

In the name of God

## **Pre-Feasibility Studies**

**Project Title:**

**Processing and Packaging of Vegetables, Fruits and Salads**

**Project Owner:**

**Del Ara-e Dez**

**Advisor of the project:**

**Dornica Sustainable Development Company**

**Project address: Dezful First Industrial Zone**

**Preparation Date: February, 2021**

**Pre-Feasibility Study Summary:**

<b>General Information</b>	
<b>Project Title</b>	Packaging of vegetables, salads and fruits
<b>Capacity</b>	Processing and packaging of dried vegetables 25 tons - Processing and packaging of dried fruits 15 tons - Production and packaging of summer vegetables 15 tons - Fresh chopped and packaged vegetables 200 tons - Salads based on vegetables and fruits 300 tons
<b>Employment</b>	30 individuals
<b>Business days</b>	300 days
<b>Product consumption</b>	meals
<b>Market</b>	
<b>Global Price of the Product</b>	1-20\$
<b>Domestic Demand</b>	
<b>Domestic Production</b>	
<b>Import</b>	311 Million \$
<b>Export</b>	2360 Million \$
<b>Technical Information</b>	
<b>Land Area</b>	4000 m <sup>2</sup>
<b>Buildings Area</b>	1800 m
<b>How to supply raw materials</b>	A variety of seasonal vegetables and fruits
<b>Core Raw Material</b>	internal
<b>Power Requirement</b>	25000
<b>Water Requirement</b>	5000
<b>Fuel required</b>	15000 L
<b>Financial Information</b>	
<b>Fixed Investment</b>	447550 Million Rials
<b>Working Capital</b>	22083 Million Rials
<b>Total Investment</b>	469633 Million Rials
<b>Annual Sales</b>	215.000 Million Rials
<b>Net Present Value</b>	12750 Million Rials
<b>Break-Even Point</b>	76%
<b>Internal Return Rate</b>	47%
<b>Payback Period</b>	2.3
<b>Ratio of investment resources</b>	
<b>Equity 32%</b>	150282
<b>Financing 68%</b>	319351

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## **Introduction**

Packaging has been considered as an efficient tool by marketing experts for many years. Different types of packaging, while giving the product better storage capacity, is also effective in gaining a higher market share for the product. Marketing theorists envision two important roles for packaging, the first of which is the maintenance and durability of packaging and the second of which is to inform and promote packaging. The change in the lifestyle of the people and the tendency to machine life on the one hand and the employment of women outside the home on the other hand have created new needs that have been satisfied by the family in the past. Ready-to-cook foods is one of these new needs. The tendency to use processed and packaged vegetables is also among these needs, which satisfies the need of fresh vegetables without the need to spend time washing, preparing and disinfecting the place of consumption.

All sections of society are consumers of this product. It is just a way of preparing and offering a product that is relatively traditional and handmade or industrial and is offered in different forms inside houses, restaurants, hotels, eateries, suppliers of fast foods and ready meals and others for different tastes. On the other hand, vegetables are considered as one of the most important consumption needs in the Iranians food baskets, which is a priority today due to the very high nutritional value of this category of food.

Due to the wide domestic market demand for vegetables and salads, especially how they are supplied in large shopping malls and supermarkets, the need for more attention to the packaging of these materials in order to increase ease of access and storage becomes clear. Because hygienic packaging of vegetables will reduce waste and pollution.

In the following, the various angles of this plan will be explained.



## 1-Product Introduction

Packaging has been considered by marketing experts for many years as an efficient tool. The different types of packaging provide a better preservability for the product and help the product gain a higher market share. Marketing theorists consider two important roles for packaging: protective and promotive. As the vocabulary indicates, the first role refers to the maintenance and durability and the second role refers to the informing and promoting aspect of packaging. The changes in people's lifestyles and a growing tendency toward mechanization on the one hand and women's employment outside the house, on the other hand, have created new needs that were previously provided by the family itself. The popularization of ready-to-cook foods is one of these new needs. The tendency to use processed and packaged vegetables is another one that makes it unnecessary to spend time washing, preparing and disinfecting fresh vegetables at home.

Due to the high domestic demand for vegetables and salads, especially how they are supplied in large shopping malls and supermarkets, it seems necessary to pay more attention to the packaging to increase ease of access and preservability of fresh vegetables and fruits because a hygienic packaging leads to less waste and pollution. The history of seasonal salad as an appetizer dates back to two thousand years ago. Lettuce salad (a.k.a seasonal salad) is a combination of fresh vegetables such as lettuce, tomatoes, cucumbers, carrots and cabbage that is available on the Iranian table. Also, consuming vegetable salads is very suitable for weight-loss diets because vegetables fill the stomach and make you feel full. Today, due to the importance of hygiene in preparing salads in restaurants, packaged salads are produced and used by restaurants, caterers, wedding receptions and people after obtaining the necessary permits and proper industrial and health supervision. In the hygienic production of packaged seasonal salads, the necessary tests in production units prevent the spread of diseases such as cholera and microbial, viral and parasitic diseases. Eating vegetables with your meal or in the form of a salad is one of the best eating habits of Iranians that has been a main part of the Iranian diet for centuries.

A vacuum device is used to package foods such as seasonal salads. This device is used for packing food with short shelf life. The packaging provided by the vacuum device is air-impermeable and as the name implies, the device removes the air inside the package. Instead, in the advanced modified atmosphere packaging (MAP), after the air inside the package (vacuum) is released, gas is inserted inside the package which is a mixture of nitrogen, carbon dioxide and oxygen with a specific proportion for that product. The seasonal salad is alive and very sensitive in terms of shelf life. Therefore, it should be packed using MAP. If the vacuum and atmospheric modification are ignored when packing the seasonal salad, the salad will spoil quickly. Lettuce turns brown, carrots and cucumbers also deform and react with the oxygen inside the package and methane gas will be produced.

### 1-1-Product Name and Code (ISIC 3)

The most common classification in economic activities is the ISIC classification. The ISIC code of vegetable, salad and fruit processing and packaging are presented in the table below. It should be noted that laptop bags and backpacks do not have their own ISIC code and are classified in the bags category.

ISIC Code	Product Name
15132143	Dried Fruit
15131120	Vegetable Packaging
15132143	Seasonal Salad
15131120	Fresh Fruit

Source: Industry, Mining and Trade Organization

### 1-2-Customs Tariff Number

According to the export and import customs regulations of the Islamic Republic of Iran, it was determined that the customs tariff for "laptop bag and ABS luggage" is as follows.

Item	Tariff Number
Dried Fruit	0813
Vegetables	7129000
Fresh Fruit	8134000

Source: Export and Import Regulations (2020)

### 1-3-Import and Export Conditions

According to the export and import regulations of the Customs of the Islamic Republic of Iran, the conditions and tariffs for the import or export of "luggage and bags" are as follows.

Item	Tariff Number
Vegetables	7129000

### 1-4-Assessment and Presentation of Standards (National or International)

#### National Standard:

Item	Standard Number
Dried Fruit	7215
Packaging-Vegetables-Features	5852

Source: Institute of Standards and Industrial Research of Iran (2020)

#### Standards and Licenses:

Operation license issued by Ministry of Industry, Mines and Trade

Production license issued by Food and Drug Administration

QAL ISOs in HACCP -9001-2200

### 1-5-Applications



Salad is a food mixture that is usually used as an appetizer or with food and sometimes as a main meal in the family food basket, depending on the ingredients. Due to the variety of ingredients used in making a salad, the main of which is vegetables and also due to the valuable nutritional properties of each ingredient, it meets the body's nutritional needs including vitamins, regulates the digestive system and prevents various diseases.

The fruits are meant to be freshly consumed. Fresh fruits have both highly demanding domestic and foreign markets. By sorting and grading, the shelf life of the product is increased and it can be used as a final product in case of shortage in the domestic market. It also can be used as an intermediate in the production of fruit juices and compotes.

### **1-6-Assessment of Alternative Products and their Effect on Product Applications**

Considering the great variety of raw materials and products in the field, it is possible to produce a variety of seasonal salads for different tastes. Thus, an alternative product is not conceivable.

The provision of industrial production facilities, the increasing growth of its consumption and the increase in production capacity and diversity in recent years show that this product has been upgraded from a traditional and manual level to an industrial level which has been desirable to consumers' taste.

### **1-7-Description of product applications in domestic and foreign markets**

No one has the patience to clean vegetables anymore and everyone is looking for ready-made packages. Packaging vegetables do not require a lot of investment, but it is very profitable. A product that has gone through all the stages of preparation, washing, disinfection, dehydration and packaging. The product can be supplied both chopped or unchopped. Vegetable packaging has different stages from the beginning to the end. This process can stop wherever the customer desires and the result is delivered to the customer. The services that can be provided in this home business are as follows:

**Buying all kinds of vegetables:** You can only buy vegetables and deliver them to customers without any other services. Some people do not have enough time to buy vegetables and many also have difficulty in recognizing and buying different types of vegetables, which is a very convenient and desirable service for people. Ordering vegetables can be on a case-by-case basis.

**Cleaning vegetables:** Cleaning vegetables is a time-consuming and tedious task done by a home-based business whose staff adheres to ethical and hygienic principles.

**Washing vegetables:** At this stage, cleaned vegetables are washed with water or a mixture of water and disinfectants to remove contaminants such as mud, insects and small animals and toxins used during cultivation. Many people do not use the services of this stage due to health and hygiene concerns. They buy the cleaned vegetables and wash them at home.

**Chopping vegetables:** The most important service of such businesses is the chopping stage. Chopping vegetables can be done both manually and by machine, but to achieve better quality and save time, it is recommended to use the machine chopping method (i.e. industrial vegetable chopper). Vegetable choppers are available in different sizes and the business owner must provide a device that suits his needs and workload.

**Cooking vegetables:** After chopping the vegetables, they can be delivered to customers or, upon their request, vegetables can be cooked. This part of vegetable services is very suitable and desirable for employed people who do not have the necessary time to do such things or people who can not devote much time to cooking. This creates some added value for this job. **Packaging vegetables:** After chopping or cooking vegetables, it is time to pack them for delivery to the customer. This packaging can be in various forms such as disposable containers, pressing and affixing the name and address label of the manufacturer. But what is important is that good packaging and observing health issues will have a significant impact on customer satisfaction and their understanding of the quality and health of the services. In addition, proper packaging will make vegetables more durable and increase their quality.

**Delivering vegetables:** Now, after all the work is done, the prepared and packaged vegetables must be delivered to the customer. The delivery service will save the customer time and will satisfy him which can encourage him to place the next orders. You can also use the services of motor courier and taxis or your vehicle which in both cases does not cost much. Considering the high satisfaction level it provides, it's highly recommended for the business owners to provide such services for their customers.

Increasing demand for each product always creates competition between manufacturers and diversity in product quality. Salads are no exception. The demand and desire of people for ready-to-eat and packaged salads, especially salads that are produced and supplied in reputable healthy factories, has created a unique variety in the preparation and packaging of Iranian and foreign salads. So we no longer need to go to a special restaurant to eat a special salad and its unique sauce. You can enjoy a variety of salads and ready-to-eat vegetables in the pleasant atmosphere of the house by buying from grocery stores, and you can have your professional salad bar wherever you want, without spending the much money and time. Many salad factories offer an online service by which you can order and deliver a variety of ready-made salads, including seasonal salad,

cabbage salad, Shirazi salad, Caesar salad, corn salad, Greek salad, spinach salad. The online service even can deliver the products to neighboring countries. But there are important points in choosing a particular brand that should be considered.

### **1-8-Assessing the current Market**

Salads and vegetables have a great variety according to the culture and taste of the people. Different types of salads are both traditionally and industrially produced and consumed. Considering the current product conditions, importing and exporting processed vegetables is not conceivable and thus, only the domestic production is examined in this project and foreign productions will not affect the project. On the other hand, it should be noted that Khuzestan province can be considered an attractive market in this field due to its vastness and high population structure and proximity of cities.

### **1-9-Major Domestic Customers**

Almost everybody consumes the product. It's only the way the product is prepared (industrially or manually) and offered (via homes, restaurants, hotels, fast foods, supermarkets, groceries, etc.) that varies depending on people's tastes. On the other hand, vegetables are considered as one of the most important consumer needs in Iranians' travels, which is of special importance today due to the very high nutritional value of this food.

### **1-10-Export Conditions**

Due to high domestic demand and the impossibility of export regarding the rapid corruption of the product, no export program is imagined for these products.

### **1-11-Import Conditions**

All the products are dedicated to the domestic market and there's no plan for import.

## **2-Supply and demand situation in Iran and foreign markets**

One of the most important issues for the establishment of an industrial unit is the study of supply and demand and the market and the functioning units in the country. These surveys provide an overview of supply and demand in the consumer market. As mentioned before, fruits are one of the basic and essential nutrition for families and their consumer market is not specific to specific regions. They are consumed in all parts of the country and all around the world. Fruits are one of those products that have a permanent market and will never be removed from people's food baskets. Therefore, with the increase in population growth, their consumption will continue to increase. Currently, some production units with a capacity of over 40,000 tons are

operating in this field in the country including Isfahan Flower Company and Allah Bahar Hamedan Food Company. Several production units are also under construction that upon completion, the capacity for producing processed vegetables and fruits will increase and export will become an option and priority. In fact, due to the high export value of these products, serious measures must be taken in this regard. There is a very high domestic demand for the c product and on the other hand, important markets such as Iraq and Kuwait can be covered.

### **3-Assessment and Determination of the Minimum Economic Capacity including Fixed Investment Value in Rials and Dollars (Using the Available Data of Ongoing Units, UNIDO, Internet and Global Databases, Technology, Equipment, etc. Provider Companies)**

The annual nominal capacity of the project is as follows, considering the domestic demands (especially Khuzestan province) and exporting.

**Processing and packaging 25 tons of dried vegetables**

**Processing and packaging 15 tons of dried fruits**

**Production and packaging of 15 tons of dried summer vegetables**

**200 tons of freshly chopped and packaged vegetables**

**300 tons of salads based on vegetables and fruits**

Over the first 5 years, the practical capacity will be the same as the nominal capacity, considering the need for liquidity to supply raw materials, manpower efficiency and unforeseen factors.

A 12-month period is estimated to purchase the required equipment and complete the production line. This volume of products is anticipated to be prepared in 250 days by an 8-hour day shift.

#### **Production and Sales Plan over the Next 5 Years**

Year 5	Year 4	Year 3	Year 2	Year 1	Year of Operation / Title
100	100	100	100	100	Capacity Percentage - tons
25	25	25	25	25	Processing and packaging of dried vegetables
15	15	15	15	15	Processing and packaging of dried fruits
15	15	15	15	15	Processing and packaging of dried summer vegetables
200	200	200	200	200	Freshly chopped and packaged vegetables
300	300	300	300	300	Different vegetable and fruit-based salads
					Revenue
6,000	6,000	6,000	6,000	6,000	Processing and packaging of dried vegetables

5,000	5,000	5,000	5,000	5,000	Processing and packaging of dried fruits
4,000	4,000	4,000	4,000	4,000	Processing and packaging of dried summer vegetables
50,000	50,000	50,000	50,000	50,000	Freshly chopped and packaged vegetables
150,000	150,000	150,000	150,000	150,000	Different vegetable and fruit-based salads
215,000	215,000	215,000	215,000	215,000	<b>Sales</b>
					Million Rials
					Million Euros (1€=280,000R)
					<b>Total Sales</b>

### Project Investment Details:

Total Cost		Required Cost					Cost (million Rials)	Item
Mill ion Eur os	Millo n Rials	Total (Million Rials)	Rial	Foreign Currencies				
			Million Rials	Equivalent to Rials (Million Rials)	Million Yuan	Million Dollars		
		37,500	-				37,500	Land
		1,500	-				1,500	Landscaping
		100,550	65,300				35,250	Construction
		13,000	5,000				8,000	Facilities
		262,000	250,000				12,000	Equipment and Machinery
		5,000	1,000				4,000	Laboratory Equipments
		20,000	20,000				-	Transportation
		7,000	2,000				5,000	Office Equipment
		1,000	1,000					Unforeseen Expenses
		447,550	344,300				103,250	Total Fix Assets
								Pre-Operation Costs
								Total Fixed Investment
		22,083	22,083					Working Capital

		469,633						<b>Total Investment</b>
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- 1 Euro = 280,000 Rials
- 1 Dollar = 255,000 Rials
- 1 Yuan = 60,000 Rials

#### Land Details:

Equivalent to Euros	Total Cost of Available and Required	Total Cost (Million Rials)		Area (m <sup>2</sup> )		Item
		Required	Available	Required	Available	
	37,500				4,000	Land

#### Landscaping Costs:

Equivalent to Euros	Total Cost (Million Rials)			Unit Price (Rials)	Area (m <sup>2</sup> )		Item
	Total	Required	Accomplished		Required	Accomplished	
							Earthwork and Leveling (m <sup>3</sup> )
							2.5 m high brick walling
							Road construction (m <sup>2</sup> )
							Green areas & lighting (m <sup>2</sup> )
	1,500						جمع كل

#### Building Details:

Equivalent to Euros	Total Cost (Million Rials)			Unit Price (Rials)	Area (m <sup>2</sup> )		Item
	Total	Required	Accomplished		Required	Accomplished	

	66,600	45,000	21,600	30,000,000	1,500	720	Production Hall: Industrial Shed
	19,000	10,000	9,000	25,000,000	400	360	Raw Material and Products Warehouse: Industrial Shed
	136,000	10,000	3,600	20,000,000	500	180	Offices
	750	-	750	15,000,000	-	50	Electrical Room
	600	300	300	15,000,000	20	20	Security Building
	100,550	65,300	35,250		2,420	19,150	Gross Floor Area and Total Costs

### Facilities Details:

Equivalent to Euros	Required Cost (Million Rials)			Technical Specifications	Item
	Total	Required	Accomplished		
				50 kW	Power Supply
				5,000	Water
					Gas Subscription Charge
					Heating and Cooling
					Fire Extinguishing
	13,000	5,000	8,000		Total

### Production Line Machinery:

Total (Million Rials)	Cost (Million Rials)		Equivalent in Million Rials	Equivalent in Dollars		Number		Machinery	Num.
	Required	Accomplished		Required	Accomplished	Required	Available		
						3		Drying Line	1
						2		Washing Line	2
						3		Packaging Line	3
						3		Slicers Line	4
						3		IQF	5
							3	New Drying Line	6

								3	Sprout Production Line		7
								1	Pickle Production Line		8
							1		Pasteurized Pickel Production Line		9
							2		Dried Fruit Production Line		10
	262,000				250,000	12,000	Total				

### Office and Service Equipment

Equivalent to Euros	Required Cost (Million Rials)			Number		Items
	Total	Required	Accomplished	Required	Accomplished	
				3	2	Office Furniture
				4	5	Chairs
				-	1	Faxes
				-	1	Telephone/Modems
				5	3	Computers
				3	3	Printers
				5	1	Other
	7,000	2,000	5,000		Total	

### Working Capital Costs:

	Total Cost		Item
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Equivalent to Euros	Total (Million Rials)	Rials	Foreign Currencies		Duration (months)	
		Million Rials	Equivalent to Million Rials	Million Yuan		
					2	Raw Material and Packaging
					1	Products in Process
					1	Liability
					1	Petty Cash
	22,083					Working Capital

#### Production Costs:

Equivalent to Euros	Cost (Million Rials)	Items
	132,500	Raw Material and Packaging
	275	Energy (Power, Water, Fuel, . . .)
	800	Repair and Maintenance
	1,000	Unforeseen
	500	Depreciation
	10,990	Personnel
	300	Financial Facilities
	500	Factory Insurance
	146,865	<b>Total</b>

**4-The volume of Annual Required Raw Materials and Where to Supply Them From (Domestic or Foreign), The Cost (in Rials and Euros) and Examining the Fundamental Changes in the Process of Supplying the Required Items in the Past and Future**

Equivalent to Euros	Total Price			Supply Location	Unit Price		Consumption Required per Total Capacity	Consumption Unit	Consumption per Unit of Product	Num.
	Total (Million Rials)	Foreign Currency (Yuan)	Domestic (Million Rials)		Foreign Currency (Yuan)	Domestic (Million Rials)				
				Iran		6,000	25	tons	Processing and packaging of dried vegetables	1
				Iran		5,000	15	tons	Processing and packaging of dried fruits	2
				Iran		4,000	15	tons	Processing and packaging of dried summer vegetables	3
				Iran		50,000	200	tons	Freshly chopped and packaged vegetables	4
				Iran		150,000	300	tons	Different vegetable and fruit-based salads	5
			215,000	Total						

## 5-Human Resources and Employment Status

11 individuals will be employed. Specialized human resources will be available due to high-quality universities and technical and vocational training centers in Khuzestan province.

## 6-Assessment and Determination of Power, Water and Fuel Supply and Telecommunication and Transportation Facilities (Roads, Railways, Airports, Ports, . . .) and How to Provide Those to a Zone Suitable for the Project

Khoramshahr industrial zone has all the necessary infrastructures such as power, water, gas and telecommunication facilities. The distance between Khoramshahr and Ahvaz (Khuzestan capital) is 110 km. Khoramshahr port is one the most important commercial ports in the country which can facilitate export. Also, the Shalamchah border market within the 18 km distance to the project location can make the export efforts to Iraq much easier. The distance to Abadan airport and railway is 15 and 5 km, respectively.

Annual Salary and Benefits - 14 months	Salary - Rials	Number	Item	Num.
700	500,000,000	1	Manager	1

560	400,000,000	1	<b>Quality Control Manager</b>	<b>2</b>
420	300,000,000	1	<b>Technical Expert</b>	<b>3</b>
8,050	25,000,000	23	<b>Skilled Worker</b>	<b>4</b>
700	25,000,000	2	<b>Administrative and Marketing Staff</b>	<b>5</b>
560	20,000,000	2	<b>Worker and Driver</b>	<b>6</b>
<b>10,990</b>		<b>30</b>	<b>Total</b>	

<b>Total Cost - Million Rials</b>	<b>Unit Price - Rials</b>	<b>Annual Consumption</b>	<b>Unit</b>	<b>Item</b>	<b>Num.</b>
28	1,100	25,000	kw/h	<b>Power</b>	<b>1</b>
5	1,000	5,000	m <sup>3</sup>	<b>Water</b>	<b>2</b>
32	4,000	8,000	liter	<b>Diesel Fuel</b>	<b>3</b>
210	30,000	7,000	liter	<b>Gasoline</b>	<b>4</b>
<b>275</b>	<b>جمع</b>				

## 7-Commercial and Economic Support for the Project

Several supporting projects are ongoing to promote the industry.

- In order to evaluate, discuss and resolve the obstacles and problems facing the production units, a “Production Facilitation Committee” was appointed in all the provinces whose members are governor-general (chairman), provincial unit head of Ministry of Industry and Mines (secretary), head of provincial management and planning organization, head of the provincial chamber of commerce, industries, mines and agriculture, head of the provincial chamber of industry, mining and commerce, etc. The most important responsibility of the committee is to
  - facilitate, complete and launch semi-finished production projects and develop them
  - support and help the export of provincial products
  - evaluate the cause of stagnation or suspension of production unit operations and try to solve the problem
- **Resistive Economy (Economic Prosperity) Committee:** Ministry of Industry, Mines and Commerce issued a resolution (12868) on May 15<sup>th</sup>, 2016 by which the completion of industrial projects with more than 60% physical progress and support of small and medium production units were funded.
- **Small Industries Investment Guarantee Fund:** Issuing credit guarantees facilitates the financing of small businesses and warrants the payback of principal plus interest

to the bank. The guarantee will be issued after a thorough inspection and validation and offering the proper collateral.

#### **7-1-Supporting Custom Tariff (of Products and Machinery) by International Tariffs**

The tariff for importing the machinery required for the project is 5 to 10 percent to facilitate the technology provision and support domestic production. The tariff for importing MDF sheets is 55% to prevent the importing and support domestic production.

#### **7-2-Financial Support (of Available Units and Projects) by Banks - Investment Companies**

The funding by banks can be accomplished by

- ١- **Foreign Exchange Reserve Fund:** The oil revenue surplus is allocated to manufacturers and exporters to finance some of their foreign currency needs in the shape of Islamic contracts and approved regulations and according to domestic import and export of commodity and services regulations.
- ٢- **Resistive Economy (Economic Prosperity) Committee:** Funding is considered to complete the industrial projects with more than 60% physical progress and support the small and medium production units.

#### **٣- Foreign Investment Encouragement and Protection Law**

Since 1955, the framework of foreign investment in Iran's law has been to attract and support foreign investment. In order to make reforms in the economic structure of the country, the Iranian parliament proposed new law on foreign investment called the Encouragement and Support of Foreign Investment Act which was finally approved in 2002. This new law has led to the development of the legal framework and the environment for foreign investors in Iran. Some of the progress made by the new law in the field of foreign investment are:

- The Government of the Islamic Republic of Iran welcomes the foreign investment of foreign entities, both natural and legal, in all areas of economic activity.
- Recognition of new investment methods in addition to foreign direct investment
- Facilitating the process of applying and approval of foreign investment
- Establishment of an organization called Foreign Investment Services Center within the Organization for Investment Economic and Technical Assistance of Iran in order to provide centralized and effective support to the activities of foreign investors in Iran

In case of attracting foreign investment, the government has considered incentives some of which are:

١. Tax exemption for products of foreign investment companies
٢. Providing insurance coverage to investors
٣. Granting customs exemptions on the import of inputs required by foreign investment companies
٤. Provide subsidies for local labor training

٥. Creating free-trade zones for investment
٦. Providing cheaper infrastructure and public services such as water and electricity
٧. Guaranteeing the return of profits and principal and preventing their confiscation and nationalization

## 8-Analysis, Conclusions and Suggestions:

### - Economic Expert Report

The study of the project plan indicates the profitability of the project. The project has very high efficiency and will have the possibility of increasing the price and even higher profitability. Therefore, according to the indicators obtained from the study, the implementation of this project can be very profitable and highly recommended.

### - Environmental Expert Report

Due to the packaging of salads and vegetables, the project will be unimpeded by working out a proper effluent system.

### - Management Expert Report

It can be concluded that the implementation of this project is highly recommended because it has a certain simplicity and it is obvious that the consumption pattern of people has changed towards the use of ready-to-eat meals. On the other hand, considering the growing number of restaurants, the demand for salads and vegetables will be very high.

## Financial Report Summary

<b>Explained in details</b>	<b>Product Final Cost</b>
<b>Explained in details</b>	<b>Product Sales Price</b>
<b>215,000</b>	<b>Total Sale (Million Rials)</b>
<b>76%</b>	<b>Sales Percentage at Break-Even Point</b>
<b>82,500</b>	<b>Profit (Million Rials)</b>
<b>47%</b>	<b>Internal Return Rate</b>
<b>1,275</b>	<b>Net Value Added (Million Rials)</b>
<b>2.3 years</b>	<b>Payback Period</b>