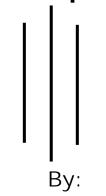
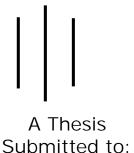
An Analysis of Working Capital Management of Unilever Nepal Limited



Taiyab Ansari

Thakur Ram Multiple Campus, Birganj T.U. Regd. No.: 26412-95

Campus Roll No.:811



Office of the Dean Faculty of Management Tribhuvan University

In the partial fulfillment of the requirements of the Master's Degree in Business Studies (M.B.S.)

Birgunj February, 2009

RECOMMENDATION

This is to certify that the thesis

Submitted by:

Taiyab Ansari

Entitled

"An Analysis of Working Capital Management of Unilever Nepal Limited" has been prepared as approved by this department in the prescribed format of the Faculty of Management. This thesis is forwarded for evaluation.

Mr. Rajeshwar Pd. Acharya
(Thesis Supervisor)
Lecturer

Thakur Ram Multiple Campus

Mr. Rajeshwar Pd. Acharya
(Head of Research Committee)
Lecturer

Thakur Ram Multiple Campus

Campus Chief Thakur Ram Multiple Campus Birgunj

Date:

VIVA- VOCE SHEET

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

Taiyab Ansari

Entitled

"An Analysis of Working Capital Management of Unilever Nepal Limited"
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 the
Master's Degree in Business Studies (M.B.S.)

Viva-voce Committee

Head of Research Committee:	
Member (Thesis Supervisor):	-
Member (External Expert):	
Date : 2065	

DECLARATION

I hereby declare that the work reported in this thesis entitled "An Analysis of Working Capital Management of Unilever Nepal Limited" submitted to the Faculty of Management, Thakur Ram Multiple Campus, Tribhuvan University is my original work done in the format of T.U. for the partial fulfillment of the Master's Degree in Business Studies (MBS) under the supervision and guidance of Mr. Rajeshwar Pd. Acharya, Lecturer of Thakur Ram Multiple Campus, Birgunj, Parsa.

Taiyab Ansari

Researcher

Roll No.:-811

T.U. Regd. No. # 26412-95

Thakur Ram Multiple

Campus,

Birganj

ACKNOWLEDGEMENT

This thesis entitled on "An Analysis of Working Capital Management of Unilever

Nepal Limited" is written for the partial fulfillment for Master's Degree in Business

Studies to be provided by the T.U. The preparation of dissertation is much pains

taking working. It took of a lot of time. However, the co-operation, encouragement

and the support rendered by my family members made it possible to accomplish the

work. I am personally thankful to them all.

I sincerely acknowledge, Mr. Rajeshwar Pd. Acharya (guide), Leturer of Thakur Ram

Multiple Campus for his co-operation and support. I owe my heart felt thanks to him

for helping me and guiding me throughout this research.

I would like to express my sincere thanks to Campus Chief of Thakur Ram Campus,

Lecturer Mr. Lalan Dwibedi, Mr. Sanjay Shrestha, Mr. K.K. Sah, Mr. Namo Narayan

Mahato and Dr. Deepak Shakya who always been my true source of inspiration.

I am also thankful to my Friend Mr. H.N. Chaudhary for providing me this research

topic. He gave me some valuable ideas on how to initiate a research work together

with kind statistical guidance wherever I required, during the study analysis.

Finally, thanks are also expressed to all those who have always been with me with

their best wishes for finalizing this study successfully.

Taiyab Ansari

Roll No.:-811

T.U. Regd. No. # 26412-95

2009

Table of Contents

S. No.		Page No.
V D A T L L	ecommendation iva-voce sheet eclaration cknowledgement able of Contents ist of Tables ist of Figures ist of Abbreviation	
	Chapter-I Introduction	1
1.1	Background of Study	1
1.2	Brief History of Unilever Nepal Pvt.	6
1.2.1	Ami of the Company	7
1.3	Focus of the Study	8
1.4	Statement of Problem	10
1.5	Objective of the study	11
1.6	Significance of the Study	12
1.7	Limitation of the Study	12
1.8	Chapter Plan	13
	Chapter-II LITERATURE REVIEW	14
2.1	Introduction	14
2.2	Review of Concepts and policies	15
2.2.1	Types of working capital	20
2.2.1	Working Capital policy	22
2.2.2.1	Current assets investment policy	23
2.2.2.2	Current Assets Financing Policy	24
2.2.3	Need of Working Capital	27
2.2.4	Financing of Working Capital	28
2.2.5	Cash Conversation Cycle	30

2.2.6	Determinants of Working Capital	31
2.3	Review of Empirical Study	34
	Chapter -III	
	RESEARCH METHODOLOGY	43
3.1	Introduction	43
3.2	Research Design	43
3.2.1	Nature and source of data	43
3.2.2	Collection of data	44
3.2.3	Data Processing Procedure	44
3.3	Tools and Techniques of Analysis	44
3.3.1	Composition of Working Capital	45
3.3.2	Liquidity position	47
3.3.3	Turnover Position	48
3.3.4	Profitability Position	50
3.3.5	Cash Conversion Cycle	51
3.4	Definition of Key Terms	52:
	Chapter-IV	
	PRESENTATION AND ANALYSIS OF DATA	54
4.1	Introduction	54
4.2	Working Capital Policy	54
4.2.1	Current assets holding policy	55
4.2.1.1	Composition of current assets	55
4.2.1.2	Proportion of each of current assets to total current assets	59
4.2.1.3	Proportion of total current assets to fixed assets	62
4.2.1.4	Proportion of total current assets to sales	63
4.2.2	Current Assets Financing Policy	66
4.2.2.1	Composition of Current Liabilities	66
4.2.2.2	Proportion of each type of current liabilities to total current	
	liabilities	68

4.2.2.3	Proportion of total current liabilities to long-term liabilities	
4.2.2.4	Analysis of growth in components of current assets and	
	current liabilities	72
4.2.3	Liquidity Position	73
4.2.3.1	Current ratio	73
4.2.3.2.	Quick Ratio	74
4.2.3.3	Net Working Capital	76
4.2.4	Efficiency of current assets and current liabilities management	78
4.2.4.1	Turnover Position	78
4.2.4.1.1	Inventory turnover ratio and inventory conversion period	79
4.2.4.1.2	Receivable turnover ratio and receivable conversation period	80
4.2.4.2	Financing of Current Assets from free sources	83
4.2.5	Profitability Position	84
4.2.5.1	Gross Profit Margin	85
4.2.5.2	Net Profit Margin	86
4.3	Cash Conversion Cycle	87
	Chapter-V	
	Summary of Findings Conclusion and Recommendation	91
5.1	Summary	91
5.2	The Major Finding of the study are as follows	92
5.3	Conclusion	94
5.4	Recommendations	96
	Bibliography	
	Appendix	

List of Table

S. I	No.	Page No.
1.	Composition of Current Assets and Compound Growth Rate	57
2.	Proportion of each type of current assets to total current assets	59
3.	Proportions of Total Assets to Fixed Assets	62
4.	Proportion of Total Current Assets to Sales	64
5.	Composition of Current Liabilities and Compound Growth Rate	67
6.	Proportion of each type of current liabilities to total current liabilities	es 69
7.	Proportion of Total Current Liabilities to Long-term Liabilities	71
8.	Growth rate in components of current assets and current liabilities	72
9.	Current Ratio of Unilever Nepal Ltd.	73
10.	Quick Ratio of Unilever Nepal Ltd	75
11.	Net Working Capital of Unilever Nepal Ltd	77
12.	Inventory Turnover Ratio & Inventory Conversion Period	79
13.	Receivable turnover Ratio & Receivable Collection Period	81
14.	Proportion of Non-Interest Bearing Current Liabilities	83
15.	Gross Profit Margin	85
16.	Net Profit Margin	87
17.	Payable Deferral Period	88
18.	Cash Conversion Period	89

List of Figure

S . No	•	Page No.
1.	Types of Working Capital	22
2.	Alternative Current Assets Investment Policy	24
3.	Aggressive Financial Policy	25
4.	Conservative Policy	26
5.	Moderate Policy	27
6.	Composition of Current Assets and Compound Growth Rate	58
7.	Proportion of each type of current assets to total current assets	61
8.	Proportions of Total Assets to Fixed Assets	63
9.	Proportion of Total Current Assets to Sales	65
10.	Current Ratio of Unilever Nepal Ltd.	74
11.	Quick Ratio of Unilever Nepal Ltd	76
12.	Net Working Capital of Unilever Nepal Ltd	78
13.	Inventory Turnover Ratio & Inventory Conversion Period	80
14.	Receivable turnover Ratio & Receivable Collection Period	82
15.	Proportion of Non-Interest Bearing Current Liabilities	84
16.	Gross Profit Margin	86

ABBRIVAITION

AVU = Arun Vanaspati Udyog

BNK = Bottler Nepal Balaju

BNT = Botter Nepal Terai

CA = Current Assets

CB = Cash and Bank Balance

CR = Current Ratio

F/Y = Fiscal Year

FA = Fixed Assets

GPM = Gross Profit Margin

i.e. = that is

ICP = Inventory Conversion Period

INV = Inventory

JSM = Jyoti Spinning Mills

NL = Nepal Lube Oil

NL Ltd. = Nepal Lever Limited

NMP = Net Profit Margin

P & A = Pre-paid and advance

PDP = Payable Conversion Period

Pro. = Provision

R = Receivable

RCP = Receivable Conversion Period

RJM = Raghupati Jute Mills

T & P = Trade & Other Payable

UN Ltd. = Unilever Nepal Limited