INVENTORY MANAGEMENT AND PROFITABILITY ANALYSIS OF SALT TRADING CORPORATION

Submitted By
Suvadra Devi Karki
Shanker Dev Campus
Campus Roll No.:1504/065

T.U Registration No.: 7-2-202-509-2005

2nd Year Symbol No.: 390305

A Thesis Submitted to
Office of the Dean
Faculty of management
Tribhuvan University

In Partial Fulfillment of the Requirements for the Degree of Masters of Business Studies (MBS)

Kathmandu, Nepal September, 2013

RECOMMENDATION

This is to certify that the thesis:

Submitted by

Suvadra Devi Karki

Entitled

INVENTORY MANAGEMENT AND PROFITABILITY ANALYSIS OF SALT TRADING CORPORATION

has been prepared as appeared by this department in the prescribed format of faculty of Management. This thesis is forwarded for examination

Prof. Dr. Kamal Deep Dhakal	Prof. Dr. Kamal Deep Dhakal	Asso. Prof. Prakash Singh Pradhan
(Thesis Supervisor)	(Head of Research Department)	(Campus Chief)
Romakant Bhattarai		
(Thosis Supervisor)		

VIVA VOCE SHEET

We have conducted the viva voce examination of the thesis presented by

Suvadra Devi Karki

Entitled

INVENTORY MANAGEMENT AND PROFITABILITY ANALYSIS OF SALT TRADING CORPORATION

And found the thesis to be original work of the student and written according to the prescribed format. We recommend the thesis to be accepted as partial fulfillment of the requirement for Master's Degree in Business Studies (M.B.S.)

Viva Voce Committee

Head of the Research Department:
Member (Thesis Supervisor):
Member (Thesis Supervisor):
Member (External Expert):

DECLARATION

I hereby declare that the work reported in this thesis entitled "Inventory Management And Profitability Analysis Of Salt Trading Corporation" submitted to Shanker Dev campus, Faculty of Management, Tribhuvan University, is my original work done in the form of partial fulfilment of the requirements of the Master's Degree in Business Studies (MBS) under the supervision of my thesis supervisors Prof. Dr..Kamal Deep Dhakal and Romakant Bhattarai of Shanker Dev Campus, Tribhuvan University.

_							
Date:							

•••••

Suvadra Devi Karki

Shanker Dev Campus

Campus Roll No.: 1504/065

T.U Registration No.: 7-2-202-509-2005

2nd Year Symbol No.:390305

ACKNOWLEDGEMENTS

As the partial fulfillment of the MBS degree, I have prepared this report. During the course, I

worked with sincerity, honesty and diligently, as far as possible. But beside my continual efforts,

I also got unforgettable support from different people and completing my work.

Firstly, I would like to pay homage to my father and mother, who headed me towards the light of

education and path of truth. Due to their non-stopping effort for guidance, today I come in thesis

position. So I would like to share the credit of my success with them. I'm really indebted by

them.

After this, I would like to express my cordial gratitude to my all teachers, who taught me up to

now. For this dissertation, I would like to pay my sincere thanks to my thesis supervisors Prof.

Dr. Kamal Deep Dhakal, and Romakant Bhattarai of Shanker Dev Campus. Their incessant

suggestion and guidance from the beginning to the end is really an appreciable effort. Their

valuable support for the preparation of proposal to thesis is really praise worthy things. I am

extremely indebted by their efforts despite of busy schedule.

I would also like to express my gratitude to all other members of Shanker Dev Campus,

especially, staffs from MBS department, libraries staffs as well as all known and unknown

people who supported as well as inspired me to complete this thesis.

Suvadra Devi Karki

Researcher

TABLE OF CONTENT

	Page No
Recommendation	
Viva Voce Sheet	
Declaration	
Acknowledgement	
Table of Content	
List of Tables	
List of Figures	
Abbreviation	
CHAPTER-I: INTRODUCTION	1-8
1.1 Background of the Study	1
1.2 Introduction of Salt Trading Corporation	4
1.3 Statement of the Problems	6
1.4 Objectives of the Study	7
1.5 Significance of the Study	7
1.6 Limitation of the Study	7
1.7 Organization of the Study	8
CHAPTER-II: CONCEPTUAL FRAMEWORK AND	
REVIEW OF LITERATURE	9-43
2. 1 Conceptual Framework	9
2.1.1 Concept of Profit Planning	9
2.1.2 Types of Planning	10
2.1.3 Role of Forecasting in Planning	11
2.1.4 Planning Verses Forecasting	12
2.1.5 Purposes of Profit Planning	12
2.1.6 Meaning of inventory management	13

2.1.7	Objectives of the Inventory Management	17
2.1.8	Need and Importance of Inventory Management	19
2.1.9	Cost Associate with Inventory	19
2.1.10	Technical Formulation	23
2.1.11	Inventory Control System	23
2.1.12	Technique of Inventory Control	24
2.1.13	Economic Order Quantity (EOQ)	26
2.1.14	System of Ordering (When to Order)	30
2.1.15	Always Better Control (ABC) Analysis	30
2.1.16	Just In Time (JIT) Inventory System	33
2.1.17	Inventory System	34
2.1.18	Safety Stock	35
2.1.19	Perpetual Inventory System	36
2.1.20	Comparison of the Periodic and Perpetual Inventory System	36
2.1.21	Introduction of Cash Flow and Cash Flow Statement	37
2.1.22	Importance of Cash Flow and Cash Flow Statement	37
2.1.23	Objective of Cash Flow Statement	38
2.2 Review of	f Articles	39
2.3 Review of	f Previous Research Works	40
2.4 Research	Gap	43
CHAPTER-	III RESEARCH METHODOLOGY	44-47
3.1 Research	Design	44
3.2 Sources o	f Data	44
3.3 Method o	of Data Analysis and Presentation	45
3.3.1	Ratio Analysis	45
3.3.2	Inventory Turnover Ratio	46
3.3.3	Inventory Holding Days (IHD)	46
3.3.4	Trend Analysis	47

CHAPTER- IV DATA PRESENTATION AND ANALYSIS		
4.1 Analysis of Secondary Data	48	
4.1.1 Inventory to Net Sales Ratio		
4.1.2 Current Ratio	49	
4.1.3 Quick Ratio	51	
4.1.4 Inventory to Total Assets Ratio	52	
4.1.5 Inventory to Current Assets Ratio	54	
4.1.6 Inventory to Net Profit Ratio	55	
4.1.7 Inventory Turnover Ratio (ITR)	56	
4.1.8 Inventory Holding Day (IHD)	58	
4.1.9 Relationship between Inventory and Cash Flow	60	
4.1.10 Trend Analysis	61	
4.1.11 Sales Plan of Salt Trading Corporation Limited	70	
4.1.12 Variable Cost Analysis of Salt Trading Corporation Limited	73	
4.1.13 Fixed Costs Analysis	75	
4.1.14 Profitability Ratio Analysis of STCL	77	
4.1.15 Gross Profit Margin Ratio	79	
4.1.16 Net Profit Margin Ratio	80	
4.2 Major findings	81	
CHAPTER-V SUMMARY, CONCLUSION AND		
RECOMMENDATION	83-85	
5.1 Summary	83	
5.2 Conclusions	84	
5.3 Recommendations	85	

LIST OF TABLES

Table	Title	Page No.
Table 2.1	ABC Classification System	32
Table: 4.1	Inventory to Net Sales Ratio	48
Table: 4.2	Current Ratio	50
Table: 4.3	Quick Ratio	51
Table: 4.4	Inventory to Total Assets Ratio	53
Table: 4.5	Inventory to Current Assets Ratio	54
Table: 4.6	Inventory to Net Profit Ratio	55
Table: 4.7	Inventory Turnover Ratio	57
Table: 4.8	Inventory Holding Days	59
Table: 4.9	Effects of Change of Inventory in Cash Flow	61
Table: 4.10	Net Sales and Inventory	61
Table: 4.11	Relationship between Net Sales and Inventory	63
Table: 4.12	Trend of Purchase and Inventory	63
Table: 4.13	Relationship between Purchase and Inventories	65
Table: 4.14	Trend of Net Profit and Inventory	65
Table: 4.15	Relationship between Net Profit and Inventory	66
Table 4.16	Net Sales and Purchase	67
Table: 4.17	Relationship between Net Sales and Purchase	68
Table: 4.18	Cash Flow and Change in Inventory	69
Table 4.19	Sales Revenue	71
Table 4.20	Time Series Analysis	
	Fitting Straight Line Trend by Least Square Method	72
Table 4.21	Forecasted Sales	73
Table 4.22	Variable Costs Analysis of STCL	74
Table 4.23	Fixed Costs Analysis	76
Table 4.24	Profitability Analysis of Salt Trading Corporation Limited	78
Table 4.25	Income Statement for the Fiscal Year 2067/68 and 2068/69	79

LIST OF FIGURES

Figure No	Title	Page No.
Figure: 2.1	Graphic Approach	29
Figure 2.2	ABC Classification System	31
Figure 2.3	Graphical presentation of ABC Analysis	32
Figure: 2.4	Relationship of fixed order size and safety stock	35
Figure: 4.1	Inventory to Net Sales Ratio	49
Figure: 4.2	Current Ratio	51
Figure: 4.3	Quick Ratio	52
Figure: 4.4	Inventory and Total Asset Ratio	53
Figure: 4.5	Inventory to Current Assets Ratio	55
Figure: 4.6	Inventory to Net Profit Ratio	56
Figure: 4.7	Trend of Inventory Turnover Ratio	58
Figure: 4.8	Inventory Holding days	60
Figure: 4.9 Tr	end of Net Sales and Inventory	62
Figure: 4.10	Trend of Purchase, Net Sales and Inventory	64
Figure: 4.11	Trend of Net Profit and Inventory	66
Figure: 4.12	Trend of Net Sales and Purchase	68
Figure: 4.13	Cash Flow and Cash Change in Inventory	70

ABBREVIATIONS

AIC : Agriculture Input Corporation

BNL : Bottlers Nepal Limited

CIE : Control by Importance and Exception

COGS : Cost of Goods Sold

CR : Current Ratio

CV : Co-efficient of Variation

DDC : Dairy Development Corporation

EOQ : Economic Order Quantity

FIFO : First In First Out

HMG : His Majesty Government

IHD : Inventory Holding Days

ITR : Inventory Turnover Ratio

JIT : Just In Time

LIFO : Last In First Out

NEBICO: National Biscuit and Confectionary Limited

PE : Probable Error

QR : Quick Ratio

RDL : Royal Drugs Limited

S.D. : Standard Deviation

SGML : Sitaram Gokul Milk Limited

STC : Salt Trading Corporation

TAR : Total Assets Ratio

UNL : Unilever Nepal Limited