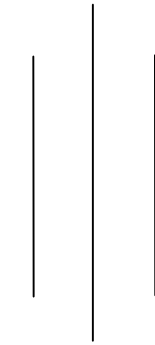
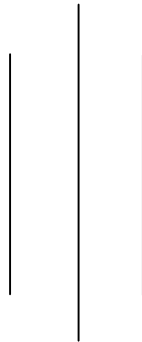


**A STUDY ON REVENUE MANAGEMENT
OF
BUTWAL POWER COMPANY LIMITED**



A Thesis
Submitted by:
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To:
Office of the Dean
Faculty of Management
Tribhuvan University

**In partial fulfillment of the requirement for the degree of
Master of Business Studies (MBS)
Kathmandu, Nepal
April, 2012**

RECOMMENDATION

This is to certified that the Thesis

Submitted by

Sushil Prasad Khatiwada

Entitled

**"A STUDY ON REVENUE MANAGEMENT
OF
BUTWAL POWER COMPANY LIMITED"**

Has been prepared as approved by this Department in the prescribed format of 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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**“A STUDY ON REVENUE MANAGEMENT
OF
BUTWAL 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 the degree of Master of Business Studies (MBS).

Viva-voce Committee

Head of Research Department

Member (Thesis Supervisor)

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DECLARATION

I hereby declare that the work done in thesis entitled "**A STUDY ON REVENUE MANAGEMENT OF BUTWAL POWER COMPANY LIMITED**" submitted to office of the dean, Faculty of Management, Tribhuvan University, is my own research work prepared in the form of partial fulfillment of the requirement for the degree of Master of Business Studies (MBS) under the guidance and supervision of **Associate Professor Yamesh Man Singh**, Shanker Dev Campus, Faculty of Management, T. U.

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ABBREVIATION

BPC	Butwal Power Company
BTI	Butwal Technical Institute
CF	Cash Flow
CFAT	Cash Flow After Tax
CM	Contribution Margin
CV	Coefficient of Variance
CVP	Cost Volume Profit
DDC	Diary Development Corporation
F/Y	Fiscal Year
FC	Fixed Cost
GDP	Gross Domestic Product
GE	General Electronic
HBTF	Harisiddhi Brick and Tiles Factory Limited
HH	Himal Hydro and General Construction Ltd.
IRR	Internal Rate of Return
ISO	International Standard Organization
KHP	Khimti Hydropower Project
KW	Kilo Watt
NCO	Net Cash Outlay
NEA	Nepal Electricity Authority
NEC	Nepal Electricity Corporation
NIDC	Nepal Industrial Development Corporation
NPV	Net Present Value
PBP	Pay Back Period
PI	Profitability Index
PPC	Profit Planning & Control
PV	Present Value
RDL	Royal Drugs Limited
SD	Standard Deviation
VC	Variable Cost
WEC	Water and Energy Commission
WECS	Water and Energy Commission Secretarial