

Upscale Design, Process Development and Economic Analysis of Industrial Plants for Nanomagnetic Particle Production for Environmental and Biomedical Use

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Supplementary material

It is important to notice that it is impossible to know precisely the amount of some of the expenses related to any plant, unless they are already built. Therefore, in the design and planning stage estimations are always the best solutions. There are several scientifically accepted methods in literature which describe the best ways to achieve this estimation, and we have followed then (e.g. [S1] and [S2]). However, it is important to notice that some methods diverge on the approach, and thus we must adopt the method which best suits the case under evaluation: a plant for biotechnology applications (BA) imposes different requisites than a plant for environmental applications (EA). Hence, we have applied for each expense or profit the best estimation considering the type of plant, which sometimes leads to different estimation methods being applied for the same expense or profit section on each of the plants under study.

A-Calculations Regarding the Size of the Plant

(a) Income

- Environmental Applications Plant (EA)

The total income, due to selling the magnetic particles will be:

$$V = q * P$$
$$V(\text{€/year}) = 80400 \frac{\text{kg}}{\text{year}} * 380 \frac{\text{€}}{\text{kg}} = 30\,552\,000 \text{ €/year}$$

where V is the total income, q the maximum capacity of the plant and P the price of the particles

- Biotechnological Applications Plant (BA)

The total income, in this case, is:

$$V(\text{€/year}) = 6300 \frac{\text{kg}}{\text{year}} * 11904.76 \frac{\text{€}}{\text{kg}} = 75\,000\,000 \text{ €/year}$$

(b) Costs

To determine the first estimate of the costs, we will use the following formula [S1]:

$$C = M_1 + M_5 + 1.5M_2 + 0.3I$$

where C is the total cost, M₁ the raw material costs, M₅ the general services costs, M₂ the man labor costs and I the immobilized costs.

(b1) Raw Materials

- 39 • EA
 40 In the defined process the raw materials will be $\text{FeSO}_4 \cdot 7\text{H}_2\text{O}$, NH_4OH and H_2O .
 41 For water we will use 31,909.68 m^3/year which supposes a cost 97.74 €/m³ (includes price of
 42 purification stage), thus the total cost will be 3,118,716 €/year.
 43 In the case of $\text{FeSO}_4 \cdot 7\text{H}_2\text{O}$, this will be supplied at the price of 4,823.41 €/tonne, and as 289,62
 44 tonnes/year are required, the total cost will be 1,396,950 €/year.
 45 The requirements on NH_4OH are 24,030.79 tonnes/year at the price of 199.20 €/tonne, therefore
 46 the associated cost will be 4,787,016 €/year.
 47 The total raw materials cost (M_1) will be 9,302,682 €/year.
- 48 • BA
 49 In this case the raw materials will be $\text{FeCl}_2 \cdot 4\text{H}_2\text{O}$, CH_3COONa , starch and H_2O .
 50 For water we will use 728,623 liters/year, assuming a cost of about 12.10 €/L (includes price of
 51 purification stage—much more demanding than in EA), thus the total cost will be 8,816,338.30 €/year.
 52 In this case, the $\text{FeCl}_2 \cdot 4\text{H}_2\text{O}$ will be supplied at the price of 181 €/kg, and as 16,292 kg/year are
 53 needed, this represents a total cost of 2,948,852 €/year.
 54 44,642 kg/year of CH_3COONa are needed, which represent a cost of 2,392,811.20 €/year (53.60
 55 kg/year is the price of acquisition of this raw material).
 56 In what starch is concerned, 18,247.04 kg/year are required, and if we multiply by its price (179
 57 €/kg) we get its cost (3,266,220.16 €/year).
 58 On the other end, we also produce as sub-product acetic acid. The selling price of this reagent is
 59 47 €/kg. As we will produce 32,665.47 kg/year of this subproduct, the total profit on selling acetic acid
 60 will be 1,535,277.09 €/year. For practical reasons, we will consider this income in this section, which
 61 implies that we decrease this amount in the total raw materials cost.
 62 The total raw materials cost (M_1) will be 15,888,944.60 €/year.

63 (b2) General Services

64 In general services we consider costs such as electricity, steam, compressed air, etc. This cost
 65 usually is calculated as 10–20% of the total costs. We have assumed 20% ($M_s = 0.2$ C) for both plants.

66 (b3) Direct Manpower (M_z)

67 The required manpower will be at this stage evaluated by the Andres method [S1]:

$$68 \quad \frac{Hh}{Tm * op} = 61.33 * q^{-0.82}$$

69 where Hh is the manpower per hour required, Tm is total production (tonne/year), op the number of
 70 process sections of the plant, and q the maximum capacity of the plant (tonne/day).

- 71 • EA
 72 The plant will work continuously during the year, 24 hr per day and 7 days per week, 11 months
 73 per year. It will have 3 shifts of work, 5 days per week, the total number of process sectors 4.
 74 Therefore, the total number of manpower-hour per year is 64,962 Hh/year, which corresponds
 75 to a total cost of $M_2 = 1,544,788$ €/year and a total number of direct manpower of 24 workers.
- 76 • BA
 77 The plant will work semi-continuously during the year, 24 hr per day and 5 days per week, 48
 78 weeks per year. The total number of process sectors is 4.
 79 The total number of manpower-hour per year is 1,591 Hh/year, which corresponds to a total cost
 80 of $M_2 = 909,748$ €/year and a total number of direct manpower of 21 workers.

81 (b4) Immobilized Capital

82 The immobilized capital is composed by three different types of costs: the fixed active (I_A), the
 83 previous studies (I_B) and the start-up costs (I_C).

84

$$I = I_A + I_B + I_C$$

- EA

Its total is 39,371,134 €, according to the values of the different types of costs, detailed in the next sections.

- BA

Its total is 135,648,400 €, according to the values of the different types of costs, detailed in the next sections.

(b41) Fixed active costs

This type of costs are the enterprise goods that may not be sell in the short time and that are not destined for sale: e.g. instrumentation, office material, etc. For its estimation we will use the “giro coefficient method” [S1]

$$g = \frac{V}{I_A}$$

where V is the sales income and g a coefficient that changes according to the type of factory. For chemical industries it has the general value of 0.97.

- EA

In this case, I_A is equal to 31,496,907 €.

- BA

In this case, I_A is equal to 77,319,588 €.

(b42)

- EA

The costs associated with the preliminary studies, as we are dealing with an industry of new products and high-production rate, is estimated as being 12% of the total immobilized ($I_B = 0.12 I$).

- BA

The costs associated with the preliminary studies, as we are dealing with an industry of improved products and low-production rate, is estimated as being 35% of the total immobilized ($I_B = 0.35 I$).

(b43) Start-up costs

This is a value that also depends on the immobilized, and the fixed active costs. For both cases it will correspond to 8% of the total immobilized capital ($I_C = 0.08 I$).

(b5) Total Costs

- Environmental Applications (EA)

Applying all the data, which is justified as follows, we may determine the value of the total costs to be 29,289,005 €/year.

- Biotechnological Applications (BA)

Applying all the data, which is justified as follows, we may determine the value of the total costs to be 72,435,108 €/year.

B-Calculations Regarding Economic Impact and Profitability

The majority of estimations are based on details given in [S1] and [S2]

II.1–Production Cost

The total Production cost will be the sum of the Fabrication Cost (M) and the Management Cost (G)

II.1.1–Fabrication Cost

(a) Cost of Raw Materials/Income of Selling Subproducts

- 127 • EA

128 **Table S1.**—Costs of Raw Materials/Income of Selling Subproducts (Environmental Applications).

Raw Material	Price (€/tonne)	Quantity (tonne/year)	Cost/Income (€/year)
FeSO ₄ ·7H ₂ O	4,823.41	289.62	1,396,950 (cost)
NH ₄ OH	199.20	24,030.79	4,787,016 (cost)
H ₂ O	97.74	31,909.68	3,118,716 (cost)
Total: 9,302,682 €/year			

- 129 • BA

130 **Table S2.**—Costs of Raw Materials/Income of Selling Subproducts (Biotechnology Applications).

Raw Material	Price (€/kg)	Quantity (kg/year)	Cost/Income (€/year)
FeCl ₂ ·4H ₂ O	181	16 292	2,948,852 (cost)
CH ₃ COONa	53.60	44 642	2,392,811.20 (cost)
Starch	179.00	18,247.04	3,266,220.16 (cost)
H ₂ O	12.10	728,623	8,816,338.30 (cost)
Acetic Acid	47.00	32,665.47	1,535,277.09 (income)
Total: 15 888 944.60 €/year			

- 131 (b) Direct Human Labor

132 As previously pointed out, the plants will be working continuously or semi-continuously and
 133 therefore shifts must be applied in several of the work positions, which implies an extra payment to
 134 workers, when working by night.

135 In Tables S3 and S4 are presented the labor costs for the direct human labor.

136 **Table S3.**—Labor costs for the Environmental Applications case (direct human labor).

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Mechanic	10	21,890.98	11,436	6,437	397,639.80
Plumber/Builder	6	21,890.98	11,436	6,437	238,583.90
Electrical Technician	4	21,890.98	11,436	6,437	159,055.90
Laboratory Technician	4	21,890.98	11,436	6,437	397,639.80
Operator Zone 1	3	19,211.04	11,436	5,080	1,071,811.20
Total = 2,264,730.60 €/year					

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Table S4.–Labor costs for the Biotechnology Applications case (direct human labor).

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Mechanic	7	26,911.50	15,667.90	7,236.50	348,711.70
Plumber/Builder	7	26,911.50	15,667.90	7,236.50	348,711.70
Electrical Technician	7	26,911.50	15,667.90	7,236.50	348,711.70
Laboratory Technician	22	18,149.60	11,893.70	5,710.70	786,587.10
Operator Zone 1	6	32,700.50	19,034.70	8,467.50	361,216.10
Total = 2,193,938.15 €/year					

139 (c) Indirect Human Labor

140 In Tables S5 and S6 are presented the labor costs for the indirect human labor.

141 **Table S5.**–Labor costs for the Environmental Applications case (indirect human labor).

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Cleaning Personnel	3	14,892.40	10,038	4,379	87,928.10
Security	5	19,211.00	10,038	4,686	169,675.20
Commercial	1	19,211.00	10,038	4,686	33,935.00
Receptionist	2	19,211.00	10,038	4,686	67,870.10
Maintenance	1	19,211.00	10,038	4,686	33,935.00
Nurse	2	31,124.80	16,275	7,532	109,863.60
Total = 503,207.10 €/year					

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Table S6.–Labor costs for the Biotechnology Applications case (indirect human labor)

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Cleaning Personnel	3	15,646.20	9,094.80	4,379.00	87,360.00
Security	2	18,149.60	11,893.70	5,710.60	71,507.90
Commercial	2	18,149.60	11,893.70	5,710.60	71,507.90
Receptionist	1	18,149.60	11,893.70	5,710.60	35,754.00
Maintenance	1	18,149.60	11,893.70	5,710.60	35,754.00
Nurse	5	32,700.50	19,034.70	8,467.50	301,013.40
Total = 602,897.20 €/year					

143 (d) General Services

144 In this section are included costs such as refrigeration, etc. In the case of Environmental
 145 Applications, they are easier to compute and are presented in Table S7. For Biotechnological
 146 Applications we are able to estimate this cost to be 20% of the total production costs, which makes a
 147 total of 9,048,525 €/year (BA).

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Table S7.—General Services of the Environmental Applications Plant.

Service	kg/h	€/kg	h	€
Superheated Steam	32	0.00664	7,920	1,682.80
Refrigerated Water	1	0.00266	7,920	21.10
Total 1,703.90 €/year				

150 (e) Supplies

151 In this section are considered the items that are not included in the manufacturing process,
 152 mainly disposable material, etc. It is usually estimated to be valuing between 0.5% and 2% of the total
 153 immobilized, depending on the complexity of the plant. In this case it is supposed to be 0.6% for EA
 154 and 1.5% for BA, which corresponds to 41,745.34 €/year and 432,988.47 €/year, respectively.

155 (f) Maintenance

156 In this section are included the periodic maintenance of instrumentation and equipment. For
 157 chemical-environmental applications we may assume a lower estimate as corresponding to 3% of the
 158 total Immobilized, hence, 208,726.68 €/year. For biotechnological industries it usually corresponds to
 159 6% of the fixed capital, and thus, in this case, 863,263.18 €/year.

160 (g) Laboratory

161 For the laboratory work is usually assumed 30% of the direct human labor, thus, in this case it
 162 represents 679,419.18 € /year for EA and 658,181.45 € /year for BA.

163 (h) Chief Personnel

164 In Tables S8 and S9 are presented the chief personnel costs.

165 **Table S8.**—Labor costs for the Environmental Applications case (chief personnel)

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
IC Technician	5	31,124.80	16,275	9,152	282,759.10
Manager	1	31,124.80	16,275	9,152	56,551.80
Process Engineer	1	31,124.80	16,275	9,152	56,551.80
Managing Director	1	39,464.50	20,634	11,604	71,702.50
Total = 467,565.20 €/year					

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Table S9.—Chief Personnel labor costs for the Biotechnology Applications case

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Managing Director	1	41,462.40	24,134.80	13,045.80	78,643.00
Process Engineering	1	31,902.90	19,034.70	10,289.00	61,226.60
Environmental and Safety Engineering	1	31,902.90	19,034.70	10,289.00	61,226.60
IC Technician	5	31,902.90	19,034.70	10,289.00	306,132.90
Total = 507,229.10 €/year					

168 (i) Amortization

169 This section takes into account the life span of the equipment. We take as life span the usual
 170 figures concerning each type of equipment. Therefore, this cost is estimated as 128,720.60 €/year (EA)
 171 and 73,880.00 €/year (BA).

172 (j) Taxes

173 This section takes into consideration taxes related to the chemical plant (general worldwide), not
 174 including the taxes due to profits. It usually is estimated as 1% of the Immobilized. Hence, in our case
 175 is estimated to be 69,575.60 €/year (EA) and 288,659.00 €/year (BA).

176 (k) Insurance

177 In this section we consider the insurance of the plant (equipment, facilities, etc.). It is usually 1%
 178 of the Immobilized, so, in our case it is estimated to represent a cost of 69,575.60 €/year (EA) and
 179 288,659.00 €/year (BA).

180 (l) Total Cost of Fabrication

181 TOTAL FABRICATION COSTS: 19,791,507.20 €/year (EA) and 30,902,005.70 €/year (BA).

182 *II.1.2—Management Costs*

183 (a) Commercial Costs

184 The commercial costs are estimated to be 20% of the total fabrication costs, thus representing a
 185 total value of 3,958,301.40 €/year (EA) and 6,180,401.10 €/year (BA).

186 (b) Financial Costs

187 In this item we consider the amount of money that could be earned, if instead of investing it in
 188 each plant, it would be invested in a fixed deposit in a bank or other competing alternatives. For
 189 Environmental Applications we consider the medium tax value (of the banks) of 0.4%, and thus we
 190 get a total cost of 49,257.00€/year. For Biotechnological Applications several alternative opportunities
 191 are usually available, therefore, we will assume a very conservative value of 15%, and thus we get a
 192 total cost of 5,776,170.20 €/year.

193 (c) Management

194 In this section we consider the administrative management costs, or alternatively (depending on
 195 the type and dimensions of the plant) the cost of a full sector of the plant dedicated to management.
 196 For Environmental Applications it is estimated to be 4.5% of the total fabrication costs, therefore
 197 giving a value of 890,617.80 €/year. For Biotechnological Applications a simpler sector of

198 management is required, therefore in Table S10 are presented the costs related to this sector that give
199 a total of 479,412.30 €/year.

200 **Table S10.**—Management Personnel labor costs for the Biotechnology Applications case

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Administrative	5	22,999.21	10,557.74	7,236.54	203,967.45
Receptionist	1	18,149.58	9,746.12	5,710.64	33,606.34
Commercial	2	18,149.58	9,746.12	5,710.64	67,212.68
Secretary	2	18,149.58	9,746.12	5,710.64	67,212.68
Manager	1	32,700.52	15,667.94	10,288.98	58,657.44
Accountant	1	26,911.47	13,376.70	8,467.50	48,755.67
Total = 479,412.30 €/year					

201 (d) Research, Development and Technical Services

202 The costs on R&D may be estimated as 3–4% of the Immobilized, depending on the level of
203 novelty of the product. For Environmental Applications 3% is more appropriate, and thus the R&D
204 costs for this type of plant is 208,726.70 €/year. For Biotechnological Applications, and due to the
205 higher novelty, we define 4% as more appropriate, and thus the R&D costs for this type of plant is 1
206 154,635.90 €/year. Considering Technical Services for the Environmental Applications, the hiring of a
207 person is considered enough, like detailed in Table S11 (Total Costs 33,935.40 €/year), while for
208 Biotechnological Applications the costs of technical services must be calculated as 10% of the total
209 selling income (Total cost of 750,000 €/year).

210 **Table S11.**—Technical services labor costs for the Environmental Applications case

Job	Number of Workers	Annual Salary (€)	Extra Annual (€)	Social Security (€/year)	Total (€)
Administrative	1	19,211.44	10,038	4,686	33,935.44
Total = 33,935.40 €/year					

211 (e) Total Cost of Management

212 TOTAL COST OF MANAGEMENT: 5 140,838.40 €/year (EA) and 14 340,619.50 €/year (BA).

213 *II.1.3—Total Cost of Production*

214 Total Cost of Production = Total Cost of Fabrication (II.1.1) + Total Cost of Management (II.1.2),
215 thus:

216 TOTAL COST OF PRODUCTION: 24,932,345.60 €/year (EA) and 45,242,625.20 €/year (BA).

217 **II.2—Invested Capital**

218 The Invested Capital is the sum of two parts: the immobilized and the working capital

219 *II.2.1—Fixed Immobilized Capital*

220 This is the amount of invested money that will not be recovered, and is calculated as the sum of
221 parts (a) to (h) that are detailed in what follows. They give a total of 4,772,888 €/year (EA) and 12
222 332,331.20 €/year (BA)

223 (a) Equipment and Instrumentation

224 For Environmental Applications the total cost of equipment is 876,200 €/year while for
225 Biotechnological Applications it reaches the 1,714,802.20 €/year.

226 (b) Assembly and Start-up

227 Usually the costs for assembly and startup of the devices and equipment are determined as a
228 percentage of the total equipment cost, therefore will be a total of 1,180,970 €/year (EA) and 1,668,069
229 €/year (BA).

230 (c) Tubing and valves

231 The cost of tubing and valves is estimated as 60% of the total equipment costs, and hence will be
232 a total of 525,720 €/year (EA) and 1,028,881.30 €/year (BA).

233 (d) Measuring and Control Devices

234 Costs of this section are usually estimated between 15–30% of the total equipment costs,
235 depending on the level of control required for the plant. For Environmental Applications we consider
236 to be 15% the appropriate value, while for Biotechnological Applications is more appropriate to
237 consider 30%, and therefore the total costs are 131,430 €/year (EA) and 514,440.70 €/year (BA).

238 (e) Thermal Isolation

239 The cost for the thermal isolation will be considered to be 4% of the total equipment costs in the
240 case of Environmental Applications (35,048 €/year) and 7% of the total equipment costs in the case of
241 Biotechnological Applications (120,036.20 €/year) as thermal isolation in BA is superior to EA (higher
242 temperatures must be maintained and operated).

243 (f) Electrical Installation

244 The cost for the electrical installation, usually corresponds to a percentage of the total equipment
245 costs. For the Environmental Applications we calculate it as 15% of the equipment cost (131,430
246 €/year), while for Biotechnological Applications it is calculated as 20% of the equipment cost, as more
247 equipment and area is covered (342,960.40 €/year).

248 (g) Land Property and Buildings

249 This is calculated by adding the cost of the land as a percentage of the total equipment costs. For
250 the Environmental Applications Plant it is assumed 5% of the equipment costs, that added to the cost
251 of the land gives a total of 1,541,610 €/year. For the Biotechnological Applications Plant it is assumed
252 15% of the equipment costs, that added to the cost of the land gives a total of 6,257,220.30 €/year.

253 (h) Auxiliary Facilities

254 For this type of cost, usually it is estimated a value of 40% of the total equipment cost, that gives
255 a total value of 350,480 €/year (EA) and 685,920.90 €/year (BA).

256 II.2.2–Other Costs

257 (a) Design and Engineering

258 This part contemplates all the design and engineering works done for the construction of the
259 plant. Usually it is estimated as about 10.4% (including VAT) of the total Fixed Capital, and therefore
260 will be a total of 497,244.20 €/year (EA) and 1,284,794.60 €/year (BA).

261 (b) Contract of Works

262 It is supposed to be 6% of the fixed capital, thus will be a total of 286,373.30 €/year (EA) and
263 739,939.90 €/year (BA).

264 (c) Contingency

265 In this section are included all the unexpected extra costs that may appear. It is usually estimated
 266 as being a percentage of the Fixed Capital, depending on the level of estimative costs we have made
 267 and the unexpected problems we foresee to be handling. For the case of Environmental Applications
 268 about 32.35% are considered (including VAT) (total of 685,117.20 €/year) and 17% for the case of
 269 Biotechnological Applications (total of 2,096,496.30 €/year).

270 (d) Preliminary Research, Studies and Startup

271 In the case of Environmental Applications, the costs related to this section are calculated as 15%
 272 of the Fixed Capital (total 715,933.20 €/year). For the case of Biotechnological Applications, they are
 273 computed as 43% of the total Immobilized (total 12,412,336.20 €/year).

274 Fixed Immobilized Capital

275 In tables S12 and S13 we present a sum-up of all the parts of the calculated total Fixed
 276 Immobilized Capital for the two types of Plants.

277 **Table 12.**—Fixed Immobilized Capital (for EA plant).

	Type of Cost	Cost (€)
Fixed Capital: P.E.M	Equipment and Instrumentation	876,200
	Assembly and Start-up	1,180,970
	Tubing and valves	525,720
	Measuring and Control Devices	131,430
	Thermal Isolation	35,048
	Electrical Installation	131,430
	Land property and buildings	1,541,610
	Auxiliary facilities	350,480
	Total Cost of the Fixed Capital	4,772,888
Immobilized Capital	Design and Engineering	497,244.20
	Contract of Works	286,373.30
	Contingency	685,117.20
	Preliminary Research and Studies and Startup	715,933.20
	Total of Immobilized Cost	6,957,555.90

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Table S13.–Fixed Immobilized Capital (for BA plant).

	Type of Cost	Cost (€)
Fixed Capital: P.E.M	Equipment and Instrumentation	1,714,802.20
	Assembly and Start-up	1,668,069.20
	Tubing and valves	1,028,881.30
	Measuring and Control Devices	514,440.70
	Thermal Isolation	120,036.20
	Electrical Installation	342,960.40
	Land property and buildings	6,257,220.30
	Auxiliary facilities	685,920.90
	Total Cost of the Fixed Capital	12,332,331.20
	Immobilized Capital	Design and Engineering
Contract of Works		739,939.90
Contingency		2,096,496.30
Preliminary Research and Studies and Startup		12,412,33.20
Total of Immobilized Cost		28,865,898.10

280 **II.3–Working Capital**

281 This is the part of the Capital that may be recovered.

282 *II.3.1–Raw Materials and Auxiliaries*

283 To compute this cost we may apply

$$M'_1 * \left(\frac{q}{12}\right)$$

284 where M'_1 is the cost of raw materials by unit of product and q the annual production quantity. This
285 gives a final cost of 775,223.50 €/year (EA) and 1,324,078.70 €/year (BA) for this section of the costs.286 *II.3.2–Materials in Manufacturing*287 This cost may be computed with the knowledge of the manufacturing cycle. In the case of the
288 Environmental Applications Plant corresponds to 0.012 months and therefore the associated costs
289 will be 9,895.80 €/year, while for the Biotechnological Applications Plant we assume 0.033 months
290 and an associated cost of 42,490.30 €/year.291 *II.3.3–Reserve of the Manufactured Product in the Warehouse*292 The costs corresponding to this section are computed as 1,649,292.30 €/year (EA) and
293 2,575,167.10 €/year (BA), as they are obtained as the fabrication cost per month.294 *II.3.4–Sales Pending Collection*295 Corresponds to the credit that is given to buyers. In our case it corresponds to 1,273,000 €/year
296 (EA) and 3,125,000 €/year (BA)–calculated as the income (of the selling of the product) per each 15
297 days.298 *II.3.5–Available in ATM's and Banks for Immediate Payments*299 It corresponds to 1,649,292.30 €/year (EA) and 2,575,167.10 €/year (BA). They are estimated in a
300 similar way as the reserve of the manufactured product in the warehouse.

301 *II.3.6–Calculation of Working Capital*

302 TOTAL WORKING CAPITAL: 5,356,703.80 €/year (EA) and 9,641,903.30 €/year (BA)

303 **II.4–Total Invested Capital**

304 TOTAL INVESTED CAPITAL = WORKING CAPITAL + IMMOBILIZED

305 TOTAL INVESTED CAPITAL: 12,314,259.70 €/year (EA) and 38,507,801.40 €/year (BA)

306 **II.5–Total Sell Income**

307 This was already calculated previously and is equal to 30,552,000 €/year (EA) and 75,000,000
308 €/year (BA).

309 **II.6–Profitability**

310 *II.6.1–Gross Annual Profit*

311 This is computed as the difference between Costs and Sells, and in this case gives a value of
312 5,619,654.40 €/year (EA) and 29,757,374.80 €/year (BA).

313 *II.6.2–Gross Annual Profitability*

314 Is computed as the Gross Annual Profit divided by the Invested Capital. In our case it gives a
315 value of 45.6% (EA) and 77.3% (BA).

316 *II.6.3–Net Annual Profit*

317 Is equal to the Gross Annual Profit minus the Taxes. In our case as the Society Tax is 25% in
318 Spain, we get a total Net Annual Profit of 4,214,740.80 €/year (EA) and 22,318,031.10 €/year (BA).

319 *II.6.4–Net Annual Profitability*

320 In our case it gives 34.2% (EA) and 58.0% (BA)

321 **References:**

322 [S1]–Vian-Ortuño Á. El pronóstico económico en química industrial. EUDEMA, S. A., Madrid, Spain,
323 1991.

324 [S2]–Sinnot R. Diseño en Ingeniería Química. Reverté, Barcelona, Spain, 2012.

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326 End of supplementary material.