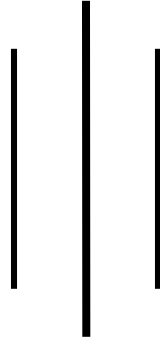


**Sales Plan
Of
Chilime Hydropower Company Limited**



By:

Chet Narayan Gautam

Shankar Dev Campus

Campus Roll No: 1280/062

T.U. Registration No: 7-2-53-520-2002

A Thesis Submitted To:

Office of the Dean

Faculty of Management

Tribhuvan University

"In Partial Fulfillment of the requirement for the degree of"

Master of Business Studies (M.B.S.)

Kathmandu, Nepal

November, 2008

RECOMMENDATION

This is to certified that the Thesis

Submitted by:

CHET NARAYAN GAUTAM

Entitled:

**SALES PLAN OF
CHILIME HYDROPOWER COMPANY LIMITED**

Has been prepared as approved by this Department in the prescribed format of faculty of the management. This thesis is forwarded for examination.

Supervisors:

.....

Mr. Shanker Raj Joshi
(Thesis Supervisor)

.....

Associate Prof. Mr.Prakash Singh Pradhan
(Thesis Supervisor)

.....

Campus Chief
Shanker Dev Campus

VIVA-VOCE SHEET

We have conducted the viva-voce examination of the thesis
Presented by
CHET NARAYAN GAUTAM

Entitled:
SALES PLAN OF

CHILME HYDROPOWER COMPANY LIMITED

And found the thesis to be the original work of the student written according to the prescribed format. We recommended the thesis to be accepted as partial fulfillment of the requirement for Master of Business Studies (MBS).

Viva-voce Committee

Head of Research Department

Member (Thesis Supervisor)

Member (Thesis Supervisor)

Member (External Expert)

DECLARATION

I here by declare that the work done in thesis entitled "*Sales plan of Chilime Hydropower Company Limited*" has submitted to office of the dean, Faculty of Management, Tribhuvan University, is my own created work report in the form of partial fulfillment of the requirement of Master's Degree in Business Studies (MBS) course under the supervision and guidance of Mr. Shanker Raj Joshi and Prakash Singh Pradhan.

.....
CHET NARAYAN GAUTAM

(Researcher)

Shanker Dev Campus

Roll No. 1280/2062

ACKNOWLEDGEMENT

It is really an interesting opportunity to the students to experience of thesis writing as part of the curriculum for **MBS** of Tribhuvan University as well as practical experience for future works.

I am pleased to present this thesis entitled "**Sales Plan of Chilime Hydropower Company Limited**" to the Tribhuvan University faculty of management for the partial fulfillment of the requirement of the Master of Business Studies degree at Shanker Dev Campus. It would have been almost impossible to complete without cooperation and help from different section intellectuals.

I would like to express my gratitude and deep sincerity to the honorable teacher Mr. Shanker Raj Joshi and Prakash Singh Pradhan of Shanker Dev College for the valuable Suggestions and key guidance. Their continues cooperation and coordination has been instrumental in the process of preparing this research work.

I am also very much thankful to Dr. Geeta Pradhan (Head of Research Department of SDC) and all the teacher and staffs of Shanker Dev Campus for their suggestion and continuous inspiration during the study period. Similarly, I would like thank to my friend especially Prakash Paudel for their continuous supports while preparing this thesis.

I am also very much indebted to Mr. Sudhi Man Shrestha staff of CHPCL and other staff of CHPCL. Similarly, I would like too express my heartily thanks to, Mr Jagadish Sharma, Mr Deepak Sharma, Mr. Eak Narayan Subedi Kamal Subedi and Ananda Subedi for their valuable suggestion and favorable cooperation during the study period.

Last but not least, I am responsible for any errors and I apologize for any of them committed that may have remained in this work. Thanks.

Chet Narayan Gautam

November, 2008

Shanker Dev Campus

TABLE OF CONTENTS

	Page no
Recommendation	I
Viva-voice Sheet	II
Declaration	III
Acknowledgement	IV
Table of Contents	V
List of Table	VI
List of Figure	
Abbreviations	VIII
Chapter I: Introduction	
1.1 Introduction	
1.2 Background of Chilime hydropower Company	
1.3 Project financing	
1.4 Access to the project site	
1.5 Project camps and power Supply	
1.6 Feasibility Study	
1.7 Significance of Hydro-electricity	
1.8 Objective of CHPCL	
1.9 Statement of the Problem	
1.10 Objective of the Study	

- 1.11 Limitation of the Study
- 1.12 Chapter plan of the study

Chapter II: Review of Literature

- 2.1. Conceptual Frame Work
 - 2.1.1 Comprehensive Sales planning
 - 2.1.2 Sales planning compared with forecasting
 - 2.1.3 Method of Sales forecasting
 - 2.1.4 Strategic and tactical sales plan compared
 - 2.1.5 Components of comprehensive sales plan
 - 2.1.6 Developing a comprehensive sales plan
 - 2.1.7 Objective of Budgeting
 - 2.1.8 Characteristic of good budgeting
 - 2.1.9 Classification of budgeting
 - 2.1.10 Budgetary Control
 - 2.1.11 Problem and limitation of budgeting
- 2.2 The Structure of Nepalese power sector
 - 2.2.1 Power policy future
 - 2.2.2 Corporate development plan 2001 of NEA
- 2.3 Review of thesis
- 2.4 Research Gap

Chapter III: Research Methodology

- 3.1 Introductions
- 3.2 Research Design

3.3 Period covered

3.4 Data Collection procedures

3.5 Method of analysis

Chapter IV: Presentation and Analysis of Data

4.1 Introduction

4.2 Sales Budget of CHPCL

4.2.1 Budget and Actual sales of CHPCL

4.2.2 Profit

4. 2.3 Production Budget

4.3. Coefficient of correlation between budget sales and actual sales

4.4 Major finding

Chapter V: Summary, Conclusion and Recommendation

5.1 Summary

5.2 Conclusion

5.3 Recommendation

BIBLIOGRAPHY

LIST OF TABLES

Table no	Page no.
4.1 Budget and Actual Sales of CHPCL 060/61	
4.2 Budget and Actual Sales of CHPCL 061/62	
4.3 Budget and Actual Sales of CHPCL 062/63	
4.4 Budget and Actual Sales of CHPCL 063/64	
4.5 Budget and Actual Sales of CHPCL 064/65	
4.6 Profit of CHPCL	

LIST OF FIGURES

- 4.1 Budget and Actual Sales of CHPCL 060/61
- 4.2 Budget and Actual Sales of CHPCL 061/62
- 4.3 Budget and Actual Sales of CHPCL 062/63
- 4.4 Budget and Actual Sales of CHPCL 063/64
- 4.5 Budget and Actual Sales of CHPCL 064/65

ABBREVIATION

ARR	=	Average Rate of Return
BOOT	=	Build-Operation-Owned-Transfer
CHPC	=	Chilime Hydropower Company
CF	=	Cash Flow
CFAT	=	Cash Flow after Tax
EBIT	=	Earning Before Interest and Tax
F/Y	=	Fiscal Year
HEP	=	Hydro Electricity Power
IRR	=	Internal Rate Of Return
NCO	=	Net Cash Outlay
NEA	=	Nepal Electricity Authority
NEC	=	Nepal Electricity Corporation
NPV	=	Net Present Value
PBP	=	Pay Back Period
PI	=	Profitability Index
PPC	=	Profit Planning & Control
PV	=	Present Value
TU	=	Tribhuvan University
MW	=	Megawatts
WDV	=	Written Down Value