 |
| Variable Cost | | | | | | | |
| Material consumed | 220.05 | 238.39 | 256.73 | 275.06 | 293.4 | 311.74 | 330.08 |
| Input service | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Power, Fuel & Other Utilities (Variable) | 11.4 | 12.36 | 13.31 | 14.26 | 15.21 | 16.16 | 17.11 |
| Salaries and wages (variable) | 57.02 | 62.39 | 67.87 | 73.44 | 79.12 | 84.9 | 90.8 |
| Other Direct Expenses | 16.2 | 17.55 | 18.9 | 20.25 | 21.6 | 22.95 | 24.3 |
| Other Variable Expenses | 8.1 | 8.78 | 9.45 | 10.13 | 10.8 | 11.48 | 12.15 |
| Selling, Packing & Distribution Expenses (Variable) | 10.75 | 11.87 | 12.79 | 13.7 | 14.62 | 15.53 | 16.45 |
| Interest on Bank Borrowing | 2.2 | 2.39 | 2.55 | 2.72 | 2.88 | 3.05 | 3.22 |
| Total Variable Cost | 325.72 | 353.73 | 381.6 | 409.56 | 437.63 | 465.81 | 494.11 |
| Contribution | 248.41 | 271.75 | 291.9 | 312.09 | 332.21 | 352.2 | 372.06 |
| Fixed Cost | | | | | | | |
| Power, Fuel & Other Utilities (Fixed) | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 | 2.11 |
| Salaries and wages (fixed) | 10.56 | 10.67 | 10.77 | 10.88 | 10.99 | 11.1 | 11.21 |

| | | | | | | | |
|-----------------------|------|---|------|------|------|------|------|
| Repairs & Maintenance | 8.83 | 9 | 9.18 | 9.37 | 9.55 | 9.74 | 9.94 |
|-----------------------|------|---|------|------|------|------|------|

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|--|--------|--------|--------|--------|--------|--------|--------|
| Selling, Packing & Distribution Expenses (Fixed) | 0.57 | 0.62 | 0.67 | 0.72 | 0.77 | 0.82 | 0.87 |
| Depreciation | 75.97 | 66.53 | 58.31 | 51.16 | 44.9 | 39.46 | 34.68 |
| Administrative & Misc. Expenses | 5.66 | 6.25 | 6.73 | 7.21 | 7.69 | 8.18 | 8.66 |
| Interest on Term Loans | 51.09 | 43.89 | 35.94 | 27.81 | 19.77 | 11.73 | 3.7 |
| Interest on Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Rentals | 36 | 36 | 36 | 41 | 41 | 41 | 41 |
| Total Fixed Cost | 190.79 | 175.07 | 159.71 | 150.26 | 136.78 | 124.14 | 112.17 |
| Break Even Point(% of service capacity) | 46.08% | 41.87% | 38.3% | 36.11% | 32.94% | 29.96% | 27.13% |
| Cash Break Even Point (% of service capacity) | 27.73% | 25.96% | 24.32% | 23.81% | 22.13% | 20.44% | 18.74% |

| | FY2033 |
|---|--------|
| Service Capacity Utilization | 95% |
| Total Income (incl. increase in SIP & FG) | 914.34 |
| Variable Cost | |
| Material consumed | 348.41 |
| Input service | 0 |
| Power, Fuel & Other Utilities (Variable) | 18.06 |
| Salaries and wages (variable) | 96.8 |
| Other Direct Expenses | 25.65 |

| | |
|---|---------------|
| Other Variable Expenses | 12.83 |
| Selling, Packing & Distribution Expenses (Variable) | 17.36 |
| | |
| | FY2033 |
| Interest on Bank Borrowing | 3.39 |
| Total Variable Cost | 522.5 |
| Contribution | 391.83 |
| Fixed Cost | |
| Power, Fuel & Other Utilities (Fixed) | 2.11 |
| Salaries and wages (fixed) | 11.32 |
| Repairs & Maintenance | 10.14 |
| Selling, Packing & Distribution Expenses (Fixed) | 0.91 |
| Depreciation | 30.52 |
| Administrative & Misc. Expenses | 9.14 |
| Interest on Term Loans | 0 |
| Interest on Interest Bearing Unsecured Loans | 0 |
| Lease Rentals | 41 |
| Total Fixed Cost | 105.14 |
| Break Even Point(% of service capacity) | 25.49% |
| Cash Break Even Point (% of service capacity) | 18.09% |

Optimum year :

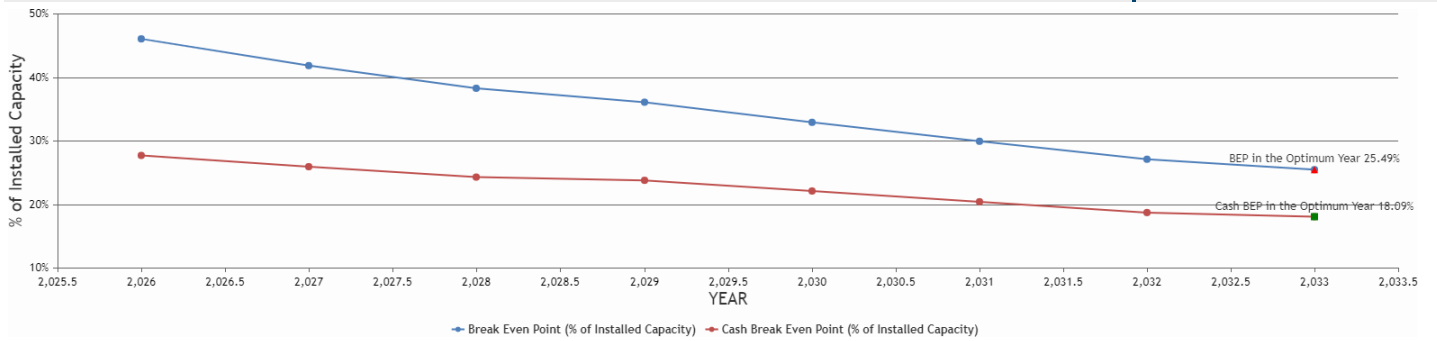
FY2033

BEP in the Optimum Year (%):

25.49%

Cash BEP in the Optimum Year (%) :

18.09%



Calculation of debt service coverage ratio

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | FY2026 | FY2027 | FY2028 | FY2029 | FY2030 | FY2031 | FY2032 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Net Profit After Tax | 40.34 | 67.68 | 92.53 | 113.28 | 136.8 | 159.64 | 181.93 |
| Non-cash Charges | 75.97 | 66.53 | 58.31 | 51.16 | 44.9 | 39.46 | 34.68 |
| Interest on Term Loan | 51.09 | 43.89 | 35.94 | 27.81 | 19.77 | 11.73 | 3.7 |
| Interest on Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Rentals | 36 | 36 | 36 | 41 | 41 | 41 | 41 |
| Total A | 203.39 | 214.1 | 222.78 | 233.25 | 242.47 | 251.83 | 261.3 |
| Interest on Term Loan | 51.09 | 43.89 | 35.94 | 27.81 | 19.77 | 11.73 | 3.7 |
| Interest on Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Repayment of Term Loan | 36.54 | 73.08 | 73.08 | 73.08 | 73.08 | 73.08 | 73.08 |
| Repayment of Interest Bearing Unsecured Loans | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Lease Rentals | 36 | 36 | 36 | 41 | 41 | 41 | 41 |
| Total B | 123.62 | 152.96 | 145.02 | 141.89 | 133.85 | 125.81 | 117.77 |
| DSCR | 1.65 | 1.4 | 1.54 | 1.64 | 1.81 | 2 | 2.22 |

| | FY2033 | Total |
|-----------------------|--------|-------|
| Net Profit After Tax | 200.68 | |
| Non-cash Charges | 30.52 | |
| Interest on Term Loan | 0 | |

Future financial indicators

Name of the Applicant : LUXURY SALON

* Figures in Lakh (In Rupees)

| | |
|---|--------|
| Promoter's Contribution As % Of Total Project Cost | 0.26% |
| Der For The Project | 2.81 |
| Der For The Company As A Whole | 2.81 |
| Dscr Minimum | 1.4 |
| Dscr Maximum | 6.64 |
| Dscr Average | 1.94 |
| Break Even Point(Bep) % Of Maximum Capacity | 25.49% |
| Roce (Return On Capital Employed In The Optimum Year) | 1.18% |
| Irr (Before Tax) | 38.48 |
| Irr (After Tax) | 31.69 |
| Cost Of Capital | 0.12 |
| Employment - Existing / Additional | 40 |
| Capital Cost Per Job | 15.92 |

Sensitivity Analysis

| | DSCR | IRR (post tax) | BEP | Cash BEP | ROCE |
|---------------|------|----------------|-------|----------|--------|
| Base Case | 1.94 | 31.69 | 25.49 | 18.09 | 1.18 |
| Sales | 1.91 | 31.81 | 25.49 | 18.09 | 118.04 |
| Raw Material | 1.91 | 31.81 | 25.49 | 18.09 | 118.04 |
| Capacity Util | 1.91 | 31.81 | 25.49 | 18.09 | 118.04 |

