Fruits Dehydration and Processing Business.

Opportunities in Setting up Fruit Processing Industry.

Start a Dehydrated Fruits Business
**Introduction**

Fruits are an important source of nutrition. Fresh fruits having short lifespan have added advantage to its substitute market of dried fruits. Additionally, increasing health awareness among consumers have a positive impact on the dried fruit market. Moreover, growing R&D to bring innovations regarding its applications in various product lines is adding fuel to market growth. They are highly used in the dairy as well as bakery industry owing to their flavor enhancing-ability. On the other hand, owing to their nutritional value, application of dried fruits in snacks and breakfast cereal is widely focused.
Dehydration of fruit is one of the oldest forms of food preservation techniques known to man and consists primarily of establishments engaged in sun drying or artificially dehydrating fruits and vegetables. Although food preservation is the primary reason for dehydration, dehydration of fruits also lowers the cost of packaging, storing, and transportation by reducing both the weight and volume of the final product.
Drying (dehydrating) food is one of the oldest and easiest methods of food preservation. Dehydration is the process of removing water or moisture from a food product. Removing moisture from foods makes them smaller and lighter. Dehydrated foods are ideal for backpacking, hiking, and camping because they weigh much less than their non-dried counterparts and do not require refrigeration. Drying food is also a way of preserving seasonal foods for later use.

Preserving fruit to extend its shelf-life, with ensuring its safety and quality, is a central preoccupation of the food industry. As a result, there has been a steady stream of new ‘minimal’ preservation techniques. At the same time, the development of the hurdle concept has led to renewed interest in the use of more traditional preservation methods and the ways they can be combined with newer technologies.
Uses of Dry Fruits:

1. It can be directly used as nutritional food.
2. It can be used for making different variety food products on fruit base industry as well as in the commercial complex.
3. It can be used for extraction of fruit base flavours as well as food colour ingredients.
4. It can be used for making different variety of sweet meat.
5. It can be used for making mixed flavour in the different variety of food ingredients.
6. Dried fruits are a great snack, being convenient and easy to pack no matter the season or activity. Dried fruits can also be added to granola or hot cereals, salads, pilafs, meat dishes and much more.

7. Dried fruits are excellent in cobblers, breads, pies, puddings, gelatin salads, milk shakes and cooked cereals.

8. It is used as basic food material whenever needed before the expiry date of packaging.

9. It may be used for the preparation of different flavours and pigments from the fruits.
Market Outlook

Global consumption of dehydrated fruits continues to grow on the back of changing lifestyle and consumer purchasing pattern. At the same time, increased efforts to develop solutions that allow extended food preservation without the use of unhealthy preservatives is also driving the popularity of dehydrated. By 2023, the global market size for dehydrated fruits is expected to surpass USD 38 Bn up from 22.34 Bn in 2016. This indicates towards a strong growth of the market during the review period (2017-2023). Dehydration of fruits enhances their shelf life, which also makes a positive impact on profit margins for retailers as the spoilage rate reduces. Healthiness is major factor that also comes into play – dehydration usually preserves most of the nutrition and other properties of fruits. Therefore, they are popular among health-conscious consumers.
Global dehydrated fruits market is anticipated to be driven by various factors. Increasing massive growth of sports drinks and supplements, the growth of dehydrated fruits is increasing at a high pace. Additionally, the sports nutrition is undergoing a transitions of new product development, which, in turn, accelerates the growth of the dehydrated fruits.

Increasing disposable income of the consumers coupled with the growing urban middle class population is anticipated to fuel the sales of ready to eat food products which is considered to be one of the major factors for the rising growth of dehydrated fruits in the developing economies.
Dehydrated fruits are majorly used in ready to eat foods, fruit bars, soup, energy drinks, beauty products, aromatherapy oils, bakeries, organic paints, etc. It can also be sold individually like raisins, dried figs (Anjeer), banana chips, dried mangoes, dried oranges, dates, coconut, sun-dried tomatoes, dried potato chips, amchur powder, chili powder, food flavoring etc. It is also used as flavoring by many kinds of manufacturers.

Dehydrated fruits are mostly used by space stations, hikers, campers, hotels, restaurants, organic food retail stores, herbal tea manufacturers. It is a life saver in areas that are affected by disasters like earthquakes, flood, etc. as most of dehydrated products do not require any cooking or refrigeration.
It can be done at household level as well as at a large scale. At a small level, ladies in house make pickles, amchur powder, chili flakes, snacks, spices, etc. by sun drying it and preserving it with the help of salt, oil and preservatives. It is a good business option for household ladies and people who have small amount of capital to work with. The demand for dehydrated fruits is developing gradually as consumers become more accepting of convenient food options.

Apart from the noticeable benefit of dehydrated fruits in terms of longer shelf life, the nutritional benefits offered by the products are increasing the consumer base for the market.
Moreover, the availability of seasonal fruits in dehydrated forms is further reinforcing the market’s growth. The rise in health awareness and development of a nutrition-conscious diet pattern is expected to broaden the scope of development of the market in the forecast period. The dehydrated fruits market is segmented on the basis of type and form globally. The type basis of segmentation is consists of fruits. The form basis of segmentation of the market comprises of granules, powder, and others. The powder segment is predicted to control a substantial market share in the dehydrated fruits & vegetable market globally through the forecast period.
Dried Fruit Market

Dried fruit market is categorized on the basis of type, drying method, application, end-use and geography. On the basis of type, the market is divided into dried dates, dried grapes, dried prunes, dried apricots, and others. Based on drying method, the market is divided into solar drying, vacuum drying, freeze-drying, microwave drying, and others. In terms of application, dried fruits market is classified into commercial and household. Based on end-use, dried fruits market is divided into household, foodservice, food processing, bakery products, cereal and snack bars, fruit snacks, dairy products, chocolate & confectionery, beverages, frozen desserts and ice cream, others (jams, ready meals, and infant nutrition).
Rising global urban population and per capita income are factors responsible for the boost in demand for industry products such as fruit snacks and cereals. Demand for dried fruits from food manufacturers, such as confectionery and bakery, as well as dairy companies is increasing all over the world, as these buyers purchase processed fruit products from industry operators for utilization of fruits in their manufacturing processes. Advancements of modern retail formats, such as convenience stores and increased penetration of online stores, particularly in the Asian countries is resulting in increasing product visibility and improved product information. This enables easier accessibility to food products, such as dried fruits, to consumers.
Rising consumer awareness over the health benefits offered is helping the industry to boost its demand for dried fruits. Growth in the market is benefited by the increased acceptance of diets rich in prunes, almonds, raisins, figs and apricots. Dried fruits are estimated to grow in popularity as a nutritionally rich alternative to fresh fruits, especially in countries with cold weather conditions.
Dehydrated Food

The global dehydrated food market is growing at a fast pace and is anticipated to observe significant growth over the next seven years till 2023. Expanding demand of food products with wide shelf life along with rising demand for seasonal products all over the world is expected to intensify the growth of dehydrated food market over the period 2016-2023. Apart from this, enhancing demand of food producers to preserve food products for longer duration is also fostering the growth of dehydrated food market worldwide and is likely to fuel the growth till 2023.
Dehydrated food market can be segmented on the basis of technology which includes spray dried, freeze dried, vacuum dried, sun dried, hot air dried and others. Traditionally among all these segments sun dried process of dehydration was the major segment in terms of usage by food manufacturers followed by hot air dried process. However due to the introduction of new technology spray dried is expected to account for largest share in terms of market revenue contribution, followed by freeze dried during the forecast period. Vacuum dried segment is expected to show a consistent growth as compared to others. Limited usage in food products is expected to be the restraining factor for the growth of vacuum dried technology in dehydrated food market in the near future.
Rising demand of food products with longer shelf life coupled with the increasing demand of seasonal products across the year is supporting the growth of dehydrated food market during the forecast period. Moreover, increasing demand of food manufacturers for preserving food product for longer period so that they could use it as an ingredient in their final product is also fuelling the demand of dehydrated food market during the forecast period.
The Leading Market Players in the Global Dehydrated Fruits Market

The leading market players in the global dehydrated fruits market primarily are DMH Ingredients (U.S.), FutureCeuticals, Inc. (U.S.), Kanegrade Limited (U.K), Saipro Biotech Private Limited (India), NutraDry (Australia), Paradise Fruits Solutions Gmbh & Co. (Germany), Activz LLC (U.S.), Baobab Foods, LLC (U.S.), Milne MicroDried (U.S), Herbafood Ingredients GmbH (Germany)
Machinery Photographs

Fruit Washing Machine

Inspection Conveyor
Fruit Peeler

Multifunctional Fruit Cutter
## Project at a Glance

### Project At A Glance

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## Project at a Glance

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## Project at a Glance

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*GPM = Gross Profit Margin, PBT = Profit Before Tax, PAT = Profit After Tax, Net Contribution, P/V Ratio = Price-to-Earnings Ratio*
## Project at a Glance

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<td>Total BEP (% of Installed Capacity)</td>
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### IRR, PAYBACK and FACR

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<td>Fixed Assets Coverage Ratio (No. of times)</td>
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Major Queries/Questions Answered in the Report?

1. What is Dehydrated Fruits industry?

2. How has the Dehydrated Fruits industry performed so far and how will it perform in the coming years?

3. What is the Project Feasibility of Dehydrated Fruits Plant?

4. What are the requirements of Working Capital for setting up Dehydrated Fruits plant?
5. What is the structure of the Dehydrated Fruits Business and who are the key/major players?

6. What is the total project cost for setting up Dehydrated Fruits Business?

7. What are the operating costs for setting up Dehydrated Fruits plant?

8. What are the machinery and equipment requirements for setting up Dehydrated Fruits plant?
9. Who are the Suppliers and Manufacturers of Plant & Machinery for setting up Dehydrated Fruits plant?

10. What are the requirements of raw material for setting up Dehydrated Fruits plant?

11. Who are the Suppliers and Manufacturers of Raw materials for setting up Dehydrated Fruits Business?

12. What is the Plant Layout for setting up Dehydrated Fruits Manufacturing Business?
13. What is the total size of land required for setting up Dehydrated Fruits plant?

14. What will be the income and expenditures for Dehydrated Fruits Business?

15. What are the Projected Balance Sheets of Dehydrated Fruits plant?

16. What are the requirement of utilities and overheads for setting up Dehydrated Fruits plant?

17. What is the Built up Area Requirement and cost for setting up Dehydrated Fruits Business?
18. What are the Personnel (Manpower) Requirements for setting up Dehydrated Fruits Business?

19. What are Statistics of Import & Export for Dehydrated Fruits?

20. What is the time required to break-even of Dehydrated Fruits Business?

21. What is the Break-Even Analysis of Dehydrated Fruits plant?

22. What are the Project financials of Dehydrated Fruits Business?
23. What are the Profitability Ratios of Dehydrated Fruits Project?

24. What is the Sensitivity Analysis-Price/Volume of Dehydrated Fruits plant?

25. What are the Projected Pay-Back Period and IRR of Dehydrated Fruits plant?

26. What is the Process Flow Sheet Diagram of Dehydrated Fruits project?
27. What are the Market Opportunities for setting up Dehydrated Fruits plant?

28. What is the Market Study and Assessment for setting up Dehydrated Fruits Business?
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   1.1. **DISTRICT PROFILE & GEOTECHNICAL SITE CHARACTERIZATION**
   1.1.1. General
   1.1.2. Map
   1.1.3. Physical Characteristics
   1.1.4. Climate & Rainfall
   1.1.5. Transportation and Communications
   1.1.6. Economy & Industries

2. **INTRODUCTION**

3. **USES OF DRY FRUITS**

4. **PROPERTIES OF DRY FRUITS**

5. **B.I.S. SPECIFICATIONS**
   5.1. IS 14135~CODE FOR HYGIENIC PRACTICES FOR PROCESSING AND HANDLING OF DEHYDRATED FRUITS AND VEGETABLES INCLUDING EDIBLE FUNGI
   5.2. IS 4625~DEHYDRATED CARROTS

6. **MARKET SURVEY**
   6.1. INDIAN FRUITS PROCESSING INDUSTRY
   6.2. GLOBAL MARKET
   6.3. PACKAGED DEHYDRATED FRUITS
   6.4. USERS

7. **EXPORT & IMPORT: ALL COUNTRIES**
8. **FINANCIALS & COMPARISON OF MAJOR INDIAN PLAYERS/COMPANIES**

8.1. ABOUT FINANCIAL STATEMENTS OF CMIE DATABASE

8.2. PROFITS & APPROPRIATIONS

8.3. TOTAL LIABILITIES

8.4. TOTAL ASSETS

8.5. NET CASH FLOW FROM OPERATING ACTIVITIES

8.6. SECTION – I

8.6.1. Name of Company with Contact Details

8.6.2. Name of Director(S)

8.6.3. Plant Capacity

8.6.4. Location of Plant

8.6.5. Name of Raw Material(S) Consumed with Quantity & Cost

8.7. SECTION – II

8.7.1. Assets

8.7.2. Cash Flow

8.7.3. Cost as % of Sales

8.7.4. Growth in Assets & Liabilities

8.7.5. Growth in Income & Expenditure

8.7.6. Income & Expenditure

8.7.7. Liabilities

8.7.8. Liquidity Ratios

8.7.9. Profitability Ratio

8.7.10. Profits

8.7.11. Return Ratios

8.7.12. Structure of Assets & Liabilities (%)
8.7.13.  Working Capital & Turnover Ratios

9. COMPANY PROFILE OF MAJOR PLAYERS

10. EXPORT & IMPORT: STATISTICS DATA OF INDIA
10.1. EXPORT: STATISTICS DATA FOR DEHYDRATED FRUITS
10.2. IMPORT: STATISTICS DATA FOR DEHYDRATED FRUITS

11. PRESENT MANUFACTURERS

12. TYPES OF DYING METHOD
12.1. NATURAL DRYERS
12.1.1. Solar Drying
12.2. MECHANIZED DRYERS
12.2.1. Tray Drying
12.2.2. Cabinet Drying
12.2.3. Tunnel Dryers
12.2.4. Drum Drying
12.2.5. Spray Drying
12.2.6. Fluidized Bed Dryers
12.2.7. Freeze Drying
12.2.8. Vacuum Drying
12.2.9. Osmodehydration
12.2.10. Refractance Window Drying

13. DRYING RATES
13.1. TYPICAL DRYING CURVE
13.2. DRYING PARAMETERS
13.3. DETERMINATION OF MOISTURE CONTENT
13.4. TEMPERATURES FOR DRYING

14. STEPS FOR DRYING FRUIT

15. FRUITS SUITABLE FOR DRYING

16. PRETREATING THE FRUIT
   16.1. DETERMINING DRYNESS OF FRUITS
   16.2. TESTING FOR DRYNESS
   16.3. POST-DRYING TREATMENT

17. MANUFACTURING PROCESS
   17.1. BASIC RAW MATERIAL REQUIRED:
   17.2. PROCESS:

18. PROCESS FLOW DIAGRAM

19. ENVIRONMENT POLLUTION & EFFLUENT TREATMENT

20. BUYER’S LIST
   20.1. CONTACT DETAILS OF BUYER’S
   20.2. NAME OF DIRECTOR(S)
   20.3. PLANT CAPACITY
   20.4. LOCATION OF PLANT
20.5. COMPANY WISE CONSUMPTION DETAIL OF THE RAW MATERIALS

21. SUPPLIERS OF PLANT & MACHINERY

22. SUPPLIERS OF RAW MATERIAL

23. PHOTOGRAPHS/IMAGES FOR REFERENCE
   23.1. MACHINERY PHOTOGRAPHS
   23.2. RAW MATERIAL PHOTOGRAPHS
   23.3. PRODUCT PHOTOGRAPHS

24. PLANT LAYOUT

25. QUOTATION OF PLANT, MACHINERY AND EQUIPMENTS FROM SUPPLIER
Project Financials

- Project at a Glance
- Assumptions for Profitability workings
- Plant Economics
- Production Schedule
- Land & Building

Annexure

1. Assumptions for Profitability workings
2. Plant Economics
3. Production Schedule
4. Land & Building

Factory Land & Building
Site Development Expenses
- Plant & Machinery
  - Indigenous Machineries
  - Other Machineries (Miscellaneous, Laboratory etc.)
- Other Fixed Assets
  - Furniture & Fixtures
  - Pre-operative and Preliminary Expenses
  - Technical Knowhow
  - Provision of Contingencies
- Working Capital Requirement Per Month
  - Raw Material
  - Packing Material
  - Lab & ETP Chemical Cost
  - Consumable Store
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Equity Capital
Preference Share Capital
• Annexure 1 :: Cost of Project and Means of Finance

• Annexure 2 :: Profitability and Net Cash Accruals

- Revenue/Income/Realisation
- Expenses/Cost of Products/Services/Items
- Gross Profit
- Financial Charges
- Total Cost of Sales
- Net Profit After Taxes
- Net Cash Accruals
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• Annexure 34 :: Tax on Profits
• Annexure 35 :: Projected Pay-Back Period and IRR
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• Good Present/Future Demand
• Export-Import Market Potential
• Raw Material & Manpower Availability
• Project Costs and Payback Period

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Thorough analysis of the project

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