

Category	Qty	Cost / per unit	Cost per year	Net Cost	Type of Cost
Short Range Drones	4	125000	1	500000	FC
Long Range Drones	1	400000	1	400000	FC
Qualified Drone Operators	4	50000	12	2400000	VC
Management Team	5	100000	12	6000000	VC
Software	1	2500000	1	2500000	FC
Software Development Team	2	70000	12	1680000	VC
Support Staff	4	20000	12	960000	VC
Rent	1	30000	12	360000	FC
Total Cost				14800000	
Fixed Cost				3760000	
Variable Cost				11040000	

Range	Avg Round Trip	No of Deliverys (1st Cycle)	Maximum Utilisation Per day In Hrs	Charging Time	2nd Cycle	Drone Utilisation per Day
150	5	30	7.5	2	7.5	15
150	5	30	7.5	2	7.5	15
150	5	30	7.5	2	7.5	15
150	5	30	7.5	2	7.5	15
650	5	80	20	4	0	20
		200	50			
Distance	5					
Time	15					
Velocity	0.33					

Category of Couriers	Courier Weight	Price	%share	Average Delivery Cost	Yearly Deliveries	Monthly deliveries	Daily Deliveries
A	<500	60	20%	12	8899	742	25
B	<1000	80	40%	32	17799	1483	49
C	<5000	100	35%	35	15574	1298	43
D	<10000	110	5%	5	2225	185	6
				85	44497	3708	124
Avg Delivery Cost Per order		85					
Maximum Delivery Possible in one day		320					

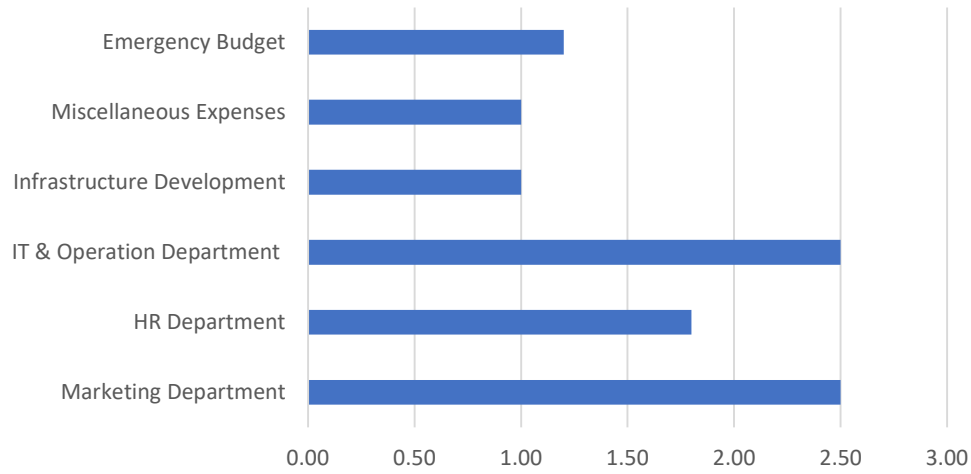
Budget Division In Cr

Budget Available

10

Sr. NO	Departments	Budget Allocation
1	Marketing Department	2.50
2	HR Department	1.80
3	IT & Operation Department	2.50
4	Infrastructure Development	1.00
5	Miscellaneous Expenses	1.00
6	Emergency Budget	1.20

Budget Allocation For FY 2021 - 22



Revenue Calculation

Average delivery price per order	85
Daily Deliveries for Break - Even	124
Monthly Deliveries for Break - Even	3708
Yearly Deliveries for Break - Even	44497

Cost Expense Structure

Fixed Cost	Short Range Drone	500000
	Long Range Drone	400000
	Software	2500000
	Rent	360000
	Net FC	3760000
Variable Cost	Budget Allocated	9
	Net VC	8.62

Cash Flow Statement	FY 2021 - 22	March	April	May	June	July
Delivery Per day	124	50	70		90	110 130
Delivery Price Per Order	85	85	85		85	85 85
Sales Revenue	4896000	127500	178500		229500	280500 331500
Cost Incurred						
Marketing Cost						
Digital Marketing (Geo Fencing)	6000000	500000	500000		500000	500000 500000
Poster & Ad Campaigns	2000000	500000	0		0	500000 0
MarkTech Cost	7200000	600000	600000		600000	600000 600000
Social Media Marketing	3600000	300000	300000		300000	300000 300000
Total Marketing Cost	18800000	1900000	1400000		1400000	1900000 1400000
Admin & Human Resource Cost						
Management Salary	6000000	500000	500000		500000	500000 500000
Drone Operator	2400000	200000	200000		200000	200000 200000
Support Staff	960000	80000	80000		80000	80000 80000
Software Development Team	1680000	140000	140000		140000	140000 140000
Rent/ Internet/ Phone/ Electricity	360000	30000	30000		30000	30000 30000
Traning & Expenses	4000000	1000000	0		0	1000000 0
Total Admin & HR Cost	15400000	1950000	950000		950000	1950000 950000

Infra & IT Cost						
Software	2500000	2500000	0	0	0	0
Salesforce 360 CRM Software	10000000	10000000	0	0	0	0
Website Development	36000	3000	3000	3000	3000	3000
Google Developer Subscription	2000	2000	0	0	0	0
API generation & Integeration	700000	700000	0	0	0	0
Maintenance Cost for Drones	300000	25000	25000	25000	25000	25000
Total Infra & IT Cost	13538000	13230000	3000	3000	3000	3000

Total Cost	47738000
Add: Miscellaneous Cost @10%	4773800
Net Cost	52511800

Net Income	-47615800
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Break Even Calculation						
Fixed Cost	3760000	3760000	3760000	3760000	3760000	3760000
Sales Generated	4896000	127500	178500	229500	280500	331500
Remaning Cost		-3632500	-3454000	-3224500	-2944000	-2612500
Break Even Month	November					

NPV ₹ -1,366,292.07
IRR 3.43%

August	September	October	November	December	January	February
150	170	190	210	230	250	270
85	85	85	85	85	85	85
382500	433500	484500	535500	586500	637500	688500

500000	500000	500000	500000	500000	500000	500000
0	500000	0	0	500000	0	0
600000	600000	600000	600000	600000	600000	600000
300000	300000	300000	300000	300000	300000	300000
1400000	1900000	1400000	1400000	1900000	1400000	1400000

500000	500000	500000	500000	500000	500000	500000
200000	200000	200000	200000	200000	200000	200000
80000	80000	80000	80000	80000	80000	80000
140000	140000	140000	140000	140000	140000	140000
30000	30000	30000	30000	30000	30000	30000
0	1000000	0	0	1000000	0	0
950000	1950000	950000	950000	1950000	950000	950000

0	0	0	0	0	0	0
0	0	0	0	0	0	0
3000	3000	3000	3000	3000	3000	3000
0	0	0	0	0	0	0
0	0	0	0	0	0	0
25000	25000	25000	25000	25000	25000	25000
3000	3000	3000	3000	3000	3000	3000

3760000	3760000	3760000	3760000	3760000	3760000	3760000
382500	433500	484500	535500	586500	637500	688500
-2230000	-1796500	-1312000	-776500	-190000	447500	1136000

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