

FINANCIAL ANALYSIS OF GREEN DETERGENT AS A WATER-FRIENDLY SOLUTION IN INDONESIA

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Submitted: 10th October 2022 *Revised*: 18th October 2022 Accepted: 30th October 2022 Abstract: The most crucial global issue discussed at the Fourth Intergovernmental Review Meeting on the Implementation of the Global Program of Action for the Protection of the Marine Environment from Bali Land Based Activities (IGR-4) in 2018 is the danger of detergent. Up to 45% of Indonesia's rivers are in the category of being heavily polluted by detergent. Furthermore, Enzymatic Eco Detergent is a new, renewable, and innovative biodegradable product made from vegetable surfactants based on palm oil (MES). It is also enriched with organic enzymes produced by simple biotechnology from processing organic waste, such as fruits and vegetable peels, based on garbage enzyme/eco-enzyme. And it also has excellent potential to be developed on a micro business scale (Start-up). As a new product, conducting a business feasibility analysis is necessary to reduce the risk of failure or loss. Therefore, this study aims to analyze the feasibility of the Eco Detergent factory start-up business with a capacity of 12,000 liters per year based on a financial analysis involving the Payback Period, Net Present Value, Internal Rate of Return, and Return on Investment. The data obtained were analyzed using Microsoft Excel 2013 software. The result showed that the payback period (PP) is three years (2 years and 3 months) faster than the project age of 5 years, hence the Green detergent start-up project, "Enzymatic Eco Detergent," is feasible to be implemented. Meanwhile, the Net Present Value (NPV) criteria have a positive IDR of 1,117,448,350.97. The Internal Rate of Return (IRR) and the Return on Investment (ROI) obtained are 57.57% and 54%, respectively. Conclusively, the investment is considered profitable with a return rate of 10.37%, hence, it is feasible to be implemented.

Keywords: Eco Liquid Detergent; Eco Enzyme; Organic Enzyme; Business Feasibility Analysis, and Financial Analysis

INTRODUCTION

Detergent is cleaning а agent commonly used by industrial and household businesses¹⁾. IDN Times released a news report stating that each household's average daily use of detergents is 50 grams²⁾. Detergents containing the active ingredient of LAS (Linear Alkylbenzene Sulfonate), a surfactant derived from petroleum, are commonly used and widely available in the market. However, its low biodegradability is not proportional to the clean power and has not been optimized as an active ingredient. This synthetic ingredient also has a negative effect on human skin because it is toxic and causes skin irritation^{3,4,5)}.

Methyl Ester Sulfonate (MES) is a chemical compound surfactant used in the production of detergent made from natural ingredients. The emulsion is oil soluble hence it is an appropriate detergent base. Moreover, its vegetable content is a more environmentally friendly alternative related to the rest of the washing products⁶

The advantage of MES compared to LAS with the same concentration is its higher detergency power. In addition to the cleaning products that use enzymes, MES can maintain enzyme activities better than LAS^{7).} Therefore, it is suitable as an alternative material for environmentally friendly detergents^{8).}

Eco enzyme is a multipurpose liquid that is produced from the fermentation of organic waste^{9,10}. Eco enzyme was first developed by Dr. Rosukon Poompanvong, a founder of the Thai Organic Farming Association who has been researching since the 1980s^{9,10,11}. Eco enzyme is made through a fermentation process for 3 months with a ratio of organic matter, brown sugar, and water composition of 3: 1:10^{10,11)}. Eco Enzyme contains secondary metabolic compounds, such as alkaloids, flavonoids, saponins, tannins, steroids, and triterpenoids ¹²⁾. These compounds have physiological and antimicrobial functions with therapeutic potential but cause skin infections^{10,12)}. It also contains protease, lipase, and amylase enzymes ^{12,13,14)}. These three enzymes strengthen the detergent's function as a dirt remover, one of which is blood stains on fabrics. Protease, amylase, and lipase enzymes react to dissolve protein, starch, and oil stains, respectively^{15,16}.

One of the most crucial issues discussed at The Fourth Intergovernmental Review Meeting on the Implementation of the Global Program of Action for the Protection of the Marine Environment from Bali Land Based Activities (IGR-4) in 2018 is the danger of detergent. Detergents cause river pollution that occurs in almost all parts of Indonesia. The main solution is an innovation called soft detergent¹⁷⁾. Therefore, the National Standardization Agency in 2021 stipulates SNI 4075-1:2017/Amd.1:2020 concerning liquid detergents for clothing where the change aims to adjust standards and technological developments. It specifically focuses on the test methods and quality requirements, adjustment of standards to new regulations that apply, protecting consumer health, ensure environmental sustainability¹⁸⁾.

Enzymatic Eco Detergent, an innovative product not previously available in Indonesia, was developed in response to the above problems. It is an innovative detergent made from plant-based surfactants (MES) enriched with Organic Enzymes from processing fruit and vegetable peel waste using eco enzyme based biotechnology methods. Furthermore, the SNI Test from the Banjarbaru BSPJI in 2022 showed that the product met the quality requirements based on SNI 4075-1:2017/Amd.1:2020 concerning liquid detergent for clothing¹⁹⁾. Utilizing waste into valuable products will reduce negative environmental impact^{20,21,22,23,24,25)} and the consumers demand for environmental friendly products has also gone up ^{26,27)}. Therefore, it has a great opportunity to be developed on an industrial scale.

In order to avoid poor decision-making and reduce the risk of failure, a new business needs a good feasibility analysis. Furthermore, one of the key factors to consider before starting a business is finance, also known as capital. The process of capital planning must be implemented from the outset of a business plan. The minimum considerations include the estimated value of the project, cash flow projections and profitability, other business investments, and financial viability^{28,29,30)}.

This study uses the financial accounting method for the feasibility analysis of the new industry with this bioenzymatic detergent product²⁸⁾.

MATERIALS AND METHODS

The Financial Accounting method was used to analyze the feasibility of a Green Detergent Start-up, "Enzymatic Eco Detergent". This method involves several eligibility criteria^{28,29,30)}, including:

1. Payback Period (PP)

PP measures the return rate of an investment. Therefore, months and years, rather than percentages, serve as the measurement unit. This model measures the return rate of investment and thus relies on cash inflows as its foundation.

The payback period formula with a different cash flow per year ^{28,29,30)}.

Payback Period = $n + \frac{a-b}{c-d}x^{1}$ year (1)

The payback period formula with the same cash flows per year^{28,29,30)}

 $Payback \ Period = \frac{Initial \ Investment}{Cash \ Inflows}$ (2)

The formula in excel =

| MATCH(lookup_value; lookup_array; [match_type]) |___ (3)

Criteria:

- The project is feasible when the payback period/time is faster.
- It is not feasible when the payback period/time is longer.
- In a case where more than one investment project is proposed, the faster payback period is chosen ^{28,29,30,31).}

2. Net Present Value (NPV)

NPV is calculated by comparing the investment PV with the cash outflows over time. Determining the interest rate for the present value calculation is essential. The interest rate used in this study is 10,37 % and was taken from the Credit for Small and Micro Enterprises³²⁾ Furthermore, the social opportunity cost of capital is used as a factoring discount to arrive at the NPV,

which is the net benefit.

Data on the estimated investment, operating, and maintenance costs, as well as the estimated benefits of the planned project, are also needed^{28,29,30,31)}.

 $NPV = \sum_{t=1}^{t} \frac{Cash Flow_t}{(1+i)^t} -$ initial Cash Investment (4)

Formulas in Excel = NPV(rate; value1; [value2]; ...) _ (5)

The criteria for accepting or rejecting an investment plan using the NPV method are as follows:

- NPV > 0 (Positive): the investment made provides benefits for the company, hence, the project can be continued.
- NPV < 0 (negative): the investment made will result in losses for the company, hence, the project cannot be continued.
- NPV = 0: the investment made does not result in the company making a profit or loss. The company's finances are not affected when the project is implemented. Decisions must be made using other criteria, such as the impact of investment on the company's positioning³³⁾

a. IRR (Internal Rate of Return)

IRR is an indicator of the efficiency level of investment. A project can be carried out when the return rate exceeds other investments, such as interest on bank deposits, mutual funds, and others.

Projects with high IRR values are prioritized. However, it is insufficient to evaluate a project solely on the basis of IRR. Generally, the return rate must exceed the opportunity cost of using the funds. Therefore, a project will be implemented by considering the IRR and discount rate (i). The discount rate, also known as the external rate of return, is the cost of borrowing capital that must be considered with the return on investment rate ^{28,29,30,31).}

 $\frac{IRR = i (positive) +}{\frac{NPV (positive)X (i positive-i negative)}{NPV (positive) - NPV (negative)}}$ (6)

Formulas in Excel = [RR(values; [guess])] (7)

The project is accepted when IRR > i (loan interest) and rejected when IRR < i (loan interest)

b. Return On Investment (ROI)

Return On Investment (ROI) measures the company's overall ability to generate profits with the total assets available. This measurement is affected by several factors as follows:

- Turnover operating assets: This is the rate of turnover used for operations, which is the speed at which operating assets rotate in a certain period.
- Profit Margin: It is also known as operating profit expressed in percentage and total net sales. It measures the profit level that can be achieved by the company associated with sales.

The size of ROI is influenced either by profit margin, asset turnover, or both. Therefore, they can be used by company leaders to increase ROI. Increasing profit margins requires more effective production, sales, and administration efficiency. Meanwhile, increasing turnover is the policy of investing funds in current and fixed assets^{28,29,30,31)}. The ROI value is calculated as follows:

$$ROI = \frac{\text{Net Profit}}{\text{Cost Of Capital}} \times 100\%$$
(8)

The formula in Excel= NPV/Acc Cost Of Investment at 5th year.

RESULTS AND DISCUSSION

a. Data Collection on Needs Equipment, Machinery, and Production Costs

1. Procurement Cost

Procurement Cost is the sum of all equipment purchased to support business activities, and it is incurred in the first year^{28,34)}. The types of equipment and machines used are shown in Table 1.

No	Types of Cost	Total
		(IDR)
1	Stainless steel	250,000,000
	Heating Machine	
	for liquid detergent	
2	Liquid detergent	150,000,000
	mixer and cooler	
3	Continuous Sealer	50,000,000
4	Electric Scale	10,000,000
	Total Procurement	460,000,000
	Cost	

Table 1. Procurement Cost

2. Start-Up Cost

The start-Up cost is incurred to support operational needs. This cost is usually incurred in the first years because production activities, business licenses, permits from the National Agency of Drug and Food Control, and distribution permits are very important^{28,34)}. Table 2. Start-Up Cost

No	Types of Cost	Total
		(IDR)
1	Business License	5,000,000
	Management	
2	Management of	15,000,000
	National Agency of	
	Drug and Food	
	Control/ Indonesian	
	National Standard	
	Permits	
3	Marketing Permit	20,000,000
	Management	
	Total Start-Up Cost	40,000,000

3. On-Going Cost

On-Going cost is incurred when production has been carried out. It consists of the maintenance and replacement of components or spare parts ^{28,34)}

No	Type of Cost	1 st year	2 nd year
	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(IDR)	(IDR)
1	Maintenance	0	2,000,000
	cost		
2	Spare Part	0	3,000,000
	cost		
	Total on	0	5,000,000
	Going Cost		

4. Production Cost

The monthly micro-scale production capacity is planned to be 1000 liters. To make 1000 liters of Eco Enzymatic Detergent, approximately 100 kg of Vegetable Surfactant and 200 Liters of organic enzymes are needed. It is necessary to include other components, such as labor, electricity, additional materials, packaging, and administration, in order to calculate production costs ^{28,34}).

	lable 4. P	roduct	ion Cost De	tails
Ν	Product	Nee	Cost	Total
ο	ion	ds	(IDR)	(IDR)
	Compo			
	nents			
1	Vegetab	100	100.000/k	10,000
	le	kg	g	,000,
	Surfacta			
	nt			
	(MES)			
2	Organic	200	20.000/ltr	
	Enzyme	liter		4,000,
	S			000
3	Labor	3	1.500.000	
		peo	/person/	4,000,
		ple	month	000
4	Local	-	1.000.000	
	Water		/month	1,000,
	Compa			000
	ny			
5	Electrici	-	1.000.000	
	ty		/ month	1,000,
	A 1 11.1		100.000 //	000
6	Additio	5 kg	100.000/k	500.00
	nal		g	500.00
	Compo			0
7	nents Liquid	1.00	10.000/pc	10.000
1	Deterge	1.00 0	s	10,000 ,000
	nt	pcs	5	,000
	Packagi	PC3		
	ng			
8	Box	100	10.000/pc	
	packing	pcs	s	1,000,
	······································	1	-	000
	Total Pro	ductio	n Cost	32.000
				.000

5. Product Selling Price

Based on the planned production capacity of 1000 liters per month, Eco

detergent Enzymatic will be packaged per 1000 ml, hence the number of products to be marketed is 1,000 pcs/month. The desired level of profit is required to determine the selling price^{28,34)}. In this study, the desired profit level is 40%. The selling price per pcs can be determined as follows.

 $MSRP = \frac{Monthly Production Cost}{Total Products production} x (1 + Profit level (\%)) (9)$ $MSRP = \frac{32.000.000}{1000} x (1 + 40\%)$ $MSRP = \frac{32.000.000}{1000} x (1,4\%)$ MSRP = IDR 44.800

Based on the product selling price calculation, the product will be sold at a price of IDR 44,800 per pcs with a net of 1000 ml.

b. Investment Feasibility Analysis

A feasibility analysis is carried out using the Payback Period, Net Present Value, and ROI methods. A summary of the calculation of costs is shown in the table below:

Table 5: Data Collection and Processing
Results

	Results	
1	Cost Of Investment	10,37%
	(Credit for Small and	
	Micro Enterprises)	
2	Revenue (1year =	IDR
	44.800x1000X 12)	537.600.000
3	Growth	25%
4	Inflasi	4%
5	Initial Investment	IDR.
		505.000.000
6	Usia Proyek	5 Years

Tabel 6: Productio	n Component	ts in 1 Year
Production	1 Month	1 Year
Components	(IDR)	(IDR)
Methyl Ester	10,000,000	120,000,
Sulfonat (MES)		000
Organic Enzymes	4,000,000	
		48,000,0
		00
Labor	4,500,000	
		54,000,0
		00
Regional Water	1,000,000	
Supply Company		12,000,0
		00
Electricity	1,000,000	
		12,000,0
		00
Additional	500,000	
Ingredients		6,000,00
		0
Liquid Detergent	10,000,000	120,000,
Packaging		000
Box packing/ 10	1,000,000	
pcs		12,000,0
		00
OPEX	32,000,000	384,000,
		000

Table 7: EBITDA To Determine Net Cash Flow

	Tahun 0	Tahun 1		Tahun 2		Tahun 3		Tahun 4		Tahun 5
Revenue		Rp 537.600.000	Rp	672.000.000	Rp	840.000.000	Rp	1.050.000.000	Rp	1.312.500.00
OPEX		Rp 384.000.000	Rp	399.360.000	Rp	415.334.400	Rp	431.947.776	Rp	449.225.68
EBITDA		Rp 153.600.000	Rp	272.640.000	Rp	424.665.600	Rp	618.052.224	Rp	863.274.31
EBITDA margin		29%		41%		51%		59%		66

Tabel 8: Net Cash Flow

	Tahun 0	Tahun 1		Tahun 2		Tahun 3		Tahun 4		Tahun 5
Initial investment	-Rp 505.000.000									
EBITDA		Rp 153.600.000	Rp	272.640.000	Rp	424.665.600	Rp	618.052.224	Rp	863.274.31
Net Cash Flow	-Rp 505.000.000	Rp 153.600.000	Rp	272.640.000	Rp	424.665.600	Rp	618.052.224	Rp	863.274.31
Accumulated Cash F	-Rp 505.000.000	-Rp 351.400.000	-Rp	78.760.000	Rp	345.905.600	Rp	963.957.824	Rp	1.827.232.13

Table 9: PV Cost of Investment

Cost Of Investment						
Usia Proyek	Tahun 0	Tahun 1	Tahun 2	Tahun 3	Tahun 4	Tahun 5
Initial Investnent	Rp 505.000.000					
OPEX		Rp 384.000.000	Rp 399.360.000	Rp 415.334.400	Rp 431.947.776	Rp 449.225.687
Cost Of Investment	Rp 505.000.000	Rp 384.000.001	Rp 399.360.002	Rp 415.334.403	Rp 431.947.780	Rp 449.225.692
PV Cost Of Investment	Rp 505.000.000	Rp 347.920.632	Rp 327.840.407	Rp 308.919.112	Rp 291.089.859	Rp 274.289.621
Acc Cost Of Investment	Rp 505.000.000	Rp 852.920.632	Rp 1.180.761.039	Rp 1.489.680.151	Rp 1.780.770.011	Rp 2.055.059.631

c. Investment Feasibility Criteria Green Detergent, "Enzymatic Eco Detergent"

The investment feasibility analysis is carried out in the production of Green detergent, based on the data processing. This is shown in Table 10:

Table 10: Investment Feasibility according
to the Criteria

Invest ment Criteria	Feasibi lity Indicat or	Result	Feasibi lity Result
IRR	> 10.37 %	57.57%	Feas ible
NPV	> 0 (Positif)	IDR 1,117,448,3 50.97	Feas ible
Paybac k Period	< 5 Years	3 Years	Feas ible
ROI	> 10.37 %	54%	Feas ible

CONCLUSIONS

Based on the financial analysis of four investment assessments for start-up green detergents, the project's implementation is feasible. Furthermore, all investment feasibility criteria meet the eligibility requirements where the IRR value is 57.57%. The average loan interest rate of a micro business is 10.37%. The NPV shows a positive IDR of 1,117,448,350.97, and the investment payback period is less than the project's age, which is three years. It is also faster, and the Return on Investment value is 54%. The investment is profitable with a return rate of 10.37%, hence, its implementation is feasible.

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