

# Entrepreneur India

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Emerging Investment Opportunity in Burgeoning Indian Milk Processing & Dairy Products Sector (Why to Invest, Business Prospects, Core Project Financials, Potential Buyers, Market Size & Industry Analysis)



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While expanding a current business or while venturing into new business, entrepreneurs are often faced with the dilemma of zeroing in on a suitable product/line. And before diversifying/venturing into any product, they wish to study the following aspects of the identified product:

- Good Present/Future Demand
- Export-Import Market Potential
- Raw Material & Manpower Availability
- Project Costs and Payback Period

We at NPCCS, through our reliable expertise in the project consultancy and market research field, have identified dairy products project which satisfies all the above mentioned requirements and has high growth potential in the Indian markets.

Niir Project Consultancy Services through its recently released report titled 'Emerging Investment Opportunity in Burgeoning Indian Milk Processing & Dairy Products Sector (Why to Invest, Business Prospects, Core Project Financials, Potential Buyers, Market Size & Industry Analysis)' aims to help you make sound and informed business decision before deploying your valuable resources. The report encapsulates all the vital information which can help an entrepreneur precisely evaluate the market potential and business prospects of dairy products sector.

The report begins with the view of enhancing the basic industry knowledge of an entrepreneur by discussing the Indian dairy industry in brief. It disseminates information like its classification, structure and present scenario. Further, the next step report claims to be of paramount importance is the identification of potential consumers for the product to be launched. It identifies target consumer group for the dairy products industry supported by the forecasts of the same.

The sections that form the very core of the report and are important factors for choosing an industry are the market potential of the industry and project details of the related plant. The report analyzes the market potential of the dairy products industry in 'Reasons for Investing' and 'Outlook' segment, where it discusses exhaustively the factors that will drive the growth of the industry and the opportunities existing for it. The factors are methodically explained supported by graphical representation and forecasts of key data indicators. The market size of the Indian dairy industry is expounded in the outlook section which further can be an effective tool for assessing the market potential of the industry.

Turning towards the other important core, the report provides project details for a dairy products plant. It provides project financials of a model project with specified product list and plant capacity along with excise and customs duty rates for dairy products for year 2013-14. The information that can be found in this section is raw materials required for dairy products, manufacturing process of various dairy products, list of machinery and basic project financials. Project financials like plant capacity, costs involved in setting up of project, working capital requirements, projected revenue and profit are listed in the report. The above mentioned project details are for dairy products plant producing Cottage cheese, flavored milk, butter, ghee, milk powder and condensed milk. The report also provides key players in the segment with their contact details.

The Indian market has witnessed a spur in the demand of value added dairy products like cheese, yogurt, packaged milk and probiotic drinks which has invigorated the growth in overall dairy industry. Rising western influence on Indian food habits, rising concerns about quality of dairy products, health consciousness and spiraling disposable incomes of consumers have resulted in higher demand for value added dairy products in India and has made the sector an attractive opportunity for investment.

Reasons for buying the report:

- This report helps you to identify a profitable project for investing or diversifying into by throwing light to

- crucial areas like industry size, market potential of the product and reasons for investing in the product
- This report provides vital information on the product like its definition, characteristics and segmentation
  - This report helps you market and place the product correctly by identifying the target customer group of the product
  - This report helps you understand the viability of the project by disclosing details like raw materials required, manufacturing process, project costs and snapshot of other project financials
  - The report provides a glimpse of important taxes applicable on the product
  - The report provides forecasts of key parameters which helps to anticipate the industry performance and make sound business decisions

#### Our Approach:

- Our research reports broadly cover Indian markets, present analysis, outlook and forecast for a period of five years.
- The market forecasts are developed on the basis of secondary research and are cross-validated through interactions with the industry players
- We use reliable sources of information and databases. And information from such sources is processed by us and included in the report

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## 1 OVERVIEW

Milk processing and dairy products industry in India holds immense growth potential on the back of increasing disposable incomes and evolving consumer preferences. The industry has witnessed a colossal shift with the focus drifting from basic fluid milk and butter & ghee to more advanced value added products like cheese, ice cream and, the more modern, yogurt. And through this report we aim to help an entrepreneur identify dairy sector as a potential investment avenue. First, let's understand the basics of dairy sector in India.

### Indian Dairy Industry

Indian dairy industry holds an inimitable space in the country for its high employment potential and for ensuring the availability of nutritious yet affordable food for India's vast population. India is the largest producer as well as largest consumer of milk in the world. It contributes ~17% to the world milk production and consumes almost whole of its milk production by itself.

The tag of largest milk producer was not always in India's kitty. From being milk impoverished nation to the top producer has been an arduous and almost miraculous climb. Such unprecedented rise is docketed to Operation Flood and the historic dairy cooperative movement.

### Structure

In India, only 20% of the milk production takes place in the organized sector while the rest is contributed by the unorganized segment of the industry.

The chart below discusses the structure of Indian dairy industry.

### Figure 1 Indian Dairy Industry- Structure

#### Classification

Also, dairy products in India are classified as raw/fluid milk and milk processing products. Fluid milk captures a large part of the overall sector, while the demand for milk processing products has been on the rise since last few years.

### Figure 2 Indian Dairy Industry- Classification

NIIR Project Consultancy Services (NPCS) is a reliable name in the industrial world for offering integrated technical consultancy services. Its various services are: Pre-feasibility study, New Project Identification, Project Feasibility and Market Study, Identification of Profitable Industrial Project Opportunities, Preparation of Project Profiles and Pre-Investment and Pre-Feasibility Studies, Market Surveys and Studies, Preparation of Techno-Economic Feasibility Reports, Identification and Selection of Plant and Machinery, Manufacturing Process and or Equipment required, General Guidance, Technical and Commercial Counseling for setting up new industrial projects and industry. NPCS also publishes various technology books, directory, databases, detailed project reports, market survey reports on various industries and profit making business. Besides being used by manufacturers, industrialists and entrepreneurs, our publications are also used by Indian and overseas professionals including project engineers, information services bureau, consultants and consultancy firms as one of the input in their research.

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