



# HEALTH CUM BEAUTY PARLOUR TRAINING INSTITUTE

## Introduction

The beauty and healthcare sector is growing very fast and becoming the most important industry in India. It is becoming a leading employer that contributes a lot to economic growth and creates millions of jobs across the country. The reason for this rapid growth is the increasing consumerism, globalization and the lifestyles of Indian consumers. The beauty therapist should be aware of the basics of being aware of beauty therapy, health and hygiene, safety and various beauty devices. The beauty therapist is expected to assist the beauty therapist in providing basic removal, manicure, pedicure and basic face care services, mehndi application and advanced services. The person also assists in the maintenance of the salon environment and does other odd jobs in the salon.

Health is the maintenance or improvement of health through the prevention, diagnosis, treatment, recovery or cure of disease, illness, injury and other physical and mental disorders. Health care is provided by health professionals and related health departments. Medical, dental, pharmacy, midwifery, nursing, optometry, audiology, psychology, occupational therapy, physical therapy, athletic training and other healthcare industries are all part of health care. These include primary care, secondary care and tertiary care, as well as services provided in public health. Healthcare has become the largest sector in India in terms of revenue and employment. Healthcare includes hospitals, medical devices, medical tests, outsourcing, telemedicine, medical tourism, health insurance and medical equipment.

## Market Potential

The rapid growth in the field of beauty and healthcare and the entry of many small and large companies in this area has led to a great demand for trained staff. Although the beauty and health industry is new in India, awareness about health and wellness is on the rise. The beauty and grooming industry in the country is growing, thanks to the desire of both men and women to be stylish and beautiful. A health sector report released by KPMG in April this year predicts that India's beauty and healthcare market will grow from Rs 41,224 crore in 2012/13 to nearly Rs 80,370 crore in 2017/18. Quality beauty treatment

calls for specialized knowledge - thus training schools are also growing. Most salon chains have their own academies. For example, VLCC offers 75 different courses. The Government Beauty and Health Department Skills Council also runs various training programs. KPMG's health report estimates that labor demand in the beauty and salon segment will increase from 3.4 million in 2013 to 12.1 million in 2022. The salary of make-up and beauty professionals varies from Rs 15,000 to Rs 65,000 per month.

India is a land of opportunities for players in the field of medical devices. The country has become a hub for high quality diagnostic services with huge capital investment for advanced diagnostic facilities, thus catering to a large proportion of the population. Besides, Indian medical service consumers are more aware about their health care. The Indian healthcare sector is highly diversified and offers opportunities in every segment, including providers, payers and medical technology. With the increase of competition, businesses tend to explore the latest dynamics and trends that have a positive impact on their business. The hospital industry in India is worth Rs. 8.6 trillion (US \$ 132.84 billion) to Rs. 4 trillion (US \$ 61.79 billion) in fiscal year 16–17% of CAGR.

The Government of India plans to increase public health expenditure to 2.5% of the country's GDP by 2025. The health market has tripled to Rs. 8.6 trillion by 2022 (US \$ 133.44 billion). In the 2021 budget, India's public spending on health accounted for 1.2% of GDP

### **Courses offered can be-**

- Certificate in home based health care
- Home health aid
- Certification in yoga course
- Diploma in Cosmetology
- Diploma in beauty therapy
- Diploma in hair styling
- Certificate in beauty therapist

## Cost of Project

Particulars	Amt. (Rs. in lakhs)
Interior for Premises	5.00
Fixed Asset/Equipments	23.91
Misc Fixed Assets	0.50
D G Set 50 KV	4.40
Escalation & Contingencies	1.69
Preliminary & Preoperative Expenses	4.85
<b>Sub-total (A)</b>	<b>40.35</b>
Working Capital Margin @40% of Total WC Requirement	0.08
<b>Total Project Cost</b>	<b>40.43</b>
Total Working Capital Requirement <b>(B)</b>	0.20
<b>MEANS OF FINANCE</b>	
<b>Total Funds Required(A+B)</b>	<b>40.55</b>
Loan Component	-
TERM LOAN(60% of A)	24.21
WORKING CAPITAL(60% of B)	0.12
<b>Total</b>	<b>24.33</b>
Equity	<b>16.22</b>
<b>Total</b>	<b>40.55</b>

## Detailed Cost Element

Sl. no.	Particulars	Qty.	Rate	Amount
1	Furniture (tables, chairs, cabinet)	-	-	1,36,000
2	Air conditioners	7	50,000	3,50,000
3	Aqua guard	1	15000	15,000
4	Laptops	6	30000	1,80,000
5	Projector	6	75000	4,50,000
6	Lab Equipment for health care	-	-	3,00,000
7	Lab Equipment for beauty parlour	-	-	2,00,000
8	Interaction board	4	40000	1,60,000
9	CCTV	-	-	1,00,000
10	Electrical Appliances (Fan, Tubelight, Steam iron, Electric Kettle, fittings.)	-	-	5,00,000
	<b>TOTAL</b>			<b>23,91,000</b>

## Contingencies and Escalations

It has been assumed at approximately 5% at cost.

## Preliminary Expenses

Particulars	Amt. (Rs. In Lakhs)
Incorporation Expenses	0.15
Project Report Preparation and Consultation	0.35
Feasibility and Engineer's/Architect's Reports and Plans	0.125
Legal Charges - Drafting for agreements, contracts, stamp paper, notary and affidavit cost	0.05
Rent payments up to the start of commercial production	1.2
Other recurring expenses up to start of commercial production salary	2.3
Interest Cost for period before commercial operation	0.67
<b>Total</b>	<b>4.845</b>

## Salary

Designation	Manpower	Amount per month (Rs. In lakhs)
Faculty	4	14.40
Lab Programmer	2	6.00
Office Assistant	2	3.60
Pantry boy	1	1.20
Office staff	1	0.96

## Profitability Statement

Particulars	Amount (Rs. in Lakhs)						
	Year- 1	Year- 2	Year- 3	Year- 4	Year- 5	Year- 6	Year 7
<b>A. INCOME</b>							
Maximum Capacity-students p.a.	400	440	484	532	586	644	709
Annual Income	91.86	91.86	91.86	91.86	91.86	91.86	91.86
<b>Total Income/ annum</b>	<b>91.86</b>	<b>91.86</b>	<b>91.86</b>	<b>91.86</b>	<b>91.86</b>	<b>91.86</b>	<b>91.86</b>
<b>B. OPERATING EXPENSES</b>							
Salary	26.16	26.80	29.48	32.42	35.67	39.23	43.16
Repair & Maintenance	0.60	0.62	0.64	0.67	0.70	0.73	0.76
Internet Connectivity Charges	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Power & utilities	4.15	4.15	4.15	4.15	4.15	4.15	4.15
Rent	4.80	4.80	4.80	4.80	4.80	4.80	4.80
Depreciation and	4.26	9.75	9.75	9.75	9.75	8.25	8.25
<b>Total Operating Expenses</b>	<b>40.97</b>	<b>47.12</b>	<b>49.82</b>	<b>52.79</b>	<b>56.07</b>	<b>58.15</b>	<b>62.11</b>
<b>Operating Profit (A-B)</b>	<b>50.89</b>	<b>44.74</b>	<b>42.04</b>	<b>39.07</b>	<b>35.79</b>	<b>33.71</b>	<b>29.75</b>
<b>C. FINANCIAL EXPENSES</b>							
Interest on loan	0.01	2.57	2.11	1.64	1.14	0.72	0.25
<b>D. Other Expenses</b>							
Administrative and General Expenses	0.92	0.92	0.92	0.92	0.92	0.92	0.92
<b>Total Expenses</b>	<b>4.27</b>	<b>12.32</b>	<b>11.86</b>	<b>11.40</b>	<b>10.90</b>	<b>8.96</b>	<b>8.50</b>
<b>Profit Before Tax</b>	<b>46.62</b>	<b>32.42</b>	<b>30.18</b>	<b>27.67</b>	<b>24.90</b>	<b>24.74</b>	<b>21.26</b>
Provision for Tax	11.65	8.11	7.55	6.92	6.22	6.19	5.31
<b>Profit After Tax</b>	<b>34.96</b>	<b>24.32</b>	<b>22.64</b>	<b>20.75</b>	<b>18.67</b>	<b>18.56</b>	<b>15.94</b>
Dividend	-	-	-	-	-	-	-
<b>Retained Profit</b>	<b>34.96</b>	<b>24.32</b>	<b>22.64</b>	<b>20.75</b>	<b>18.67</b>	<b>18.56</b>	<b>15.94</b>

## Breakeven Point

Break Even Point (BEP)		Amount (Rs. in Lakhs)						
SL	Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year 6	Year 7
A.	Annual Turnover	92	92	92	92	92	92	92
B.	Variable Cost							
	Power and Utility	4.15	4.15	4.15	4.15	4.15	4.15	4.15
	Administrative and General Expenses	0.92	0.92	0.92	0.92	0.92	0.92	0.92
	Internet Connectivity Charges	1.00	1.00	1.00	1.00	1.00	1.00	1.00
	<b>Total Variable Cost</b>	<b>6.06</b>	<b>6.06</b>	<b>6.06</b>	<b>6.06</b>	<b>6.06</b>	<b>6.06</b>	<b>6.06</b>
C.	<b>Contribution (A-B)</b>	<b>85.80</b>	<b>85.80</b>	<b>85.80</b>	<b>85.80</b>	<b>85.80</b>	<b>85.80</b>	<b>85.80</b>
D.	Fixed Cost							
	Salary	26.16	26.80	29.48	32.42	35.67	39.23	43.16
	Interest	0.01	2.57	2.11	1.64	1.14	0.72	0.25
	Repair &	0.60	0.62	0.64	0.67	0.70	0.73	0.76
	Depreciation and Amortization	4.26	9.75	9.75	9.75	9.75	8.25	8.25
	Lease Rent	4.80	4.80	4.80	4.80	4.80	4.80	4.80
	<b>Total Fixed Cost</b>	<b>35</b>	<b>45</b>	<b>47</b>	<b>49</b>	<b>51</b>	<b>54</b>	<b>57</b>
E.	<b>Breakeven Point</b>	<b>42%</b>	<b>52%</b>	<b>55%</b>	<b>57%</b>	<b>60%</b>	<b>63%</b>	<b>67%</b>
G.	<b>Cash BEP</b>	<b>37%</b>	<b>41%</b>	<b>43%</b>	<b>46%</b>	<b>49%</b>	<b>53%</b>	<b>57%</b>

## Debt-Service Coverage Ratio

		Amount in Rs. Lakhs						
SL	Particulars	Year - 1	Year - 2	Year - 3	Year - 4	Year - 5	Year-6	Year-7
i	Profit	34.96	24.32	22.64	20.75	18.67	18.56	15.94
ii	Depreciation	4.26	9.75	9.75	9.75	9.75	8.25	8.25
iii	Interest	0.01	2.57	2.11	1.64	1.14	0.72	0.25
A	<b>Total ( i + ii + iii )</b>	<b>39.24</b>	<b>36.64</b>	<b>34.50</b>	<b>32.15</b>	<b>29.57</b>	<b>27.52</b>	<b>24.44</b>
i	Interest	0.01	2.57	2.11	1.64	1.14	0.72	0.25
ii	Principal repayment	0.01	0.02	0.02	0.02	0.02	0.02	-
B	<b>Total ( i + ii )</b>	<b>0.02</b>	<b>2.59</b>	<b>2.13</b>	<b>1.66</b>	<b>1.16</b>	<b>0.74</b>	<b>0.25</b>
	<b>DSCR ( A / B )</b>	<b>19.29</b>	<b>14.16</b>	<b>16.23</b>	<b>19.33</b>	<b>25.44</b>	<b>37.28</b>	<b>96.93</b>

## Interest on Term Loan and Principal Repayment

Refer Annexure I.

We have assumed the repayment tenure of term loan for a period of 7 years, Rate of interest being 8.5% p.a. with the moratorium period of 9 months.

## Address of Vendors

<b>Name of Vendor</b>	<b>Address and Contact Number</b>
Gadgets N Computers	13,Chowringhee Ln, Fire Brigade Head Quarter, New Market Area, Dharmatala, Taltala, Kolkata, West Bengal 700016 Ph- 098311 58941
Woodspeak Solution	104/N, Narayan Roy Road, ED 105, Rajdanga Main Road, kasba Kolkata 700107, Kolkata - 700008, Dist. Kolkata, West Bengal Ph. 08048791227
Zebra Home Décor	1/1B Ripon Street, Ripon Street, Kolkata - 700016, Dist. Kolkata, West Bengal Ph. 08048371509



## ANNEXURE- I

Year	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Annually
<b>O</b>													
<b>Principal</b>													
Opening	24.21	24.38	24.55										
Repaid													-
Closing	24.38	24.55	24.73										
<b>Interest</b>	0.17	0.17	0.17										<b>0.52</b>
<b>I</b>													
<b>Principal</b>													
Opening	0.12	0.12	0.12	0.12	0.12	0.12	0.13	0.12	0.12	0.12	0.12	0.12	
Repaid	-	-	-	-	-	-	0.00	0.00	0.00	0.00	0.00	0.00	0.01
Closing	0.12	0.12	0.12	0.12	0.12	0.13	0.12	0.12	0.12	0.12	0.12	0.12	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01
<b>II</b>													
<b>Principal</b>													
Opening	0.12	0.12	0.12	0.12	0.11	0.11	0.11	0.11	0.11	0.11	0.10	0.10	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Closing	0.12	0.12	0.12	0.11	0.11	0.11	0.11	0.11	0.11	0.10	0.10	0.10	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01
<b>III</b>													
<b>Principal</b>													
Opening	0.10	0.10	0.10	0.10	0.09	0.09	0.09	0.09	0.09	0.09	0.08	0.08	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Closing	0.10	0.10	0.10	0.09	0.09	0.09	0.09	0.09	0.09	0.08	0.08	0.08	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01
<b>IV</b>													
<b>Principal</b>													
Opening	0.08	0.08	0.08	0.08	0.07	0.07	0.07	0.07	0.07	0.07	0.06	0.06	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Closing	0.08	0.08	0.08	0.07	0.07	0.07	0.07	0.07	0.07	0.06	0.06	0.06	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01
<b>V</b>													
<b>Principal</b>													
Opening	0.06	0.06	0.06	0.06	0.05	0.05	0.05	0.05	0.05	0.05	0.04	0.04	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Closing	0.06	0.06	0.06	0.05	0.05	0.05	0.05	0.05	0.05	0.04	0.04	0.04	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>VI</b>													
<b>Principal</b>													
Opening	0.04	0.04	0.04	0.04	0.03	0.03	0.03	0.03	0.03	0.03	0.02	0.02	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.02
Closing	0.04	0.04	0.04	0.03	0.03	0.03	0.03	0.03	0.03	0.02	0.02	0.02	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>VII</b>													
<b>Principal</b>													
Opening	0.02	0.02	0.02	0.02	0.01	0.01	0.01	0.01	0.01	0.01	0.00	-	
Repaid	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-	
Closing	0.02	0.02	0.02	0.01	0.01	0.01	0.01	0.01	0.01	0.00	-	-	
<b>Interest</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-	0.00