

**REVENUE PLANNING AND MANAGEMENT IN NEPAL:
A CASE STUDY OF CHILIME HYDRO POWER COMPANY LIMITED**

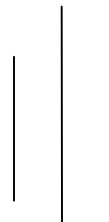


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A Thesis Submitted to:

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

May, 2014

RECOMMENDATION

This is to certified that the Thesis

Submitted by:

BIJAY KHANAL

Entitled:

**REVENUE PLANNING AND MANAGEMENT IN NEPAL:
A CASE STUDY OF CHILIME HYDRO POWER COMPANY LIMITED**

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

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VIVA-VOCE SHEET

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

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**REVENUE PLANNING AND MANAGEMENT IN NEPAL:
A CASE STUDY OF CHILIME HYDRO POWER 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).

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Member (Thesis Supervisor)

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DECLARATION

I hereby declare that the work done in thesis entitled "*Revenue Planning and Management in Nepal: A Case Study of Chilime Hydro Power 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 **Achyut Raj Bhattarai and Laxman Raj Kandel** of Shanker Dev Campus, T.U.

.....

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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 “*Revenue Planning and Management in Nepal: A Case Study of Chilime Hydro Power 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.

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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.

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ABBREVIATIONS

A.D	=	Anno Domini
ADB	=	Asian Development Bank
ARR	=	Average Rate of Return
Asso.Prof.	=	Associate Professor
CHPCL	=	Chilime Hydropower Company Limited
BPC	=	Butwal Power Company
GON	=	Government of Nepal
GPR	=	Gross Profit Ratio
GWh	=	Giga watt Hour
HEP	=	Hydro Electricity Power
S.D	=	Standard Deviation
Ltd	=	Limited
MW	=	Mega watt
NEA	=	Nepal Electricity Authority
NEC	=	Nepal Electricity Corporation
NPAT	=	Net Profit after Tax
NPM	=	Net Profit Margin
PPA	=	Power Purchase Agreement
PPC	=	Profit Planning & Control
RDL	=	Royal Drugs Limited
SDC	=	Shanker Dev Campus
WEC	=	Water & Energy Commission