

**ORGANISATION STUDY REPORT ON
LEKSA LIGHTING TECHNOLOGIES PVT LTD**

Submitted by

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In partial fulfillment of the requirements for the award of the degree of

MASTER OF BUSINESS ADMINISTRATION

Under the guidance of

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November 2022

DECLARATION

I Gagana V bearing USN 4AL21BA031 hereby declare that the Organization study report entitled “An Organization Study on has been prepared by me under the guidance of Mr. Neeraj Rai Professor of MBA Department, Alva’s Institute of Engineering and Technology. I also declare that this organization study work is towards the partial fulfilment of the university regulation for the award of degree of Master of business administration by VTU Belgaum, Karnataka. I further declare that this project is based on the original study undertaken by me and has not been submitted for the award of any degree from any other University/Institution.

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EXECUTIVE SUMMARY

The Organization report on “LEKSA LIGHTING TECHNOLOGY PVT LTD” as required by the Visvesvaraya Technological University, Belgaum.

This report is divided into seven chapters. The first chapter deals with the Introduction of the organization & Industry. The second chapter is about the Organization profile consists of Background, Nature of Business, Vision, Mission & Quality Policy, Products & Services Profile, Ownership Pattern, Achievements & Awards and Future & Growth Prospects. The third chapter consists of Mckensy's 7S Framework and Porter's Five Force Model. The fourth chapter deals with the study of SWOT Analysis.

The Report includes the analysis of financial statement for the year- 2022,2021,2020,2019 and 2018 by using the financial statements including balance sheet, income statements and cash flow statement of the organization also the ratios such as current ration, quick ration, solvency ratio, proprietary ratio, debt equity ratio, return on equity.

The Report also includes learning experience and conclusion which is learnt and understood from the organization study on Leksa Lighting Technology Pvt Ltd. The source of data referenced here is primary source which refers to the data which was collected during the period of internship.

CHAPTER 1

INTRODUCTION

1.1 INDUSTRY PROFILE

The manufacturing sector is part of the goods producing industries super sector group. The manufacturing sector comprises establishments engaged in the mechanical, physical or chemical transformation of materials, substances or components into new products.

LEDs have been around for more than half a century. A viable working version of LED technology first came out in 1962. It was invented by 33-year-old General Electric scientist Nick Holonyak Jr. In India, the first LED bulb was manufactured by NTL Electronics in 2009 based on the technology from Lemnis. The LED Light Manufacturing business in India is expected to grow at a rate of 25 percent per annum to achieve \$25 Billion in 2023. Hence, the LED Light Manufacturing business in India is a profitable venture for young and budding entrepreneurs. LEDs are the semiconductors Light-emitting diodes that are used to emit visible lights by passing electric currents through them. The LED lights are smaller, low cost, and have long operating life as compared to the traditional or regular lighting systems. The LED lights used for residential purposes consume at least 75 percent less energy, lasting longer than other incandescent lights by using remarkably less power, and giving the same amount of output.

With more than 15 percent of the global electricity consumption, the global lighting market has witnessed a transition from conventional lighting systems and Compact Fluorescent (CFL) bulbs towards LED lighting technologies. The LED market in India has shown a growing trend by increasing the annual sales of LED lighting of 5m per annum to over 670m in 2018. Within 5 years, the LED Light Manufacturing business has grown 130-fold resulting in saving the annual energy of 30 Terawatt. This is a huge achievement that is enough to fulfill the power requirements of about 28m million Indian houses. With the rapid increase of the LED lights in India, the market shares of LEDs have grown from 0.3 percent to 46 percent striking the CFL and tube light lamp in 2018. LED has transformed the lives of people globally by emerging as the energy saver but also by giving a better quality of lights to the people at much cheaper rates than conventional lights. The

Government of India has been giving various benefits to the young aspiring entrepreneurs to motivate them to start the LED Light Manufacturing business in India.

1.2 COMPETITIVE POSITION

India LED lighting market is projected to grow at a CAGR of 24.66%, in value terms, during 2016-2022, on account of increasing government initiatives to boost LED adoption and growing awareness regarding lower power consumption of LED lighting products. Some of the major players in the Indian LED lighting market include Signify NV, Surya, Crompton, Bajaj, Halo nix, Havells, Canara Lightings.

1.3 GOVERNMENT POLICIES

The Government has introduced various incentives through the introduction of the Modified Special Incentive Package Scheme (M-ISPS). The LED market grew by over 70% in 2010 due to the growing power access in India, so there is potential for the LED lighting manufacturing business. LED lighting manufacturing operations in India are critical to reducing carbon footprint, improving access to electricity and achieving sustainable development goals. The government launched an initiative called Unnati Jyoti by Affordable LEDs (2015) for all and has played a very important role in creating a huge market base for manufacturing LED lights. 'UJALA'(2019) is an initiative created to source more LED bulbs in the Indian domestic market and lower prices by bidding and selling the LEDs through registered vendors and kiosks. This is a big step towards making India independent, reducing its reliance on imports from China and expanding its light manufacturing industry.

India has tremendous potential for continued growth of the LED market with long-term sustainable economic growth with a low carbon footprint. Therefore, every young and aspiring entrepreneur should seize the opportunity to build an LED manufacturing business. Aatmnirbhar Sena also works tirelessly to provide financial assistance to budding entrepreneurs to help them realize their dreams and build their own LED light manufacturing business. In India, the government has mandated his BIS certification for all

LED lights sold by the government, setting minimum standards to improve quality and ensure consumers get the same quality products from any manufacturer or brand. There are already plans to update IEC/CIE test methods and standards, and BIS will also change existing standards.

1.4 GROWTH OPPORTUNITIES

Lighting enterprise in India has generated a whole lot of opportunity. LED lighting have hugely entered into residential, commercial, streetlight and backyard lighting fixtures however nevertheless it has to move lengthy way. The growth of India's Light Emitting Diode- LED mild production commercial enterprise has witnessed exceptional increase withinside the beyond few years to attain the dreams of sustainable development. Any younger entrepreneur can set-up his LED Light production commercial enterprise on a massive scale or maybe begin a small-scale commercial enterprise unit in India. But one desires to have the understanding and information of the basics of producing the LEDs. Hence, the LED Light Manufacturing commercial enterprise in India is a worthwhile assignment for younger and budding marketers.

Starting a exchange in India isn't lots tough in ultra-modern time. But marketers want to have a terrific understanding of the marketplace and approximately beginning a production corporation. Otherwise, dangers can cause the disintegrate of your commercial enterprise. In this report, we incline to awareness on stuff marketers must see for beginning a LED bulb production commercial enterprise. LED positions for the mild emitting diode is a semiconductor whilst modern-day by skip entire this semiconductor it releases the mild. LED is gaining full-size reputation each day and are present in numerous colors, and the variety varies from 2700k to 6500k. LED bulb eats low strength and offers vivid mild as an output accomplice to CFL, old-fashion bulb, and tube lighting. LED bulbs have an immoderate lifestyle which is set 50000 to 80000 burning hours. LED items have tremendous reaction in neighborhood in addition to worldwide marketplace LED mild Manufacturing is a particularly worthwhile commercial enterprise with enormous capital investment. The LED will pass ahead and inside lighting fixtures generation, make an

essential contribution to electricity conservation and traditional mild reasssets will live on in small niches. With new technology like POE LiFi, VLC, the lighting fixtures to clever town lighting fixtures, clever mall or retail lighting fixtures and so forth and additionally collaboration with IT sectors, data & generation proportion and transfer, etc. This is the proper time to spend money on those technology to be prepared for the future.

1.5 MARKET SIZE AND TREND

An unexpectedly developing automobile enterprise additionally affords effective possibilities for the usage of LEDs in head lamps, rear lamps, flip sign and brake lighting. Other crucial elements along with growing infrastructural investments, speedy boom of road lights systems, decline in common expenses of LEDs and numerous authorities and upcoming clever constructing tasks are anticipated to force the call for of LED lighting in India. Within a duration of only a few years the LED has emerge as the dominant synthetic mild supply and has taken over all of the traditional mild reasssets like incandescent bulb, CFL, fluorescent lamps, excessive strain sodium lamp and metallic halide lamp and additionally in almost all fields of lights programs like residential, commercial, offices, retail, hospitality, industries, roads and now even sports activities lights. Being broadly used and effortlessly to be had those LED lighting are extraordinarily used with bad merchandise in India and in turns provide bad outcomes and consequently the enterprise is calling at drastic adjustments in time period of better best. Over the path of 2016 and early 2017, the packaged LED enterprise has persisted the march to specialization even as additionally pushing to all new ranges of mild or energy output and efficacy. It is a development in mild best and spectral energy distribution (SPD) which can be maximum thrilling in relation to popular lights programs or even uniqueness makes use of along with lights for fitness and wellbeing.

There isn't always most effective brilliant development in Lumen at Chip Level however added lumen is likewise enhancing with proper use of thermal control and optics. LM8, LM79 & TM 21 is carried out to offer progressed lifestyles of LED chip and additionally the luminaires. Emphasis is given on best and almost all programs are actually traumatic

Macadam ellipse three or less, CRI extra than ninety and R9 additionally 90+. Now TM 30 being out, CRI is getting previous and being changed with Rf & Rg. With this fashion in different artwork of the world, customers in India too will call for so.

1.6 COMPANY PROFILE

LEKSA Lighting Technologies Private Limited is a private incorporated on 23rd September 2016. It is classified as non-govt company and was founded in the year 2016 and the directors of Leksa Lighting Technologies Pvt Ltd are Sudesh Umesh Kotian, Ronald Silvan D'Souza.

Leksa is engaged in providing modern solutions and execution for Stage Light, LED Moving Head Light, TV studios, film and fiction shoots, but also the architectural, stadium, and many other specialized lighting applications. It is also having the largest manufacturing facility for specialized lighting equipment's in South East Asia, located in Mangalore, India. It runs with more than 250 employees working in it and is carried on with 20-40% of exports. Its runs with an annual turnover of Rs. 28crs. Leksa manufactures about 190 varieties of products. Leksa Lighting Technologies Private Limited was established with the goal of developing a reputable business that specializes in producing and offering complete lighting solutions in specialized lighting in accordance with international standards. With over 250 employees, Leksa has one of the finest manufacturing plants for specialized lighting close to Moodubidire.

The very title of Leksa Lighting defines the company's aim. "Lighting Excellence" is the meaning of "LE" in LEKSA. It also serves as the company's slogan and expresses Leksa's ambition to be the world's leading provider of professional lighting technology. Following this objective with the company's committed Research and Development team, which brings Leksa's renowned innovative technology that combines affordability with efficiency

and modernity. In order to achieve this goal, the team operates to be independent and create all of its items internally. This decreases the company's reliance on outside resources and gives them more control over the specifications and quality of their products. The acronym KSA, which stands for "knowledge shared adequately," supports the organization's goal of educating and communicating ideas to all people, particularly to the new generation. Leksa has given various training courses on the value of lighting and lighting technology to a variety of audiences, including the film community, students at various film and engineering universities. It is a means for the business to give back to the community.

CHAPTER 2

ORGANISATION PROFILE

2.1 BACKGROUND/ HISTORY

Leksa Lighting Technologies Private Limited was founded in the year 2016 on the outskirts of Mangalore, India, with very little employees but a tremendous amount of confidence and desire. Leksa has quickly risen to prominence as a top producer and supplier of professional lighting in South East Asia, dominating not only the broadcasting sectors such as TV studios, film and fiction shoots, but also the architectural, stadium, and many other specialized lighting areas. A highly skilled team has formed with the slogan "Respect for people and team effort" under the capable management of executive director Ronald Silvan D'Souza, a strong team player and leader. Leksa Lighting Technologies Private Limited was established with the goal of developing a reputable business that specializes in producing and offering complete lighting solutions in specialized lighting in accordance with international standards. With over 250 employees, Leksa has one of the finest manufacturing plants for specialized lighting close to Moodubidire.

2.2 NATURE OF THE BUSINESS

Leksa Lighting is mainly indulged with manufacturing and exporting. Their major exports are to Singapore, UAE, Nigeria, Kuwait, Bangladesh. They manufacture 190 varieties of LEDs of different uses.

2.3 VISION, MISSION, QUALITY POLICY

Vision - "An admirable organization in specialized lighting, working systematically with continuous improvement to give customers the most compelling lighting experience with satisfaction".

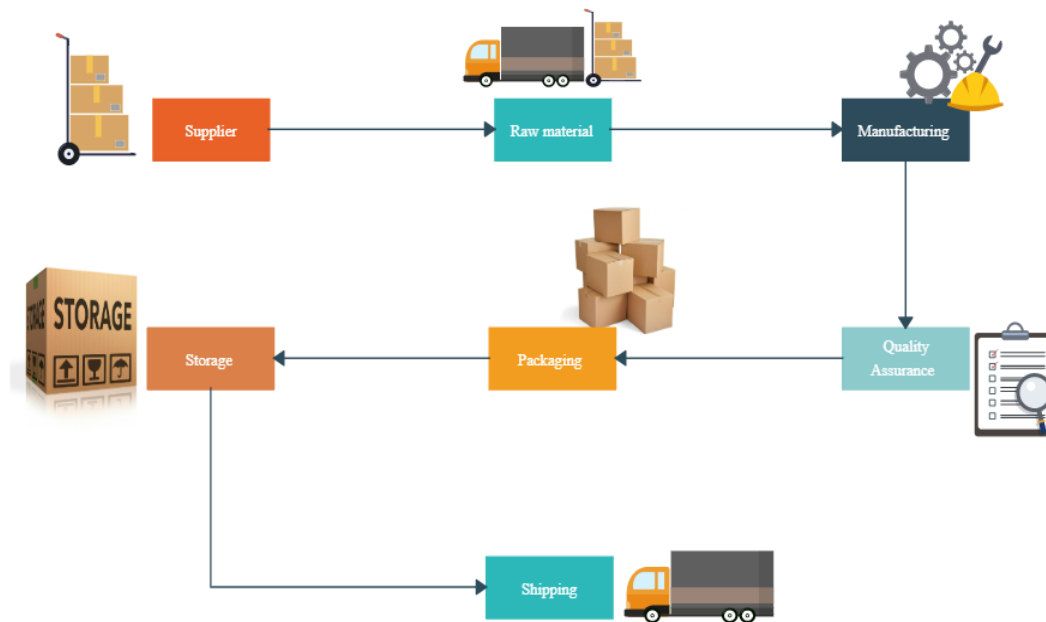
Mission - is to provide "Knowledge Based Lighting Excellence" to the respected customers.

Quality Policy- Leksa Lighting Technologies Pvt Ltd is the Manufacturer, Exporter & Trader of LED lighting. They align the quality management system with the company's strategies and the requirement of the quality standard and work to improve its effectiveness.

LEKSA consistently provides the products & service that meet or exceed the requirement and expectations of the valuable customers. They actively pursue ever improving quality through programs that enable each employee to do their job right the first time and every time.

ISO 9001:2015 Quality Management System is the basis of quality management system and LEKSA are committed to meet and receive their standard requirement in line with the needs and expectations of the customers.

2.4 WORKFLOW MODEL



The above process relates to the workflow model of Leksa Lighting Technology Pvt Ltd, saying how the production process takes place at Leksa. It starts with the purchase of raw materials from outside and the manufacturing takes place as the orders are placed by the clients. The manufactured products are stored and the packing takes place as per the order set by the clients or the customers. Their quality is tested and the final shipment takes place.

2.5 PRODUCT AND SERVICE PROFILE

Leksa Lighting Technologies serve their customers with various products and aim to maintain the good quality of their products. They manufacture various products with modern specialization. And their products are,

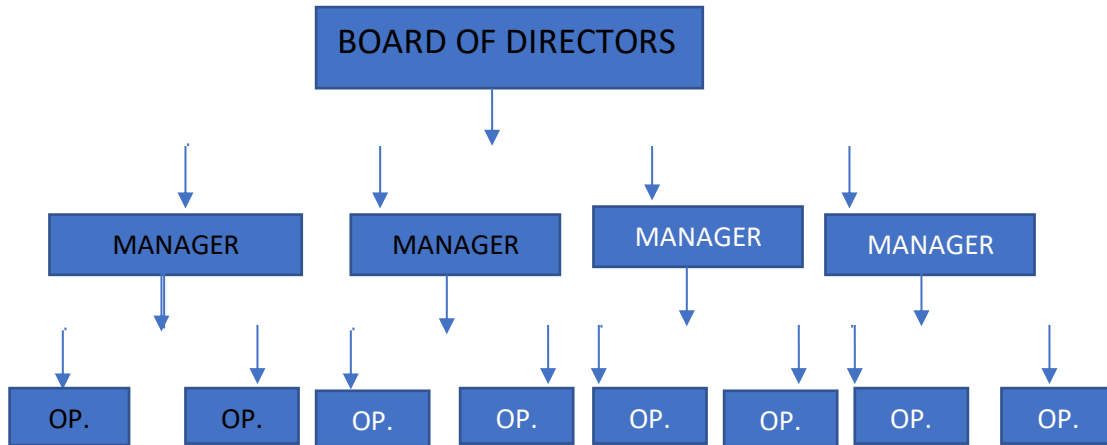
- 15R, 10R, 7R Sharphy LED Moving Head Light
- 350W, 200W LED Moving Head Spot Light
- 300W, 600W LED Titus Stage Lights

- 200W LED Fresnel Spot Light
- 300 W 26 Degree, 200 W 14 Degree LED Profile Stage Light
- RGBW LED Par Light,
- 100W, 3200k LED Parcan Light,
- 120W RGBW LED Parcan Wash Light
- Lytmen G1 LED Parcan Light
- 50w Led Flood Light
- 200W, 100W, 300w, 150W LED Sports Flood Light
- 80W, 60W LED ENG Studio Light
- 100W LED Soft Panel Studio Light
- 200W, 400W, LYT MEN LED Blinder Light
- Lexafe UVD-1 Lamp, Lexafe UVD-2 Lamp
- Fixed Pipe Grid
- Motorized Curtain Tracks
- Lexafe UV Sterilizer
- DMX Controller and Splitter
- C CLAMP and Safety chain
- Junction box and Connectors
- DMX Cable

Product profile can be broadly split into various categories, like

- i. LED Par Light
- ii. LED Moving Head Lights
- iii. Flood Light
- iv. LED Blinder Lights

2.6 OWNERSHIP PATTERN



The ownership pattern in Leksa is as the above diagram. The directors of Leksa Lighting Technologies Pvt Ltd are Sudesh Umesh Kotian, Ronald Silvan D’Souza. Under them there are several departments where each department is managed by a manager or a department head. The department heads convey duties to their subordinates.

2.7 ACHIEVEMENTS AND AWARDS

Leksa Lighting Technologies Pvt Ltd has achieved many awards from past several years. Below are some of the achievements and awards which Leksa Lighting Technologies Pvt Ltd has achieved along with the year of their achievements: -

- 2018 - Awarded fastest Growing Indian Brand by International Achievers Council held in Dubai.
- 2018 - nominated as Best 5000 MSME’s Award.
- 2019 - Awarded Excellence in Manufacturing and Customers Satisfaction during Global Business Meet at Thailand.

- 2022 - “Most trusted company award for excellence in lighting equipment’s manufacturer” on the occasion of National seminar on “Outstanding Contributions to National Development – ATMANIRBHAR BHARAT”
- 2022 - High Flyers 50 Global Indians Award for Outstanding Achievers

2.8 FUTURE GROWTH AND PROSPECTS

Leksa Lighting Technology Pvt Ltd is one of the fast-growing companies in Mangalore. In the Indian LED lighting market size reached US\$ 3.4 billion in 2022. Looking forward Leksa is expected to grow at a CAGR of 9.8% between 2023 and 2028 reaching the projected value of USD 5.51 billion by 2027. And to become the market leader in the Indian as well as international markets.

CHAPTER 3

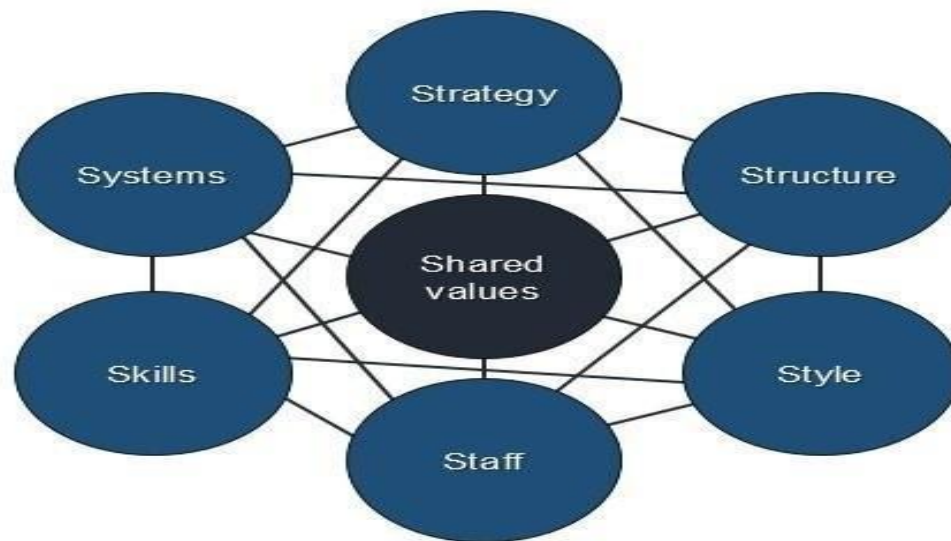
MCKENY'S 7S FRAMEWORK AND PORTER'S 5 FORCE MODEL

3.1 MCKENY'S 7S FRAMEWORK AND PORTER'S 5 FORCE MODEL

McKinsey 7S Model is a framework of organizational effectiveness that postulates that there are 7 internal factors of an organization that need to be aligned reinforced in order to be successful. Business consultants Robert H. Waterman, Jr. and Tom Peters in the 1980s developed this management model. 7s includes structure, strategy, systems, skills, styles, staff and share value. It is framework model for analyzing organization and their effectiveness. This 7S are divided into two parts they are Hard S and Soft S. Hard S are strategy, structure and system and Soft S are shared values, skills, styles and staff.

The 7's model can be utilized in a wide assortment of circumstance where an arrangement viewpoint is valuable, for instance, help to Improve the exhibition of an organization.

- Examine the presumable impacts of future changes inside an organization.
- Align offices and cycles during a merger or securing.
- Determine how best to actualize a proposed methodology.



3.1.1 Strategy:

Strategy can be classified into

➤ CORPORATE LEVEL STRATEGY

The long-term objective of the company is to provide and pursue aggressive growth push through its new range LEDs with new modular platform, transforming the bulb business with fully-built in modern solutions, expanding international reach, enhanced after-market services and competitive offering

➤ BUSINESS LEVEL STRATEGY

Leksa Lighting Pvt Ltd offers a variety of services and products differing from other LED manufacturing industries which helps them to stand out from rest of the company. Leksa Lighting aims to become a leader in both national and international market segments in the next 3-5 years. One of the main reasons for this is the company has launched its 300WAT soft panel light at a much lower cost than competitors.

➤ OPERATING LEVEL STRATEGY

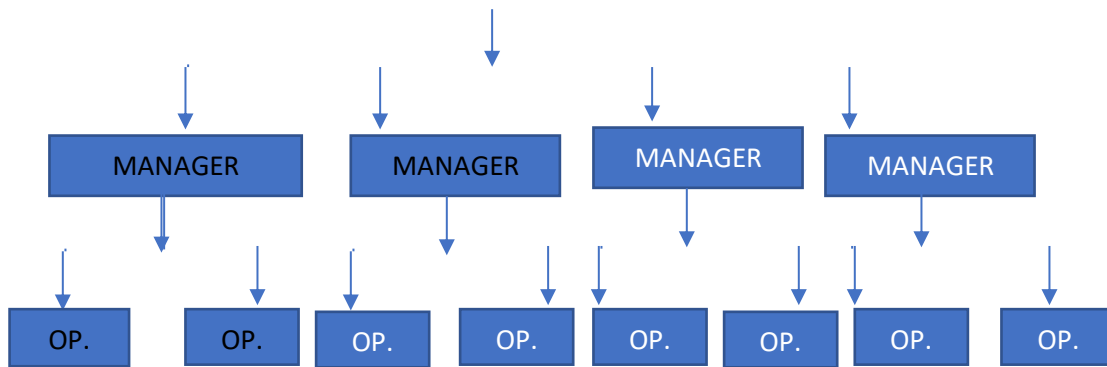
The company will make only essential capital expenditure, reduces the fixed cost, inventory level both at the factory and dealers' level. Under long term strategy company will pursue aggressive growth push through its new range of LEDs, expanding international reach, competitive electric bus offerings, and expansion of international reach. Strategy is an association plans in light of, or expectation of, changes in its outer condition. System is separated by strategies or operational activities by its tendency of being planned, carefully conceived and frequently basically practiced. It deals with basically 3 questions

- 1) The position of the organization right now
- 2) Where the organization wants to be in the specific time allotted.
- 3) How to arrive or reach the set goal.

3.1.2 Structure

Business needs to be structured in a specific form of shape which is generally referred to as organizational structure. There are different types of organization structure depend on the objectives and cultures of the organization. Generally, the organizations have been organized in a progressive route with a few divisions and offices, each liable for a particular undertaking.

At Leksa Lighting Pvt Ltd, job duties are meant to be carried out responsibly, and employees frequently define their goals in collaboration with their superiors. On the other hand, it is centralised in ensuring that managers review and approve the different initiatives and techniques that workers use in order to guarantee that they are aligned with the company's strategy and values.



3.1.3 System

Each organization has a few frameworks or internal cycles to help and execute the strategy and to run day to day activities. Leksa Lighting Pvt Ltd has followed some system during the selection of the candidates such as written interview, technical interview and HR interview. Generally, the associations have been following a bureaucratic style measure model where most decisions are taken by the higher administration level. Progressively, the organization are improving and modernizing their cycle by development and utilization of new innovation to and use of new technology to make decision making process quickly.

The below are the certain system company follows in the organization to have a sustainable competitive edge,

- Defined controls for systems
- Internal processes for organizational alignment
- Monitoring and evaluating controls.

3.1.4 Staff

Organizations are comprised of people and the individuals who are responsible for the success of the organization by achieving their goals and objectives. Leksa Lighting Pvt Ltd hires the best staff and provides them effective training and support, and pushing their staffs

to limits in accomplishing proficient greatness, and this structures the premises of these associations' technique also, upper hand over their rivals. Organization also provides confidence to the employees about their future in the organization.

- Employee skill level vs business goals
- Number of employees
- Gaps in required capabilities and capacities

3.1.5 Skill

A detailed case study of the organization or exhaustive material on the association under examination is required to analyze it using the 7S model. This is on the grounds that the model covers practically all perspectives of the business and every single significant piece of the association. It organizes frequent training and workshops for its staff, both internally and externally managed, to give possibilities for growth and development.

3.1.6 Style

A detailed case study of the organization or exhaustive material on the association under examination is required analyze it using the 7S model. This is on the grounds that the model covers practically all perspectives of the business and every single significant piece of the association.

- Employee skills
- Employee skills vs task requirement.
- Skill management.

3.1.7 Shared values

All the members of the association share some normal principal thoughts or controlling ideas around which the business is built. This might be to make money or to excellence in specific field. These qualities and share objectives keep the workers moving in the direction of a typical objective as a lucid group and are critical to keep the cooperation alive. The association with poor value and share objectives often find employees following their own objectives that might be different.

Employees' skills are adapted to certain work responsibilities and needs, which gives the organization a competitive advantage because gamers can't mimic staff abilities or training. This gives the firm a one-of-a-kind, non-replaceable skill set.

3.2 PORTER'S FIVE FORCE MODEL

Porter's 5 force model means that defines and analyses five forces of competitive that shape every business organization and help to determine the strengths and weaknesses of the company. This Porter's five force model is named after Michel E. Porter, professor of

Harvard Business School. Porter's five force analysis is an important tool for understanding the forces identifies the competition within the organization.

Porter's five force model defines about the five factors to determine the attractive of a given industry in the given market. They are: -

3.2.1 Threat of new entrants

In the markets, capital and expertise needs to setup an auto or parts manufacturing facility would be a big barrier to entry to prevent many new entrants from setting up. Huge capital is required to establish manufacturing units which results in high fixed costs. The existing players have wide spread service network across the India. Therefore, the threat of new entrants is thus low.

3.2.2 The bargaining power of buyers/ customers

Buyers in India have variety of choices everyone's choice is different from one another. There are many foreign manufactures selling their products in India (Cree, Osram, Samsung, Hisense). If there will high number of substitutes in the market the bargaining power of the customer also increases. So LEKSA gives the best quality products to their customers.

3.2.3 Threats of substitutes

LEKSA is the LED manufacturing industry which manufactures different LEDs and bulbs. There are LED manufacturing companies which manufactures same kind of products, the main competitors of LEKSA are Canara Lightings, Samsung, Signify NV, Surya, Crompton, Bajaj. As there are too many suppliers therefore there will also be the high options.

3.2.4 The amount of bargaining power of suppliers

Suppliers to the manufacturers have considerable bargaining power. They are not held rescue by one single manufacturer as they can market their products to any of the others in India. The electronics sector has a number of small supplier's dependent on a few big manufacturers thus their bargaining power is low due to the switching costs of manufacturers.

3.2.5 Competitive rivalry

As there is high level of competition in automobile industry. The amount of rivalry among competitors in India is high. Samsung is the market leader which has an overall market share of 39%. The remaining shares is taken by Havells, Bajaj, Surya etc.

CHAPTER 4
SWOT ANALYSIS

4.1 SWOT Analysis:

Strength, Weakness, Opportunities, and Threats is abbreviated as SWOT. SWOT analysis is a strategy used to assess a company's performance, rivalry, risk, and capability. The firm's internal components can be divided into controllable Strength and Weakness and external ones into Opportunity and Threat, which are out of the firm's control. It is the most well-known technique for auditing and assessing the business's overall strategic position in relation to its surroundings. Its main goal is to pinpoint the tactics that will assist the company develop a unique business model that will enable it to best utilize its resources and adapt to the demands of the environment in which it works.

Strengths:

- The Research and Development System adopted by Leksa Lighting is highly qualitative and experimental.
- Leksa Lighting focuses on providing excellent customer service and enhancing customer satisfaction, which makes its clients more committed to the business.
- The workforce consists of competent and experienced workers. Strong employee-employer bonds and attractive bonuses help to keep the current workforce, which facilitates efficient organization-wide operations.
- Leksa Lighting's innovative technology adoption demonstrates its capability in the usage of high technology.

Weaknesses:

- As technology changes by year on year the research and development process require huge investment and at the same time large amount of expenses are incurred by the company for maintenance.

- As Leksa Lighting is a start-up customers prefer to buy from branded company where they have already gained their trust of customers so brand power is weakness to the company.
- The awareness of Leksa Lighting Technologies Private Limited among people is less and it also lacks in promotional activities.

Opportunities:

- Acquisitions and mergers assist the corporation to introduce additional business divisions and expand its market position.
- Emerging marketing tactics and global expansion fuel the growth of new organizational units to foreign markets as well as India's export market.
- The implementation of cutting-edge technology increases productivity and lowers costs.
- The diversification of the company's goods & services results in greater efficiency and profits.

Threats:

- Rapid technological changes and outdated of machineries affects the smooth functioning of the organization.
- As Leksa Lighting is a start-up, company finds it difficult to develop customer base and it takes long time. Competitors try to focus on these customers which becomes threat to the company.
- Apart from prices, there is competition in quality and cost of the products.

CHAPTER 5

ANALYSIS OF FINANCIAL STATEMENTS

ANNUAL REPORT ANALYSIS OF LEKSA LIGHTING TECHNOLOGIES PVT LTD FOR THE YEAR 2017-2021

5.1. BALANCE SHEET ANALYSIS OF LEKSA LIGHTING TECHNOLOGIES PVT LTD:

Balance Sheet (in Rs. Cr) from 2018-2022

EQUITY AND LIABILITY	2022	2021	2020	2019	2018
Equity share capital	7.16	6.89	6.89	6.89	6.89
Reserves & surplus	17.47	14.65	12.6	10.9	9.94
Total shareholders fund	24.63	21.54	19.49	17.79	16.82

Noncurrent liabilities					
Long Term Borrowings	0	0	0	0.13	0.24
Deferred Tax Liabilities [Net]	1.77	1.57	1.26	1.73	1.41
Long Term Provisions	0.23	0.21	0.14	0	0
Other long-term liabilities	0	0	0	0	0
Total noncurrent liabilities	2	1.78	1.4	1.85	1.65
Current liabilities					
Short term borrowings	4.45	1.52	1.09	0.92	2.58
Trade payables	4.01	4.67	4.18	5.36	4.05
Other current liabilities	1.27	1.4	1.62	1.41	1.93
Short term provisions	0.09	0.03	0.01	0.26	0.43

Total current liabilities	9.82	7.61	6.89	7.96	8.99
Total capital and liability	37.17	30.93	27.78	27.6	27.47
ASSETS					
Non-current assets					
Tangible assets	19.31	18.96	19.35	20.49	21.58
Intangible assets	0.02	0	0	0	0
Capital work in progress	0	0	0	0	0
Other assets	0	0	0	0	0
Fixed assets	19.34	18.97	19.35	20.49	21.58
Non-Current Investments	0	0	0	0	0
Deferred Tax Assets [Net]	0	0	0	0	0
Long term loans & advances	0	0.12	0.12	0	0

Other Non-Current Assets	0.13	0	0	0.64	0.38
Total non-current assets	19.47	19.09	19.47	21.13	21.96
Current assets					
Current investments	0	0	0	0	0
Inventories	6.46	3.59	3.11	1.6	1.82
Trade receivables	8.79	5.85	3.86	3.54	2.16
Cash & cash equivalents	0.12	0.87	0.19	0.33	0.07
Short term loans & advances	0	0	0	0	0
Other current assets	2.34	1.53	0.43	1.01	1.0
Total current assets	17.71	11.84	8.31	6.47	5.5
Total assets	37.17	30.93	27.78	27.6	27.47

5.2. PROFIT AND LOSS STATEMENT OF LEKSA LIGHTING TECHNOLOGIES PVT LTD:

Particulars	2022	2021	2020	2019	2018
Income					
Revenue from operations (gross)	44.70	30.84	23.14	18.52	14.64
	0.0	0.0	0.0	0.0	0.0
Total operating revenue	44.70	30.84	23.14	18.52	14.64
Other income	1.40	0.55	0.49	1.20	0.67
Total revenue	46.10	31.39	23.63	19.72	15.31
Expenses					
Cost of materials consumed	33.37	21.95	15.41	11.96	9.92
Purchase of stock in trade	0.00	0.00	0.00	0.00	0.00
Operating and direct expenses	0.00	0.00	0.00	0.00	0.00
Changes in inventory of FG, WIP and stock in trade	0.39	-0.52	-0.67	0.04	0.04

Employee benefit expenses	3.51	2.96	2.93	2.35	1.72
Finance cost	0.09	0.03	0.02	0.08	0.04
Depreciation and amortization expenses	1.24	1.20	1.21	1.22	1.18
Other expenses	4.15	2.85	2.49	2.82	1.47
Total expenses	42.76	28.48	21.39	18.47	14.37
Profit and loss before exceptional, extraordinary items and tax	3.34	2.91	2.24	1.25	0.95
Exceptional items	0.00	0.00	0.00	0.00	0.00
Profit and loss before tax	3.34	2.91	2.24	1.25	0.95
Tax expenses continued operations					
Current tax	0.74	0.49	0.37	0.26	0.19
Less: MAT credit entitlement	0.00	0.00	0.00	0.26	0.00
Deferred tax	0.21	0.33	0.17	0.32	0.25
Tax for earlier years	0.00	0.01	0.01	-0.03	0.00
Total tax expenses	0.95	0.82	0.55	0.29	0.44

Profit/loss after and before extraordinary items	2.39	2.08	1.70	0.97	0.51
Profit/loss from continuing operations	2.39	2.08	1.70	0.97	0.51
Profit/loss for the period	2.39	2.08	1.70	0.97	0.51

5.4 RATIO ANALYSIS OF LEKSA LIGHTING TECHNOLOGIES PVT LTD

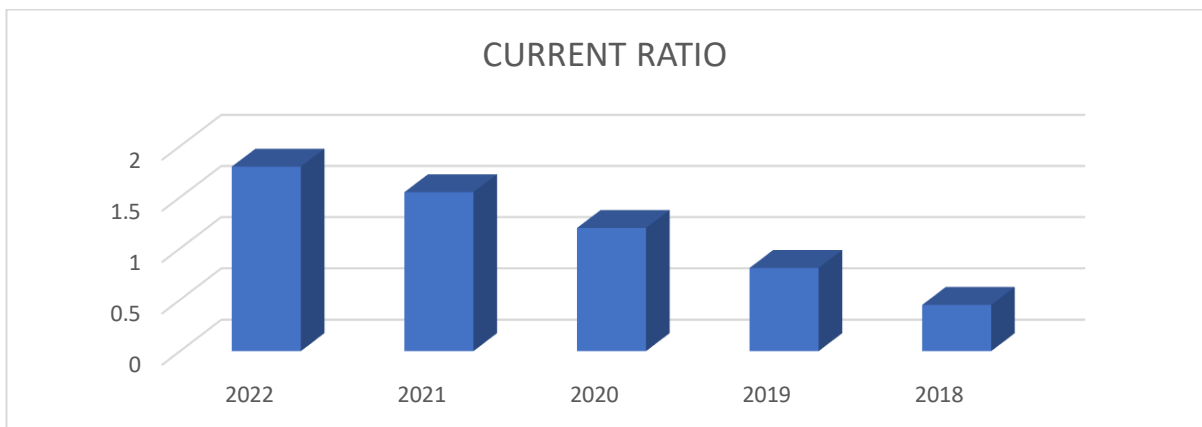
5.4.1 SHORT TERM SOLVENCY RATIO:

5.4.1.1 CURRENT RATIO: Current Assets/ Current Liabilities

TABLE NO: 01

Year	2022	2021	2020	2019	2018
Current ratio	1.8	1.55	1.20	0.81	0.61

CHART NO: 01



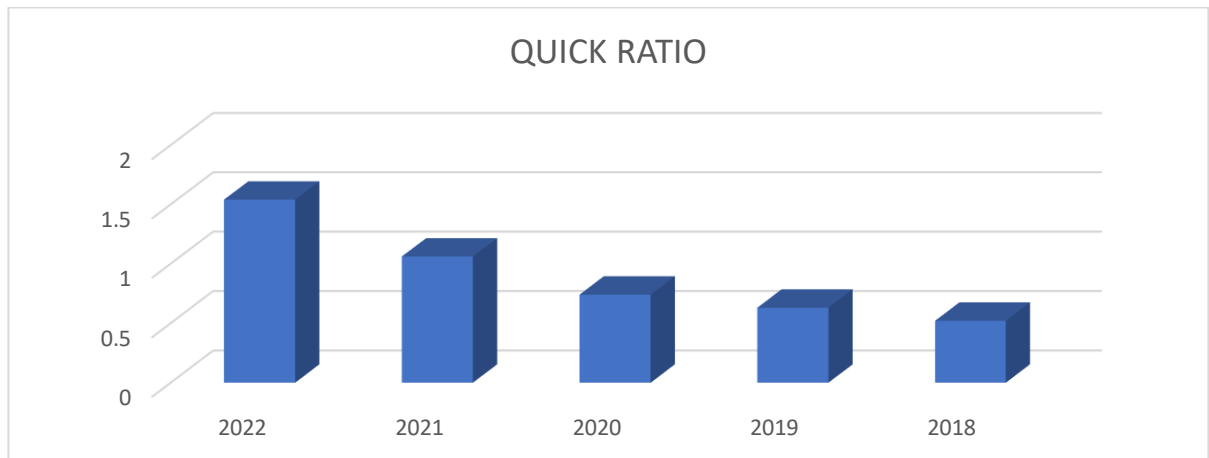
Analysis: Here the company has good current ratio over the 5 years that means company has enough liquid assets to cover its liabilities. Above table and graph shows the current ratio of the company. In the year 2022 company have highest current ratio i.e. 1.8 which shows good liquidity position of the company but in previous years, the company is having less than 1 current ratio which is not good liquidity position for company.

5.4.1.2 QUICK RATIO: Quick Assets/ Quick Liabilities

TABLE NO: 02

Year	2022	2021	2020	2019	2018
Quick ratio	1.54	1.06	0.74	0.63	0.52

CHART NO: 02



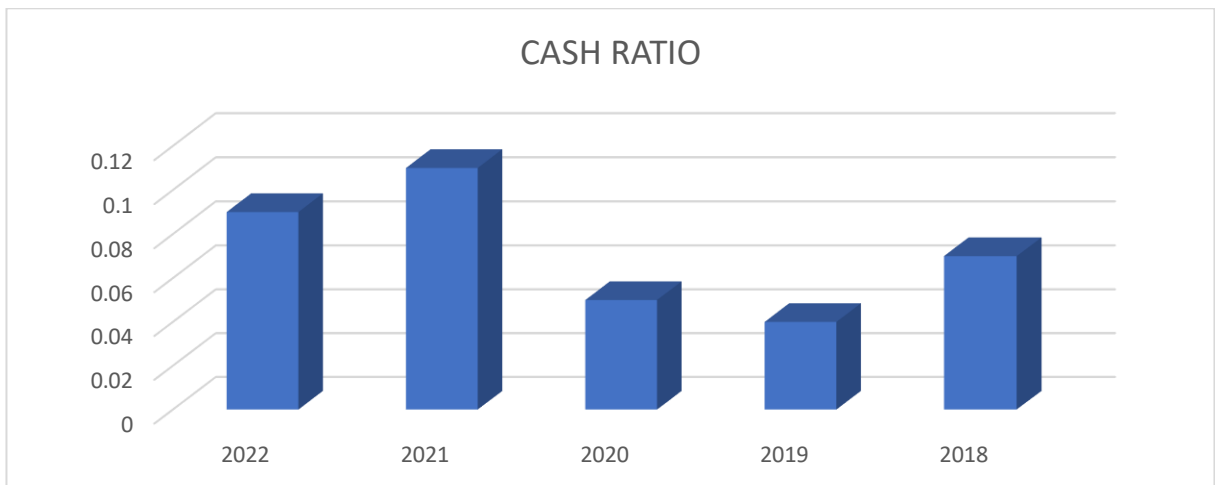
Analysis: Quick Ratio of the company has been increasing which is the good sign to the organization. More the liquid assets mean better the company's financial health. The company has satisfactory level of quick ratio as it is increasing.

5Q.4.1.3 CASH RATIO: Cash & cash equivalents/total current liabilities

TABLE NO: 03

Year	2022	2021	2020	2019	2018
Cash ratio	0.09	0.11	0.05	0.04	0.07

CHART NO: 03



Analysis: Above table and graph represent cash ratio of the company. The positive position of cash ratio is more than one but the company has less than one it represents that the company don't have enough cash to meet its requirements.

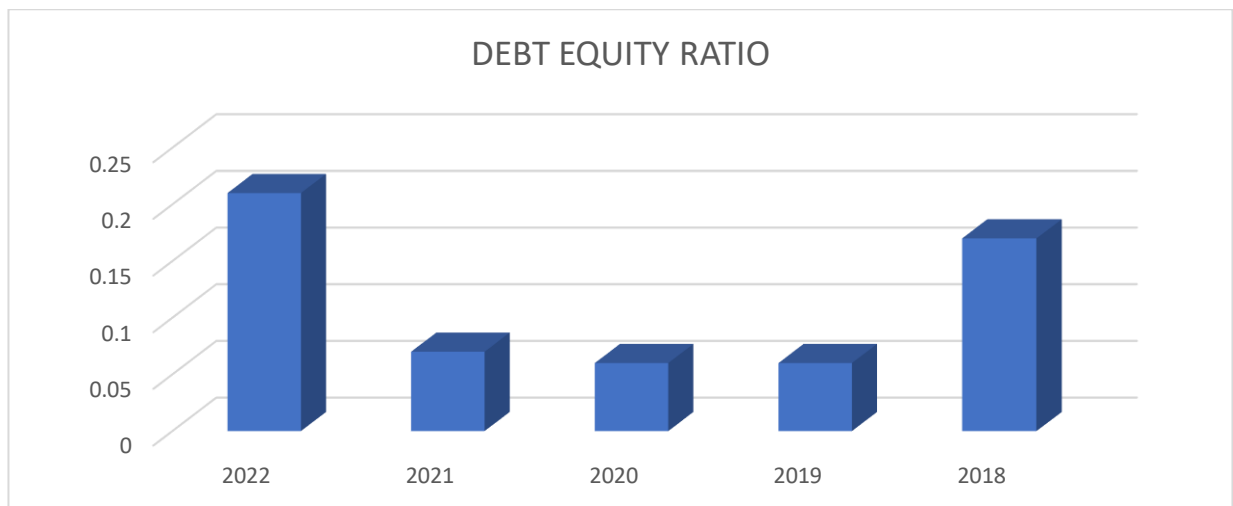
5.4.2 LONG TERM SOLVENCY RATIO:

5.4.2.1 DEBT EQUITY RATIO: Long Term Debt/ Equity

TABLE NO: 04

Year	2022	2021	2020	2019	2018
debt equity ratio	0.21	0.07	0.06	0.06	0.17

CHART NO: 04



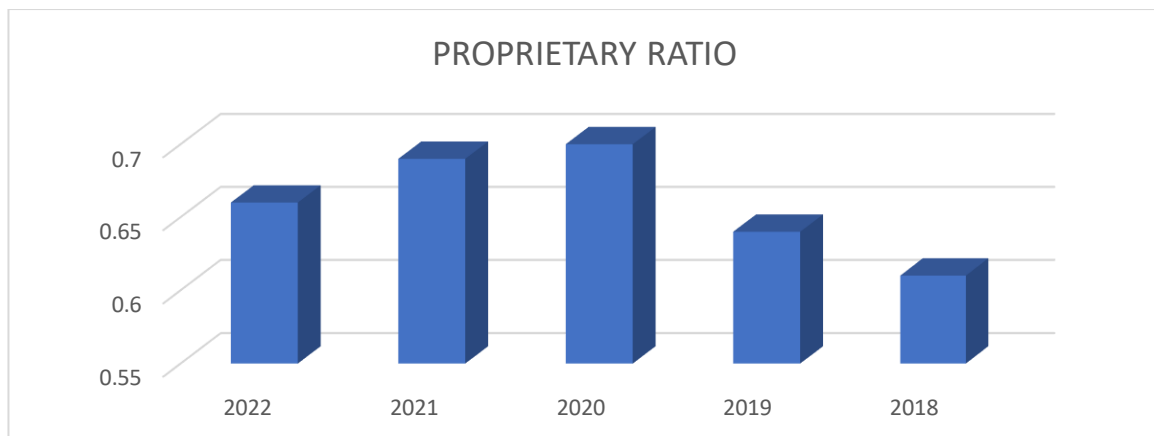
Analysis: A ratio of 2.0 or higher is usually considered risky. In year 2018 company have more debt-equity ratio i.e. 0.17 which shows the company have more debt than equity. In current year the debt equity ratio is 0.21 which is consider as good for the company.

5.4.2.2 PROPRIETARY RATIO: total shareholders fund/ total assets

TABLE NO: 05

Year	2022	2021	2020	2019	2018
Proprietary ratio	0.66	0.69	0.70	0.64	0.61

CHART NO: 05



Analysis: The above table and graph represent the proprietary ratio of the company. The proprietary ratio of the company is less than one in every year which indicates that long term loans and obligations are less secured it means the dependence of company on debt financing in order to run the business.

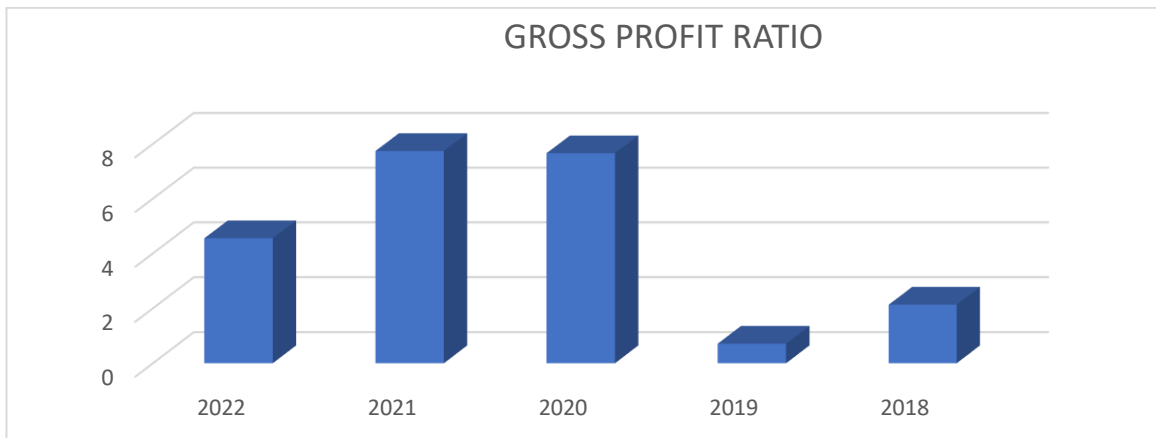
5.4.3 PROFITABILITY RATIO

5.4.3.1 GROSS PROFIT RATIO: Gross profit/net sales*100

TABLE NO: 06

Year	2022	2021	2020	2019	2018
Gross profit ratio	4.55	7.74	7.66	0.71	2.13

CHART NO: 06



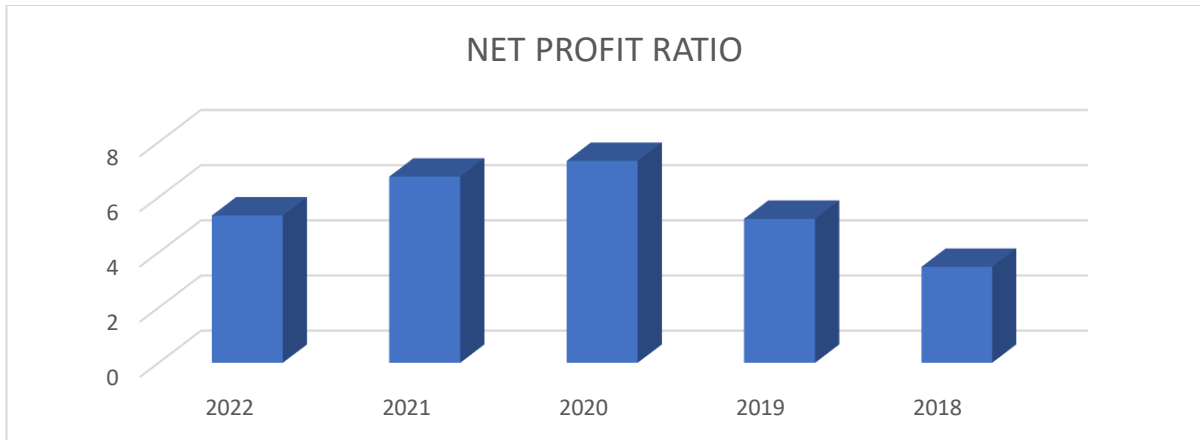
Analysis: The above table and graph shows the gross profit of the company. In 2021 the company have highest gross profit ratio of 7.74% gradually it decreased and reached 4.55% in 2022.

5.4.3.2 NET PROFIT RATIO: $\text{NET PROFIT}/\text{NET SALES} \times 100$

TABLE NO:07

Year	2022	2021	2020	2019	2018
Net profit ratio	5.34	6.75	7.32	5.22	3.48

CHART NO: 07



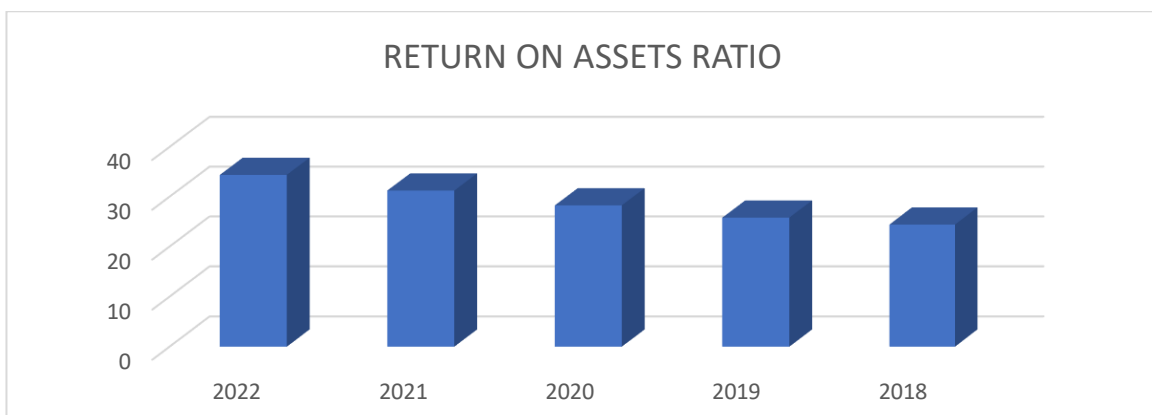
Analysis: The Company has highest net profit ratio in the year in year 2020 that is 7.32. In current year the company has 5.34 of net profit ratio. The company has lowest net profit ratio in year 2018 i.e., 3.48

5.4.3.3 RETURN ON ASSETS RATIO: $\text{net profit}/\text{total assets} \times 100$

TABLE NO: 08

Year	2022	2021	2020	2019	2018
Return on assets ratio	34.38	31.23	28.26	25.8	24.4

CHART NO: 08



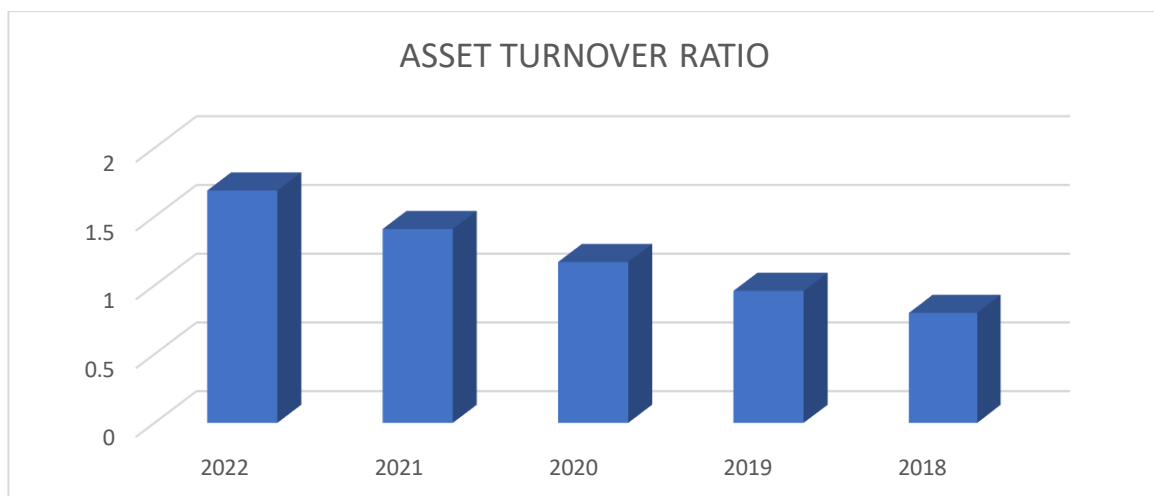
Analysis: the above graph and table represent the ratio of return on assets. The current year return on asset is 34.38. The company has highest ROA in year 2022 and lowest ROA in year 2018 that is 24.4

5.4.3.4 ASSET TURNOVER RATIO:

TABLE NO: 09

Year	2022	2021	2020	2019	2018
Asset turnover ratio	1.69	1.41	1.17	0.96	0.8

CHART NO: 09



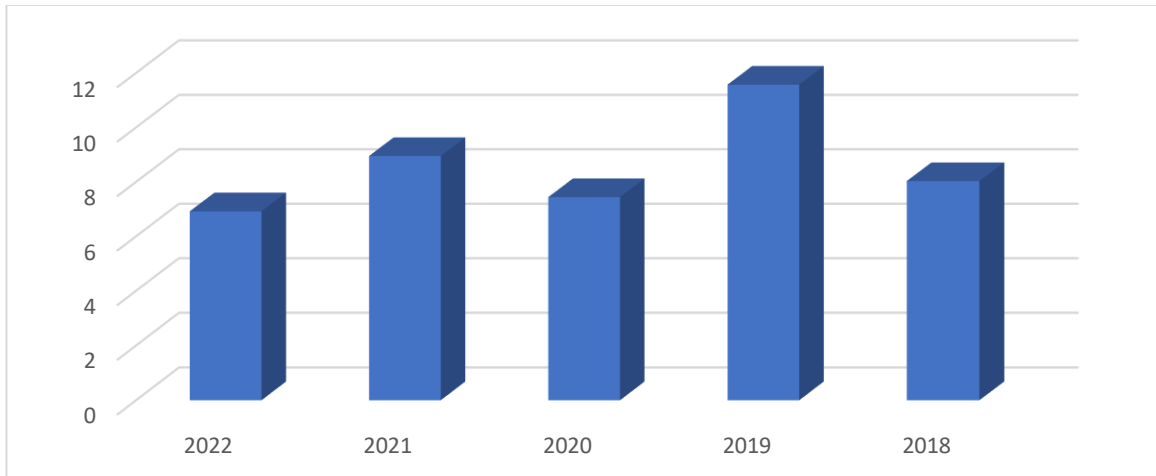
Analysis: the above graph and table represent the ratio of asset turnover ratio of the company. The current year asset turnover is 1.69 that is the company is working more efficiently and is making good use of its capital. The company has highest asset turnover ratio in year 2022 and lowest in year 2018 that is 0.8.

5.4.3.5 INVENTORY TURNOVER RATIO

TABLE NO: 10

Year	2022	2021	2020	2019	2018
Inventory turnover ratio	6.92	8.95	7.44	11.57	8.03

CHART NO: 10



Analysis: the above graph and table represent the ratio of inventory turnover ratio of the company. The current year inventory turnover is 6.92. The company has highest inventory turnover in year 2019 i.e. 11.57 that is a good sign and lowest in year 2020 that is 7.44

CHAPTER 6

LEARNING EXPERIENCE

LEARNING EXPERIENCE

The main reason for internships is to benefit both the students who work as assistants and the organizations in which they work on a temporary basis. Substitute players will have the opportunity to master the basics of learning and turn them into real elements. The organization will also improve our administration through new generation-led ingenuity and creativity.

The Organizational study Report has greatly aided me. After conducting an in-depth analysis of the most admired companies, I discovered that the company has numerous strengths and opportunities that it can leverage to truly become a world leader and also setting new standards for corporate citizenship and social responsibility in the pursuit of long-term sustainable growth.

It has enabled me to understand the functioning of a major establishment like Leksa Lighting Technologies Pvt Ltd. The Organizational Study has also revealed many unknown facts about the working of a manufacturing unit and familiarize about the assembling of various LEDs.

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