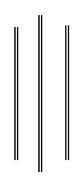
WORKING CAPITAL MANAGEMENT OF UNILEVER NEPAL LIMITED

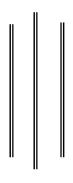


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CONTENTS

| | | | Page No. |
|------|----------|--------------------------------------------|----------|
| Reco | ommend | ation Letter | ii |
| Viva | -Voce S | heet | iii |
| Ackn | iowledg | ement | iv |
| Con | tents | | v |
| List | of Table | 2S | viii |
| List | of Figur | res | ix |
| List | of Abbro | eviation | Х |
| CHA | APTER | I: INTRODUCTION | 1-9 |
| 1.1 | Back | ground | 1 |
| 1.2 | Deve | lopment of Manufacturing Industry in Nepal | 2 |
| 1.3 | A Bri | ef Overview of Unilever Nepal Limited | 3 |
| | 1.3.1 | Ownership | 4 |
| | 1.3.2 | Aim of the Company | 5 |
| 1.4 | State | ment of the Problem | 5 |
| 1.5 | Objec | ctive of the Study | 6 |
| 1.6 | Signi | ficance of the Study | 6 |
| 1.7 | Limit | eation of the Study | 8 |
| 1.8 | Desig | gn of the Study | 8 |
| CHA | APTER | II : REVIEW OF LITERATURE | 10-35 |
| 2.1 | Introd | duction | 10 |
| 2.2 | Conc | Conceptual Framework | |
| | 2.2.1 | Working Capital Management | 10 |
| | 2.2.2 | Determinants of Working Capital | 12 |
| | 2.2.3 | Concept of Working Capital | 13 |
| | 2.2.4 | Types of Working Capital | 15 |
| | 2.2.5 | Working Capital Policy | 17 |
| | | 2.2.5.1 Current Assets Investment Policy | 18 |
| | | 2.2.5.2 Current Assets Financing Policy | 19 |

| | 2.2.6 Need for Working Capital | 21 |
|-----|--------------------------------------------------|-------|
| | 2.2.7 Importance of Working Capital | 22 |
| | 2.2.8 Financing of Working Capital | 23 |
| 2.3 | Review of Related Studies | 25 |
| | 2.3.1 Review of Books | 25 |
| | 2.3.2 Review of Articles | 26 |
| | 2.3.3 Review of Thesis | 30 |
| 2.4 | Research Gap | 35 |
| CHA | APTER III : RESEARCH METHODOLOGY | 36-49 |
| 3.1 | Introduction | 36 |
| 3.2 | Research Design | 36 |
| 3.3 | Population and Sample | 37 |
| 3.4 | Nature and Sources of Data | 37 |
| 3.5 | Collection of Data | |
| 3.6 | Data Processing Procedure | |
| 3.7 | Methods of Analysis of Data | 38 |
| | 3.7.1 Ratio Analysis | 39 |
| | 3.7.1.1 Composition of WC | 39 |
| | 3.7.1.2 The Liquidity Position | 42 |
| | 3.7.1.3 Turnover Position | 42 |
| | 3.7.1.4 Profitability Position | 44 |
| | 3.7.1.5 Cash Conversion Cycle | 45 |
| | 3.7.2 Calculation of Correlation Coefficient (r) | 46 |
| | 3.7.3 Simple Regression Model | 47 |
| | 3.7.4 Hypothesis testing (Student's t-test) | 48 |
| 3.8 | Definition of Key Terms | 48 |
| CHA | APTER IV : DATA PRESENTATION AND ANALYSIS | 50-72 |
| 4.1 | Introduction | 50 |
| 4.2 | Net Working Capital | 50 |
| 4.3 | Financial Analysis | 51 |

| | 4.3.1 | Composition of Current Assets | 51 |
|-------|--------|----------------------------------------------------------|-------|
| | 4.3.2 | Proportion of Current Assets to Fixed Assets and Current | |
| | | Assets to Sales | 54 |
| | 4.3.3 | Composition of Current Liabilities | 57 |
| | 4.3.4 | Liquidity Position | 59 |
| | | 4.3.4.1 Current Ratio | 59 |
| | | 4.3.4.2 Quick Ratio | 60 |
| | 4.3.5 | Turnover Position (Assets Management Ratio) | 61 |
| | | 4.3.5.1 Inventory Turnover Ratio | 62 |
| | | 4.3.5.2 Receivable Turnover | 63 |
| | 4.3.6 | Profitability Position | 64 |
| | | 4.3.6.1 Gross Profit Margin (GPM) | 64 |
| | | 4.3.6.2 Net Profit Margin (NPM) | 65 |
| | | 4.3.6.3 Return on Assets (ROA) | 66 |
| | | 4.3.6.4 Operating Expenses Ratio (OER) | 66 |
| | 4.3.7 | Cash Conversion Cycle (CCC) | 67 |
| 4.4 | Statis | tical Analysis | 68 |
| | 4.4.1 | Correlation Analysis | 68 |
| | 4.4.2 | Simple Regression Analysis | 69 |
| | 4.4.3 | Hypothesis Testing (Student's t-test) | 70 |
| 4.5 | Major | Findings of the Study | 71 |
| СНА | PTER | V : SUMMARY, CONCLUSION AND | |
| | | RECOMMENDATION | 73-77 |
| 5.1 | Sumn | nary | 73 |
| 5.2 | Concl | lusion | 75 |
| 5.3 | Recor | mmendations | 76 |
| Bibli | ograph | y | |

LIST OF TABLES

| | Page . | No. |
|-----------|----------------------------------------------------------------|-----|
| Table 1 : | Net Working Capital of UNLtd | 50 |
| Table 2 : | Composition of Current Assets | 52 |
| Table 3 : | Relationship between CA & FA and CA & Sales | 55 |
| Table 4: | Composition of Current Liabilities of UNLtd. | 58 |
| Table 5: | Current Assets, Current Liabilities and Current Ratios | 60 |
| Table 6: | Quick Assets, Current Liabilities and Quick Ratios | 61 |
| Table 7: | Inventory Turnover Ratio & Inv. Conversion Period | 62 |
| Table 8 : | Receivable Turnover and Average Collection Period | |
| | of UNLtd. | 63 |
| Table 9 : | Gross Profit Margin of UNLtd | 64 |
| Table 10: | Net Profit Margin of UNLtd | 66 |
| Table 11: | Return on Total Assets (ROTA) | 66 |
| Table 12: | Operating Expenses Ratio | 67 |
| Table 13: | Cash Conversion Cycle | 67 |
| Table 14: | Relationship between WC & Profit and WC & Sales | 68 |
| Table 15: | Simple Regression Result | 69 |
| Table 16: | Coefficient of correlation with their t-values and coefficient | ent |
| | of determination for net WC (Y) on sales (X) of UNLtd | 70 |
| Table 17: | Coefficient of correlation with their t-value and | |
| | coefficient of determination | 71 |

LIST OF FIGURES

| | | Page No. |
|------------|-----------------------------------------|----------|
| Figure 1: | Types of Working Capital | 17 |
| Figure 2: | Types of Working Capital | 17 |
| Figure 3: | Aggressive Financing Policy | 19 |
| Figure 4: | Conservative Financing Policy | 20 |
| Figure 5: | Moderate Financing Policy | 21 |
| Figure 6: | Trend of Net Working Capital | 51 |
| Figure 7: | Composition of Current Assets (Average) | 53 |
| Figure 8: | Relationship between CAs & FAs | 55 |
| Figure 9 : | Relationship between CAs & Sales | 57 |

LIST OF ABBREVIATION

FY = Fiscal Year

WC = Working Capital

PEs = Public Enterprises

CAs = Current Assets

CLs = Current Liabilities

Ltd = Limited

SEBON = Security Board of Nepal

NEPSE = Nepal Stock Exchange

GDP = Gross Domestic Product

UNLtd = Unilever Nepal Limited

NPM = Net Profit Margin

GPM = Gross Profit Margin

ROA = Return on Assets

Prov. = Provision

FA = Fixed Asset

CBS = Central Bureau of Statistics

CCC = Cash Conversion Cycle

OER = Operating Expenses Ratio

RCP = Receivable Conversion Period

ICP = Inventory Conversion Period

PE = Probable Error

NPAT = Net Profit After Tax

NRs. = Nepalese Rupees