

**ORGANISATION STUDY REPORT ON
“VEEKAY PVC PROFILES”**

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Submitted to**



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In partial fulfilment of the requirements for the award of the degree of
MASTER OF BUSINESS ADMINISTRATION**

**Under the guidance of
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DECLARATION

I hereby declare that this Internship titled “**VEEKAY PVC PROFILES**” submitted by me to the Department of Management, Visveswaraya Technological University in partial fulfilment of requirement of MBA Programme is a bonafide work carried by me under the guidance of **Mr. Neeraj Rai, Assistant Professor, ALVAS INSTITUTE OF ENGINEERING AND TECHNOLOGY MIJAR** .This has not been submitted earlier to any other University or Institution for the award of any degree/diploma/certificate or published any time before.

Place: Mijar

Date:

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Thank You,
Sachin

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EXECUTIVE SUMMARY

This is an Endeavour to know how the speculations can be applied to practical circumstance. As MBA understudy of Alva's foundation of designing and innovation it is a piece of study for everybody to go through entry level position at some great association. So, this reason I got the chance of temporary position program in “VEEKAY PVC PROFILES”

This report is partitioned into six sections. The principal section manages the presentation about the introduction to industry, industry profile. The subsequent section is about the association profile,

- Nature of business,
- Vision mission, quality strategy,
- Workflow model
- Product/administration profile,
- Ownership design,
- Achievements/grants assuming any,
- Future development and possibilities,

Third part is Mc Kinsey's 7S casing work with unique reference to association under examination. The fourth section manages the SWOT investigation. The fifth part is Analysis of fiscal report 6th section is learning experience. It additionally comprises of Bibliography.

CHAPTER -1
VEEKAY PVC PROFILES CASHEW
INDUSTRY
INTRODUCTION ABOUT THE
ORGANISATION AND INDUSTRY

1.0. INTRODUCTION TO THE STUDY

A systematic study of how an organization succeeds in a competitive environment with the aid of its staff and various divisions is known as organizational study. An organization is a group of people who cooperate to achieve a common goal. The organization's principal objective is to accomplish some predefined goals. Organizational studies aid in understanding how conflicts are decreased since whenever individuals interact in an organization, a variety of elements come into play. Understanding the duties and responsibilities of each department within a company is also an element of organizational studies. This analysis is based on many facets and characteristics of several corporate divisions. The 30-day organization study is conducted. The main goal of this subject is to get knowledge of how organizations function, experience, and exposure to corporate ethics, culture, practices, processes, and regulations.

1.1 PURPOSE OF THE STUDY

- 1) To gain knowledge about the business organization.
- 2) To become familiar with the operations of the many departments inside the company.
- 3) To understand how firms carry out their main business procedures.
- 4) To be familiar with each department's tasks and duties.
- 5) To understand how information is used inside the company at various levels of issue resolution and decision making.
- 6) To connect the theoretical and practical parts.
- 7) To understand the company's organizational structure or hierarchy

1.2. INDUSTRY PROFILE

1.2.1. INDUSTRY STRUCTURE

One of the top countries in the world for cashew processing is India. The country is the largest producer and processor of cashews in the world. More than 0.4 million metric tons of cashews are produced in India on 0.7 million acres of land. One of the top countries in the world for cashew processing is India. The country is the

largest producer and processor of cashews in the world. More than 0.4 million metric tons of cashews are produced in India on 0.7 million acres of land.

Top cashew nut producing states in India are Tamil Nadu, Andhra Pradesh, Orissa, Karnataka, Kerala, and Maharashtra. Raw cashew nuts are processed as soon as they are harvested, which is essential to maintaining their quality and characteristics. The cashew apple's drupe is separated by farmers so they can sun-dry it. To produce the cashew nut kernel, several basic materials are traded and processed.

1.2.2 Competitive position

Manufacturers compete mostly on the basis of quality. The processors now buy their raw cashews from organic farms due to the demand for nuts farmed organically. Additionally, because the attractiveness of the packaging is so important to the Indian mindset of buying, manufacturers are constantly coming up with new packaging designs to draw in as many customers as possible. Both normal packets and vacuum-sealed tins with tins are available for the cashew. Another tactic used by the producers to break into the nation's snack industry is to flavor cashews. Additionally, cashews are one of the primary ingredients in many sweet and spicy foods, particularly in Asian cuisine. Additionally, cashews are now utilized in mueslis. Nevertheless, according to the International Nut and Dried Fruit Council, cashew consumption is influenced by inflation. Compared to peanuts, cashews have a higher fiber content, and because they promote healthy digestion, they also aid in weight gain. Due to the high nutritional content, snack manufacturers have introduced a number of cashew-based snacks to fulfil consumer demand, including ready-to-drink cashew milk, a lactose-free milk alternative. Consumption of cashew nuts has been on the rise due to consumers' growing health concern in the European region. The consumption of cashews has recently increased due to their growing use as a component in spreads and snack bars.

1.2.3 Government policies effecting the industry

A study on regulatory policies in Africa by the Africa Cashew Alliance (ACA) reveals that some initiatives and policies put in place by various regulatory organizations in Africa have been beneficial, while others have had mixed or limited performance. Research and varietal development, technical assistance for farmers, connecting farmers with processors, post-harvest infrastructure, quality

export regulation, market intelligence, and minimum farmgate pricing are some of the most effective policies at this level. Despite the high effectiveness of research and development, technical assistance for farmers, and processor-farmer linkages, other factors, such as export quality regulation and farmer market information. In other nations, establishing minimum farm gate pricing has been ineffective. Different nations have different levels of success and effectiveness with regard to these policies. The improvement of land tenancies/title, farm centers, and educational institutions are some other initiatives that have had less success throughout the production stage. Karnataka's government has released its Industrial Policy 2020–2025. Members of the Karnataka cashew industry export cashews to the tune of about Rs 500 crores annually. It is necessary to set an aim goal of an annual export growth rate of 20% for the following four years. By way of this request, the Karnataka government is urged to create a sector-specific policy element known as the Karnataka Cashew Sector Development Policy. The programme should start by addressing the increase in raw cashew nut production in Karnataka, which is predicted to rise from 50,000 metric tons to 400,000 metric tons by 2030. Cashew production in Karnataka is at the forefront, and coastal Karnataka is home to some of the best institutional cashew installations.

The Karnataka policy should address the following:

1. Exporters who are currently exporting abroad need to be supported with a specific policy based on the criteria as follows:
 - a) Employment – number of women employed
 - b) Total performance improvement in domestic and global turnover over the preceding years in particular parameters
 - c) In order to become exporters, non-exporters should turn to around 70 manufacturers.
 - d) By integrating the biomass project within the cashew industry, support is provided to buy products such as shell liquid, cake, and liquid from cashew nuts.
 - e) Promoting the platform for raw cashew growers and traders in India. To make Karnataka the cashew
 - f) hub of India, the Central Government and State Government have made some very innovative modifications to their agricultural marketing policies.

1.2.4 Growth opportunity

The increase in demand from consumers, hotels, restaurants, bars, supplement manufacturers, and other industries is having a direct impact on the global cashew market. The factors driving the growth of the global cashew market include an increase in demand for healthy snacks, public awareness of healthy eating habits, lifestyle changes, numerous health benefits associated with cashew consumption, and a market for cashew nut milk for those who are lactose intolerant.

1.2.5 Market size and Growth

1. With 5.5 lakh metric tonnes produced year, India is the main cashew-growing nation in the Asia-Pacific region and the world's largest producer of raw cashew nuts.
2. Kerala, Karnataka, Goa, Maharashtra, Tamil Nadu, Andhra Pradesh, Orissa, and West Bengal are among the Indian states where cashews are farmed.
3. The leading cashew nut producing states in India include Maharashtra, Andhra Pradesh, Orissa, Kerala, Karnataka, Tamil Nadu, Goa, and West Bengal.
4. In India, 758,410 metric tonnes of raw cashews in the shell were produced in 2019, and from 2020 to 2025, that output is projected to grow at a CAGR of 2.1%.
5. The oil extracted from the shells is used as a lubricant in the production of plastic.
6. Karnataka state is taking steps to increase the area under cultivation and also achieves a productivity increase of four times.
7. The industry in Karnataka has set a goal of producing 1,50,000 metric tonnes annually, up from the current 40,000 MT, and the area under cultivation is anticipated to quadruple to 1.20 lakh hectares.
8. The production of cashew nuts in Karnataka is currently only a ninth of the conservative estimate of 360,000 MT produced in India.
9. Cashew shell, which is used to extract cashew nutshell liquid, is the main byproduct of the cashew business (CNSL). CNSL has a sizable market in the Indian cashew nut sector. Since CNSL oil is used in industries, industrially developed nations have a strong need for it. The top two countries importing Indian cashew-nut shell liquid oil are the USA and

China. By 2022, the CNSL oil market is anticipated to grow with a CARG OF 7.8%.

10. A by-product of the cashew nut kernel is cashew husk. India is the nation that produces the most cashews, and it also has the most importers and providers of cashew husk. It is employed as livestock feed.

1.3. Introduction to the company

Veekay PVC profiles (VPP) Was established in the year 2001 as a partnership firm by Mr. Flavia Kanthi lobo. The firm is engaged in processing of raw cashew nuts into cashew kernels with installed capacity of 6000 kilograms per day at Udupi district, Karnataka. The process involves steam roasting, shell cutting, peeling and grading. The firm majorly procures raw materials (raw cashew nuts) from African country like Benin, Togo, Ivory Coast, and Tanzania etc. The firm imports 100% of raw cashew nuts (85% of total purchases) owing to better quality and relatively lower prices as compared to the domestic market. The firm is also engaged in trading of cashew kernels. The firm purchases the cashew kernels for trading from the local traders in Karnataka. The firm sells the processed cashew kernels in Bangalore, Mangalore, Mumbai, Delhi, and Punjab. The firm also generated income from sale of by-products cashew shells, cashew husk and rejections. The firm exports 40% of cashew kernels in international market places like Dubai and Singapore.

CHAPTER 2

ORGANISATION PROFILE

2. Organization profile

This chapter describes the organization where the internship was undertaken. The chapter informs the reader about the background of the company, nature of the business, vision, mission, quality policy, product/award, if any, and future growth and prospects.

2.1 Background

This is a partnership firm promoted by husband and wife and registered under registrar of firm on 30th January 2001 vide No. 95/2000-01 for manufacture of PVC Profiles and other plastic products. Subsequently, the firm had started cashew processing activity and established expansion units in different places from last 17 years. Both the partners are well experienced in processing and trading of cashew kernels as well as raw cashew nuts. The firm is also importing raw cashew nuts from African countries in addition to the local purchase and exporting the finished products. The partners, Mr. VALERIAN LOBO and Mrs. FLAVIA KANTHI LOBO have got good experience in the line of activity and running group of industries. Now, with their experience, they have proposed to establish one more cashew processing unit II on the adjacent land to increase the production capacity. They are introducing latest processing technology by installing high-tech plant & machinery, out of which major machineries are to be imported.

The firm proposes to increase the production capacity of cashew kernel which has good demand by establishing one more unit in Kasba Village, Kabettu Post, Karkala Taluk, Udupi District, Karnataka State. Presently, the promoters are exporting cashew kernels to various countries and have got orders on hand. Cashew kernel has got good demand in local market as well as in other countries. The existing unit has got marketing tie-up with dealers and exporters. The existing infrastructural facility is not sufficient to increase the production capacity. Hence, it is proposed to establish one more cashew processing unit on the adjacent land to increase the production capacity and quality. The firm has made necessary arrangement to procure additional raw cashew nuts from local farmers and marketing the quality product in local market and export the same.

POWER: The unit requires 65HP power. The required power will be procured from MESCOM which is easily available. Further, the unit proposed to install Two No. 62.5 DG set to run the industry continuously.

WATER: The required water for the proposed activity will be utilized from open well.

RAW MATERIAL: The raw material required for cashew industry is raw cashew nut. It is a horticulture product. The required quality and quantity of raw cashew nuts are available in Karnataka, Keral, Maharastra and Goa states. Raw cashew nuts are also imported from African countries. Hence, there will not be any problem in procuring required raw cashew nuts.

2.2 Nature and Scope

Manufacture of cashew kernels is booming industry in states like Karnataka and Kerala. Cashew kernel is used as nutritious food in high class dishes like ice cream, biscuits, sweets, barfies, macrons etc. Cashew kernels are also used for preparing various food items, which increases the taste of the dish. The demand for cashew kernels is very large both in indigenous as well as export markets. Major cashew kernel processing units are exporting to various countries and India is getting a good sum of foreign exchange every year. The promoters have captured local market and already engaged in exporting finished products processed in their existing units. Hence, there will not be any problem in marketing the cashew kernel.

PROFITABILITY: The detailed viability statement, cash flow statement, projected Balance Sheet and other analysis are appended to this note separately. The unit will be able to repay the liability within the stipulated period.

The unit is eligible for Credit Linked Back Ended Subsidy from National Horticulture Board under the scheme “Development of Commercial Horticulture through production and Post- Harvest Management” or subsidy from Karnataka Agri business & Food Policy 2015.

2.3 Vision and Mission

Vision: To priorities quality, maintain consistent quality standards, and provide the best pre- and post-sale service to our clients.

Mission : To source our raw cashew nuts from the world's best cashew growing regions, then process and produce premium quality kernels for both export and the Indian domestic market.

Quality policy

- Highest client satisfaction while staying within the bounds of the trade standards
- To spend money on resources to achieve high standards of quality and efficiency.
- To maintain consistency with standards while excelling in product quality.
- to reduce quality complaints through an auditing mechanism.

2.4 Workflow Model

Procurement of Raw Cashew nuts
Drying (Heating Process)
Conditioning
Peeling (Removal of outer skin) with Automatic Peeling Machine
Storing
Grading with Colour sorting
Roasting/Boiling
Conditioning
Shelling (shell removing) with Automatic Cutting Machine
Packing

1. Raw Cashew Nut Procurement: - Raw cashew nuts are obtained either by procuring directly from farmers, collecting agents, or by importing. These raw nuts are dried and packed in gunny bags and stored in warehouses.

2. Conditioning: - Raw nuts are cleaned by passing them through a perforated rotating drum to remove dust and are later washed in dipping them in cold water in a tank. Then they are heaped on the floor or stored in iron tanks for 24 to 72 hours and during this period water is sprinkled periodically to keep the nut in wet condition. It is necessary that if the kernels are not absorbed sufficient amount of water, the oil recovery is less and will result in more broken kernels.

3. Roasting: Presently steam roasting is well accepted than other methods Sun dried cashew nuts are put into steam and roasting is carried out for a fixed time and thereafter sent for shelling.

4. Shelling(Cutting): - The steam-roasted raw cashew nuts are on the cutters to break open and remove the shells. Cutting and de-shelling require skill, because, Unskilled workers result in more kernel breakages as well hurting their fingers. Now, it is proposed to install Automatic Cutting Machine to get quality products.

5. Drying – The shelled kernels after removing the shell have to be dried in order to loosen the red skin adhering to the kernel for peeling. The drying is done normally in hot chambers, which are indirectly heated on three sizes by using fuel. Heating will be done from 3-7 hours to get uniform heating after kernels are heated to a satisfaction. Kernels are kept in metallic wares for 4 to 8 hours they are sent for peeling.

6. Peeling: The peeling is to remove the red skin on the kernel which is done by Automatic Peeling Machine with latest technology in addition to the manual peeling.

7. Grading: - After peeling the red skin, the kernels are sorted out into full kernels, splits, broken, full kernels are graded into different sizes on the basis of number of kernels per lb. Now, latest color sorting machine is used for sorting of different grades of kernels.

8. Conditioning: - During summer month's kernels become very dry during processing. If such kernels are immediately packed when they reach destination many of the whole become splits.

To overcome these kernels are kept in trays in a small room which are humidified by water sprays over walls or using evaporative type of air coolers. Then the conditioned kernels are sent for packing.

2.4 Products/service profile

Product mix involves planning, developing and processing the right type of products and services to be marketed by the firm. It deals with the product range, durability and other qualities. Apart from producing the right product, emphasis should also be laid on their branding, packaging, color and other features. There are many types of cashews manufactured by the firm. They are classified as under:

Wholes (WW)

Scorched Wholes (SW)

Scorched Wholes Second (SWS)

Desert Wholes (DW)

Butts (B)
Small White Pieces (SWP)
Baby Bits (BB)
Large White Pieces (LWP)
Scorched Butts (SB)
Scorched Splits (SS)
Scorched Pieces (SP)
Scorched Small Pieces (SSP)
Scorched Pieces Second (SPS)
Desert Pieces (DP)

SERVICES

1) For Customers:

The quality and quantity of cashews the buyer purchases determine the price. They first display a specific product quality with a predetermined price. If the client accepts the pricing set by the business, additional processing will begin, and if they require. Considering the many cashew varieties, the corporation sets the price while also factoring in a particular level of profit.

2) For Dealers:

This strategy sets the price to include the cost of labour, shipping, and a predetermined profit margin. The margin is the amount that is added to the cost. The proportion varies depending on the product.

3) For client:

The business uses direct selling to reach customers. Direct selling is when a producer or manufacturer sells their goods directly to the customer themselves, cutting away the middleman. Directly from the production facility, the company sends the finished product to its customers. The business has its vehicles for moving people.

4) For Consumer

The business uses indirect selling to reach consumers. Through one or more middlemen, the manufacturer sells his goods to the final customer rather than

directly. This is known as indirect selling. Some customers will visit the business personally to purchase the goods.

The organization employs its own vehicles for transportation.

2.5 Ownership pattern

Name: **MR. VALERIAN LOBO-** Partner.

Father's name: Late. Paul Lobo.

Address: Factory: M/S VEEKAY PVC PROFILES Kasba Village, Kabettu, Post Karkala, Karkala Taluk, Udupi District, Karnataka State.

Experience: Industrialist and has got 20 years' experience in Cashew processing activity.

Name: **MRS. FLAVIA KANTHI LOBO- Mg Partner**

Husband's name: Mr. Valerian Lobo.

Address Factory: M/S VEEKAY PVC PROFILES, Kasba Village, Kabettu, Karkala Post, Karkala Taluk, Udupi District Karnataka State.

Experience: Industrialist and she have got 17 years of Experience in Cashew processing activity.

2.8 Future Growth and Prospects

- 1) Construction of a central warehouse for the storage of cashew nuts in their raw state.
- 2) It is advised to export cashew nuts with additional value and brands.
- 3) Export should make an effort to collaborate with super market chains to sell their cashews abroad.
- 4) It is important to focus on developing the non-traditional international cashew market.
- 5) Establishment of huge production facilities to achieve economies of scale to provide Indian cashew exporters a competitive edge.
- 6) Improved procedures and materials for exporting cashews.
- 7) Adopt scientific techniques for growing cashews.

CHAPTER- 3
MCKINSEY 7S FRAMEWORK AND
PORTER'S FIVE FORCE MODEL

MCKINSEY 7S Model

The Seven-S (7-S Model) is a framework for evaluating the efficiency of organizations. It examines the seven crucial factors that determine whether an organization is successful or not: strategy, structure, systems, style, skills, staff, and shared values.

The 7S model was created by consultants at McKinsey & Company in the late 1970s to aid managers in overcoming the challenges of organizational change. The model demonstrates that organizational immune systems and the numerous interrelated variables make transformation complex, and that an organizational immune. Many of these challenges must be addressed concurrently for a change attempt to be effective.

The McKinsey 7-S framework is a Value Based Management (VBM) paradigm that explains how to organize a business comprehensively and successfully. These elements work together to shape how an organization does business. The following is a list of the seven McKinsey principles:

- **Shared value:**

Shared values are widely held ideals, perspectives, and presumptions that influence an organization's corporate culture and behaviour. Trust develops as a result of shared values. They serve as the 7'S model's connecting hub. Values serve as a company's brand identity.

What the company stands for, what it adheres to, and its core values are reflected throughout all of its business divisions. Both as company goals and as personal values, these principles must be clearly defined.

- **Structure**

The organizational chart and the data it contains, which identifies who reports to whom, are structure and the division and integration of tasks. Alternatively put, structures explain the order of responsibility and authority within an organization, and how its units are managed centralized, functional divisions (top-down); decentralized (the trend in organizational matrix, network, holding, etc.; bigger organizations). Organizational charts commonly depict these connections. To achieve their objectives, most businesses employ a combination of pyramidal,

matrix, and networked architectures.

Production department

This division is in charge of controlling and planning the production of raw materials. The organization's whole production, process, and procurement are overseen by the production manager.

Functions

- Manufacturing of cashew nuts
- Implementation of production plan
- Good manufactures practice in the factory
- Release of production files to factory with material update
- Production clearance on a day-to-day basis

Finance departments:

The company's financial manager ensures efficient operations. He has to deal with the balance of clients, the payment of suppliers with checks, and interactions with banks.

Personal department:

Men, Money, and Materials are a business's three primary raw materials. These elements play equal roles in the production process. Human resources are an organization's main building block.

The administration of human resources inside an organization is known as personnel management. It is focused on fostering positive working relationships among its members and maximizing each person's personal growth to maximize their contribution.

Maintenance department:

The aspect of manufacturing management known as maintenance deals with the ongoing challenge of keeping the physical plant in good working order. Making sure that equipment, structures, and critical needs are available is a crucial job for energy production businesses needed by the other areas of the company to carry out their tasks with the best possible return on investment.

The mechanics will examine the machines once a week and should check them

every day for outside work like cutting, peeling, and packaging.

Marketing department

Delivering products and services to clients is done through marketing. One of the actions for maximizing profits and riches is marketing. Therefore, marketing is an activity that is crucial to the organization's achievement of its goals. The division performs. Seminars and workshops on the numerous rules and regulations the government has established for business operations. The marketing staff is constantly monitoring the outside world for fresh business opportunities.

By promoting the product to the consumer, the marketing department engages in marketing activities. The goods is delivered by road to the clients within the allotted time.

both for export by ship and for transportation. The marketing department completes a number of responsibilities like such as spreading the word about the items, market research, etc.

- **Strategy**

The direction and course of action a corporation chooses to take to accomplish its goals in a competitive environment is referred to as its strategy. An organization's objectives are described in a strategy, along with the steps taken to accomplish them. The company's primary goal will be to supply the public with high-quality cashew nuts, as well as to create more jobs and raise people's standards of life.

The Business Strategy Emphasizes the Following:

- Increase their market share
- Reduced cost of production
- Increase company performance
- Produce always quality products
- To meet social responsibility
- Provide employment opportunity to the people of the area
- Meet the national and regional demand of cashew nuts and cashew nut shell liquid
- Reduce the import of raw cashew from the foreign market
- To manufacture and deal in all kind of cashew products

- **System**

The veekay cashew industry system involves the production, processing, and distribution of cashews and cashew products. The industry is largely driven by the global demand for cashews, which are widely consumed as a snack and used as an ingredient in various food products. The veekay cashew production process starts with the planting and cultivation of cashew trees, which are grown primarily in tropical regions such as Africa, India, and Southeast Asia. The trees bear fruit, which contains the cashew nut and the cashew apple. Once harvested, the nuts are separated from the apple and then processed to remove the hard outer shell, which contains a toxic oil that must be carefully removed.

After the nuts have been processed, they are typically roasted and salted or used as an ingredient in various food products, such as snacks, baked goods, and sauces. The cashew industry also produces cashew butter, cashew milk, and cashew cheese as vegan alternatives to traditional dairy products. The veekay cashew industry is a significant source of employment and income for millions of people around the world, particularly in developing countries where cashews are grown and processed. However, there are also concerns about labor conditions and environmental impact in some parts of the industry, and efforts are underway to address these issues through certification programs and sustainable farming practices.

- **Staff**

“Staff” refers to the number and types of personnel within the organization and how companies develop employees and shape basic values.

Managing director:

Responsibility:

- Overall control of the company
- Ultimate responsibility for product quality
- Responsibility for customer satisfaction
- Responsibility of marketing
- New product development and process improvement
- Growth and company profit

Authority:

- Approve quality assurance manual
- Interact with customers
- Approve capital goods
- Release the product whenever there is ambiguity
- Disposal of non-conforming products

Production Manager:**Responsibility:**

- Overall responsibility of production, planning and control
- Overall responsibility of equipment pattern and product quality
- Safety and house-keeping of entire factory
- Upkeep all equipment's
- Process improvement and productivity
- Training of production and quality control personnel
- Upkeep of relevant records
- Authority:
 - Co-ordinate at all stages of production to ensure material of right quality and quantity reaching customer on time
 - Introduce new production methods/materials to improve productivity and quality

Authority:

- Coordinate at all production stages to guarantee that the customer receives timely delivery of materials of the proper quality and quantity.
- To increase productivity and quality, implement innovative production techniques and materials.

Maintenance Manager:**Responsibility:**

- Follow and regulate the administrative office's activity
- Upkeep of statutory records
- Make payment to suppliers on due date
- Housekeeping in respective area

Authority:

- Prepare and cheques/DD

Accounts Manager:

Responsibility:

- Maintenance book of accounts
- Regularly update all the accounts
- Prepare financial statements on a regular basis.
- Adjust the salary and the advance registration.

Authority:

- The entries are transferred to the computer
- Raise the debit and credit cards
- Give stamped receipts for the money you've been paid

Assistant Manager of Quality Assurance:

Responsibility:

- Process inspection
- Training of quality assurance personnel
- Overall responsibility of company regarding product quality

Authority:

- Accept the product at a good internal stage.
- Before sending the cashew nut, check it.

Marketing and Administration Officer:

Responsibility:

- Creation of a delivery challan or invoice and related tasks
- Formalities for central excise and related operations
- Cash handling
- Central excise records
- Delivery challan cum invoice
- Other delivery challan

Authority:

- Purchase stationery
- On behalf of the business, coordinate with the central excise agency.

Purchase Officers:**Responsibility:**

- Local purchase
- Cash purchase
- Attending bank work

Authority:

- Collaborating with the other department heads in the organization to establish and maintain the quality management system.
- Updating the quality assurance manual, the procedures manual, the comprehensive procedures manual, and the process maps.
- Reporting to management via management review meetings on the effectiveness of the quality management, including areas that need improvement.

- **Style**

The business uses a participatory decision-making process. All department leaders are free to make choices that have an immediate impact on how their individual departments operate. Despite being a participative approach, all levels of employees are given the opportunity to. Supervisory level personnel are prohibited from making any significant decisions in order to voice their thoughts. But the managerial level is where choices are made.

All of the company's department leaders will gather for a meeting to discuss important choices that will affect several departments. After talking about the issue at hand, potential solutions, how it will effect other departments, etc., a proper conclusion will be made. A decentralized decision-making system exists. The shopkeeper informs and approaches his supervisor with superior information. In this manner, the information reaches a higher level where a decision is made. The corporation will use an authoritarian approach to decision-making for everyday operations. Only those with greater authority will make decisions.

For instance, the department's director and buy manager will decide on the vendor, the quality and quantity of the raw materials, and the tenders while making purchases. The participatory approach is demonstrated by the fact that the higher authorities will take the concerned party into account while making a decision.

- **Skill:**

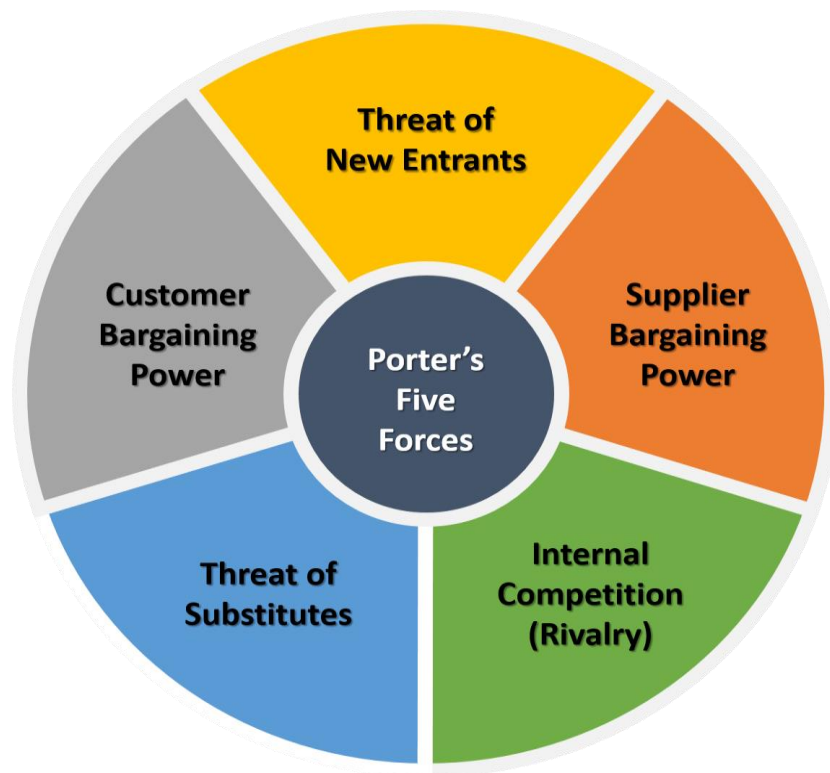
The seasoned workers who are already on the job train the new workers. They have received the necessary training to keep things tidy. The training facilitates the job adjustment of new employees and lowers accidents. There is no set induction training programme for new employees when they join the company. The business believes that older, seasoned employees could help new hires develop their skills. The new employee receives training on the following till they develop their confidence and skill sets.

- Training on the job
- Crisis management
- Betterment of inter personal relationship
- Company policies
- Safety measures
- The action plan during the accident
- Maintenance of Hygiene and Cleanliness
- Facilitation to adjust to the organization
- Helping to adjust to the job requirements in a conducive way

PORTER'S FIVE FORCE MODEL

PORTER'S FIVE FORCE MODEL

- Porter's Five Forces is a framework for analyzing a company's competitive environment.
- Porter's Five Forces is a frequently used guideline for evaluating the competitive forces that influence a variety of business sectors.
- It was created by Harvard Business School professor Michael E. Porter in 1979 and has since become an important tool for managers.
- These forces include the number and power of a company's competitive rivals, potential new market entrants, suppliers, customers, and substitute products that influence a company's profitability.
- Five Forces analysis can be used to guide business strategy to increase competitive advantage.



1. Threat of New Entrants:

The threat of new entrants is moderate in the veekay cashew industry. New players may face challenges in accessing the necessary raw materials, technology, and distribution channels, which could limit their ability to compete with established players. However, the low barriers to entry in the industry may encourage new players to enter the market, resulting in increased competition.

2.Bargaining Power of Suppliers:

The bargaining power of suppliers in the veekay cashew industry is moderate. Cashew suppliers may have some bargaining power due to the limited availability of raw materials and the large number of processors. However, the cashew processing industry is highly fragmented, and suppliers may not have the ability to dictate prices.

3.Bargaining Power of Buyers:

The bargaining power of buyers in the veekay cashew industry is high. Buyers have many options to choose from and can easily switch suppliers, which can put pressure on processors to reduce prices and improve quality.

4.Threat of Substitutes:

The threat of substitutes in the veekay cashew industry is moderate. Other nuts such as almonds and walnuts can be substituted for cashews in some applications, but cashews have unique flavor and texture properties that are difficult to replicate.

5.Competitive Rivalry:

The competitive rivalry in the veekay cashew industry is high. The industry is highly fragmented, with many small processors competing for market share. This competition can result in pricing pressures and lower profit margins for players in the industry.

Overall, Veekay Cashew Industry faces significant competition and pricing pressures from both buyers and competitors. The company will need to focus on differentiating itself through quality, branding, and innovation to remain competitive.

CHAPTER 4

SWOT ANANLYSIS

SWOT ANALYSIS

- SWOT analysis is a method of strategic planning that offers evaluation tools.
- Fact-based analysis, new viewpoints, and innovative ideas result from the identification of fundamental strengths, weaknesses, opportunities, and threats.
- A SWOT analysis gathers data from internal sources (the company's strengths and weaknesses) as well as from outside factors that could have an uncontrollable impact on decisions (opportunities and threats).
- When different groups or voices inside an organization are free to offer true data points rather than predetermined messaging, SWOT analysis performs at its best.
- The results of a SWOT analysis are frequently combined to support a single goal or choice that a business is making.

❖ **STRENGTH**

➤ **Good and dedicated employee strength:**

The Veekay pvc profile consists of 104 employees in the industry. Every employees have different knowledge and skills. Based on a good and dedicated employee workforce can increase the efficiency of their industry and also they have a better time management skills and even also employees who have good knowledge and experience of industry can improve the productivity and try to reduce the wastage and also they try to maintain the high quality of standards throughout the production process and even also employees will give a innovative ideas to their industry which will help the industry to stay competitive.

➤ **The firm maintains good Quality of product:**

The veekay cashew industries can differentiates itself from their competitors and build a positive reputation among its customers. This can help the industry to increase their customer loyalty as well as positive word of mouth recommendations that can help to attract the new customers. Another benefit of Veekay pvc profile is reduce the costs associated with product defects which can improve their industry brand.

➤ **Good Infrastructure Facilities:**

With good infrastructure facilities, the Veekay pvc profile can better manage the production process, from sourcing raw materials to packaging and distribution. This can help to ensure consistent quality and timely delivery of products to customers. In addition, a good infrastructure facility can provide a safe and healthy work environment for employees, which can improve productivity and employee satisfaction.

➤ **Strong Distribution Network:**

A Strong Distribution Network can help the Veekay pvc profile to deliver their products efficiently it will lead to higher customer satisfaction and by reaching more customers, the industry can increase its sales volume. Which can lead to higher revenues and profits. By having a well-planned distribution network, the industry can ensure that its products are delivered to the right locations at right time, reducing inventory holding costs and minimizing wastage.

➤ **Convenient location of the Factory.**

The factory situated near to national highways which is beneficial to factory for their Export and Import and also factory location is very much convenient for their suppliers and their workers. This will help in reduce the transportation cost and location of the industry helps to reach the large scale of customers and local small shops

❖ **WEAKNESSES**

➤ **Dependence on weather and climate conditions:**

The growth and quality of cashews depend on various environmental factors, including rainfall, temperature, and humidity. Cashew businesses are therefore susceptible to changes in weather patterns, which can impact the quantity and quality of their crops.

➤ **Fluctuating market prices:**

Cashew prices can be volatile due to changes in supply and demand, which can be influenced by factors such as global economic conditions and changes in consumer preferences.

➤ **Competition:**

The cashew industry is highly competitive, with many producers and processors competing for market share. Competitors may have more efficient production processes or better marketing strategies, which can impact the success of Veekay cashew industry.

➤ **Quality control issues:**

Maintaining consistent quality can be a challenge for cashew businesses, especially if they source their raw material from different regions. Failure to meet quality standards can result in product recalls. Loss of customer trust and reputational damage.

❖ **OPPORTUNITIES**

➤ **Increase the Standard of living:**

This firm provides benefits such as health insurance and paid time off and work environment is safe and healthy and providing training and development opportunities can help employees to improve their skills and advance in their careers, which can lead to higher wages and better standard of living.

➤ **Easy availability of workers from local area:**

Most of the rural workers who are working in Veekay pvc profile. 98% of the workers are located in local areas it will help the firms to save the house allowance benefits and also local workers are very experts in understanding the needs and wants of the local customers. It also creates job opportunities in rural areas and firm also get human resources on time to fill the job roles.

➤ **Employment opportunities for rural women:**

Veekay cashew industry created hundreds of job opportunity in rural areas especially for rural women's. many of the local women do the work of peeling of cashew and segregation of cashews which helps them in their daily earnings and empowerment of rural women's.

➤ **Increase the production per day:**

As the company included in export and import of cashews it requires efficient production every day. The company should be more focused about the

increasing daily production by improvising their production process, allocation of resources and efficient and skilled human resources.

➤ **New trend in food industry:**

As compare to the traditional days now the cashew is widely used in ice creams chocolates sweets smoothies and also for other food items. As compare to olden days cashew is consumed in different ways so the cashew industry can set trend in the food industry by producing different cashew products.

❖ **THREATS**

➤ **Instability in foreign currency:**

As India involved in export and import of cashews all over world it requires huge foreign currency for their transaction. So the instability of Indian rupee in world market and increase in dollar rate will effects this trade system.

➤ **Competitors:**

It is well known fact that food manufacturing industry has high level competition especially in the area of cashew so the firm has to build unique strategy to gain the competitive advantage and to stay a head from the rival factories.

➤ **Price competition:**

Price competition is one of the threats where company suffer. As there is huge competition in market the pricing strategy of all the firm is same. So it is difficult to set price according to company standard.

➤ **Labour union:**

The company involves major of rural area workers. In case of any conflict or dispute between top management and workers the firm has to obey the labour unions conditions so the controlling power of firm is very less.

➤ **Handling of workers:**

Maintenance of friendly and co-operating environment in working place is very necessary for this purpose handling of workers at work place is big challenge for the company. If there is no effective management of workers it leads to misunderstanding at work place. So the handling of workers is big threat for the firm.

CHAPTER 5

ANALYSIS OF FINANCIAL STATEMENT

ANALYSIS OF FINANCIAL STATEMENT

A financial statement is a written record which provides complete information about the financial position, and performance of the company to make the good decision to earn more profit in the future days. The financial statement of the company includes a balance sheet,

Income statement, cash flow statement and Statement of shareholder's equity. This statement not only helps the company with the economic decision but also to know the performance of the company for the outsiders like investors, banks, the public and etc.

Balance sheet of Veekay PVC Profiles

(All amounts in Indian rupees lakh)

A. Equity and Liabilities	2017-18	2018-19	2019-20	2020-21	2021-22
1.Shareholders fund					
Share Capital	1.35	1.43	1.50	1.55	1.65
Reserve and Surplus	50.51	52.45	60.34	65.54	75.56
Total Shareholders Fund	51.86	53.88	61.84	67.09	77.21
2.Non-Current Liabilities					
Long term borrowings	6.40	4.50	3.56	4.75	5.53
Long term provisions	1.23	1.54	1.56	1.75	1.60
Deferred tax liabilities	7.50	8.55	8.78	10.55	11.34
Other long- term liabilities	0.00	0.00	0.00	0.00	0.00
Total Non- current liabilities	15.13	14.59	13.93	17.05	18.47
3.Current Liabilities					
Short term borrowings	171.56	183.56	175.78	170..67	179.67
Short term provisions	2.56	3.78	4.67	4.78	6.78
Other Current Liability	20.56	15.54	16.78	14.67	10.98
Trade Payables	28.98	33.56	43.58	60.45	56.34
Total current liabilities	223.66	236.44	240.81	250.57	253.77
Total Capital and Liabilities	290.65	304.91	316.58	334.71	349.45
B. Assets					
1.Non-current Assets					
Tangible assets	95.70	86.78	95.67	100.01	106.56

Capital work in progress	0.54	0.67	0.87	1.67	-----
Fixed asset	96.24	87.45	96.54	101.68	106.56
Noncurrent investments	5.78	10.56	15.78	20.34	22.56
Long term loans & advances	11.76	10.78	8.78	9.78	5.89
Other non-currents assets	-----	-----	-----	-----	3.67
Total non-current asset	113.78	108.79	121.1	131.8	138.68
2.Current assets					
Current investments	0.3	0.2	0.3	0.1	0.3
Inventories	70.31	90.82	100.45	109.86	114.78
Trade receivables	66.51	59.76	50.45	47.56	50.34
Cash & Cash equivalents	12.56	11.78	11.17	10.54	10.67
Short term loans and advances	3.50	12.67	13.57	13.99	11.01
Other current assets	23.69	20.89	19.54	20.86	23.67
Total current assets	176.87	196.12	195.48	202.91	210.77
Total Assets	290.65	304.91	316.58	334.71	349.45

Profit and loss A/C

The profit and loss statement is a financial statement that summarizes the revenues, costs and expenses incurred during a specified period, usually a fiscal quarter or year. The P&L statement is synonymous with the income statement. These records provide information about a company's ability or inability to generate profit by increasing revenue, reducing costs or both.

PROFIT & LOSS ACCOUNT OF Veekay PVC Profiles (in Rs. LAKHS)					
Particulars	2021- 2022	2020- 2021	2019- 2020	2018- 2019	2017- 2018
INCOME					
REVENUE FROM OPERATIONS(GROSS)	320.37	334.61	328.78	326.56	334.54
LESS: Excise/Service tax/Other Levies		7.34	5.93	4.99	5.87
REVENUE FROM OPERATIONS (NET)	320.37	341.95	334.71	331.55	340.41

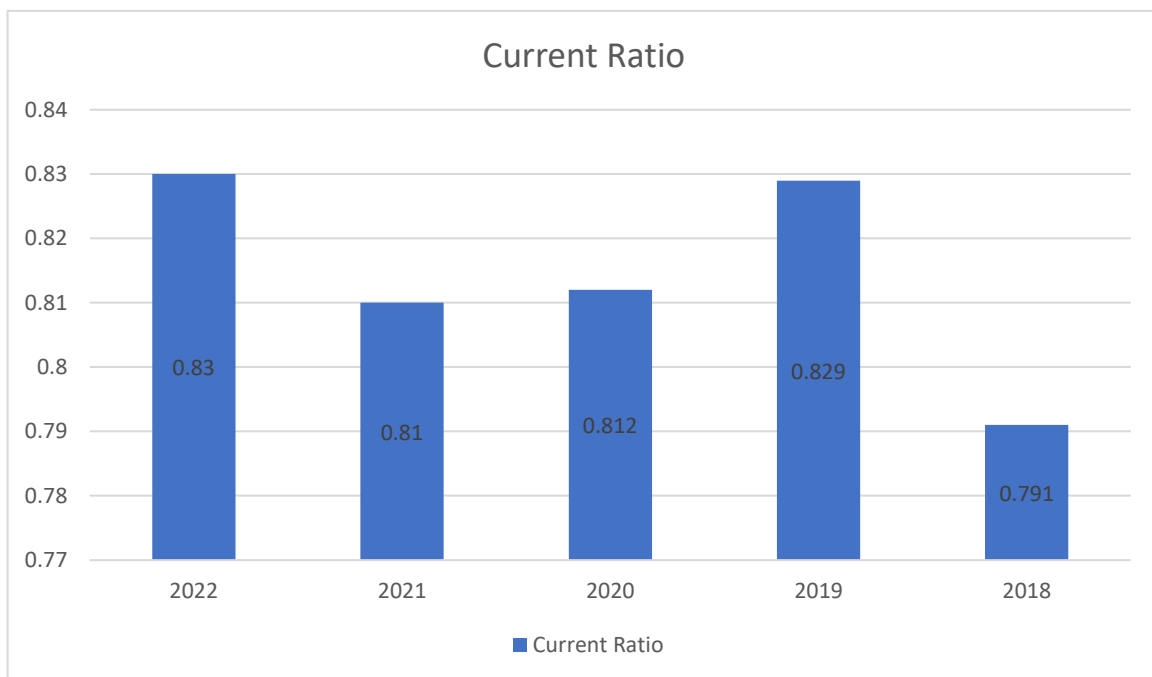
TOTAL OPERATING REVENUES	320.37	341.95	334.71	331.55	340.41
Other income	6.83	20.50	3.79	4.67	10.56
TOTAL REVENUE	327.20	362.45	338.5	336.22	350.97
EXPENSES					
Cost of materials consumed	187.35	207.82	235.84	238.56	230.56
Operating and direct expenses	6.41	20.29	14.31	13.70	5.69
Changes in inventories of FG, WIP and stock-in trade	-0.80	4.96	-27.12	-23.78	5.98
Employee benefit expenses	14.58	16.47	17.44	12.67	14.78
Finance cost	19.84	25.70	18.70	14.67	15.87
Depreciation and Amortisation expenses	8.59	7.17	7.01	6.89	7.90
Other expenses	74.85	67.29	66.61	67.09	66.54
TOTAL EXPENSES	310.82	349.7	332.79	329.8	347.32
PROFIT/LOSS BEFORE EXCEPTIONAL EXTRAORDINARY ITEMS AND TAX	16.38	12.75	5.71	6.42	3.65
Exceptional items	-	-	-	-	-
PROFIT/LOSS BEFORE TAX	16.38	12.75	5.71	6.42	3.65
TAX EXPENSES-CONTINUED OPERATIONS					
Current tax	1.51	2.85	1.71	1.75	1.20
LESS: MAT credit entitlement	-	0.48	-0.60	0.50	0.30
Deferred tax	-	2.94	3.20	1.89	0.10
Tax for earlier years		0.32	-	-	0.10
TOTAL TAX EXPENSES	1.51	6.59	4.31	4.05	1.70
PROFIT/LOSS AFTER TAX AND BEFORE EXTRAORDINARY ITMES	14.87	6.16	1.40	2.28	1.95

A. Short Term Solvency Ratios:

1. CURRENT RATIO:

Current ratio is a liquidity ratio that measures a company ability to pay short-term obligations or those due within one year. It tells investors and analysts how a company can maximize the current assets on its balance sheet to satisfy its current debt and other payables. Formula to calculate current ratio is

Year	Current Assets	Current Liabilities	Current Ratio
2022	210.77	253.77	0.83
2021	202.91	250.57	0.81
2020	195.48	240.81	0.812
2019	196.12	236.44	0.829
2018	176.87	223.66	0.791



Interpretation:

According to the standard the current ratio of the firm should be 2:1, but the ratios of the company are 0.791 in the initial year 2018. It tells that business cannot pay debts due to within one year from assets which it expects to turn into cash within the year. In the current 2022 the ratio of the firm is 0.83.

1. QUICK RATIO:

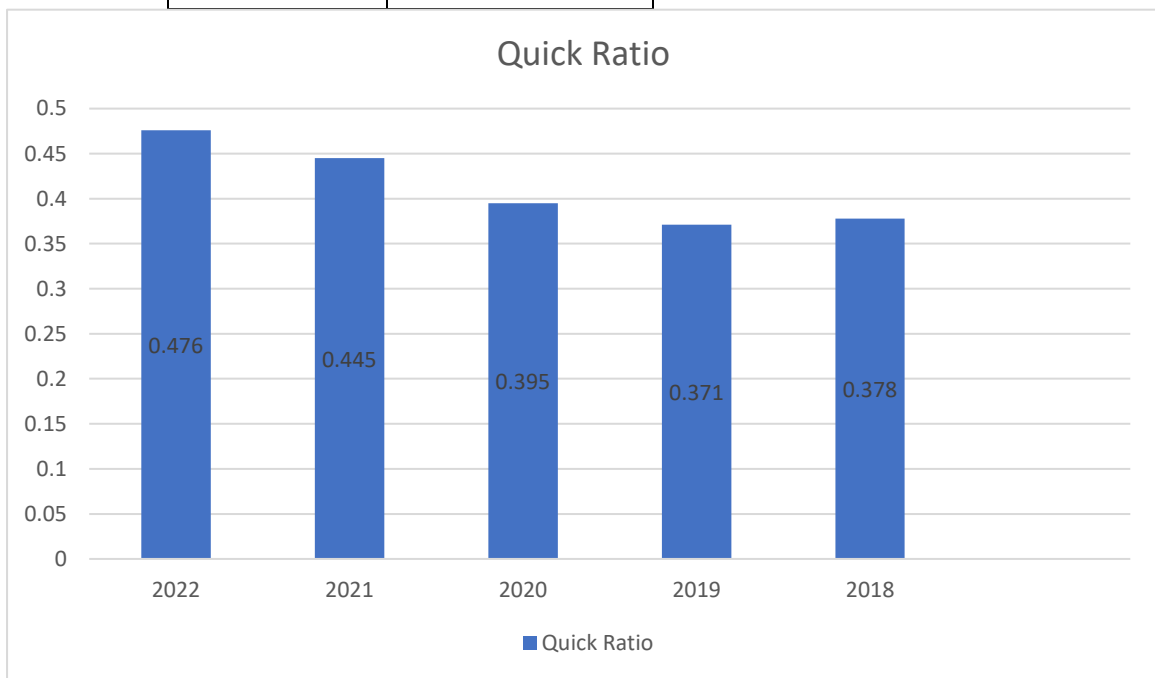
The quick ratio measures a company's capacity to pay its current liabilities without needing to sell its inventory or obtain additional financing. The formula to calculate the quick ratio is:

QUICK RATIO= QUICK ASSETS / QUICK LIABILITIES

Quick assets= current assets- (inventory + pre-paid expenses)

Quick liabilities= current liability- (Bank O.D + Cash credits)

YEAR	QUICK RATO
2022	0.476
2021	0.445
2020	0.395
2019	0.371
2018	0.378



Interpretation:

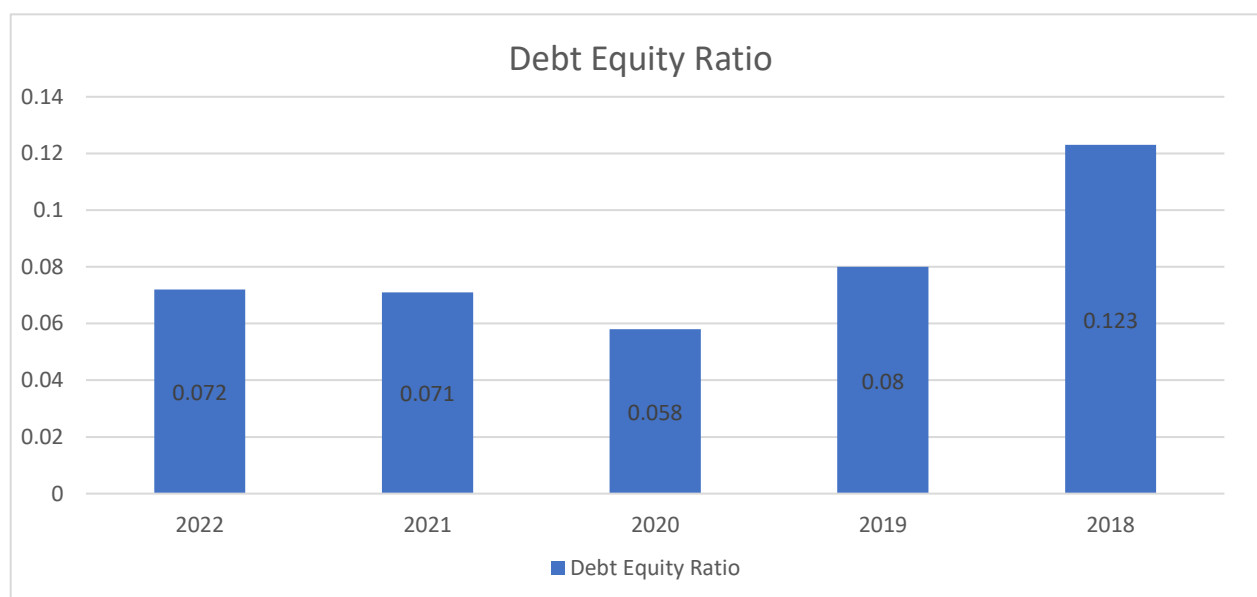
Above graph represents quick ratio of the company in current year the company has 0.476 quick ratio which is more than previous year it means the company is not having good position.

DEBT- EQUITY RATIO:

The debt equity ratio is a measure of the relative contribution of the creditors and shareholders or owners in the capital employed in business. The formula to calculate the debt equity ratio is

$$\text{DEBT- EQUITY RATIO} = \text{TOTAL DEBT} / \text{TOTAL SHAREHOLDERS FUND}$$

Year	Total Debt	Total shareholders Fund	Debt- Equity Ratio
2022	5.53	77.21	0.072
2021	4.75	67.09	0.071
2020	3.56	61.84	0.058
2019	4.5	53.88	0.08
2018	6.4	51.86	0.123



Interpretation: The above graph and table represent the debt equity ratio of the company. The company has the highest debt in the year 2018 with a ratio of 0.123. In the current year, the company has a 0.072 debt equity ratio, which means the company was not in a good position to repay the debt.

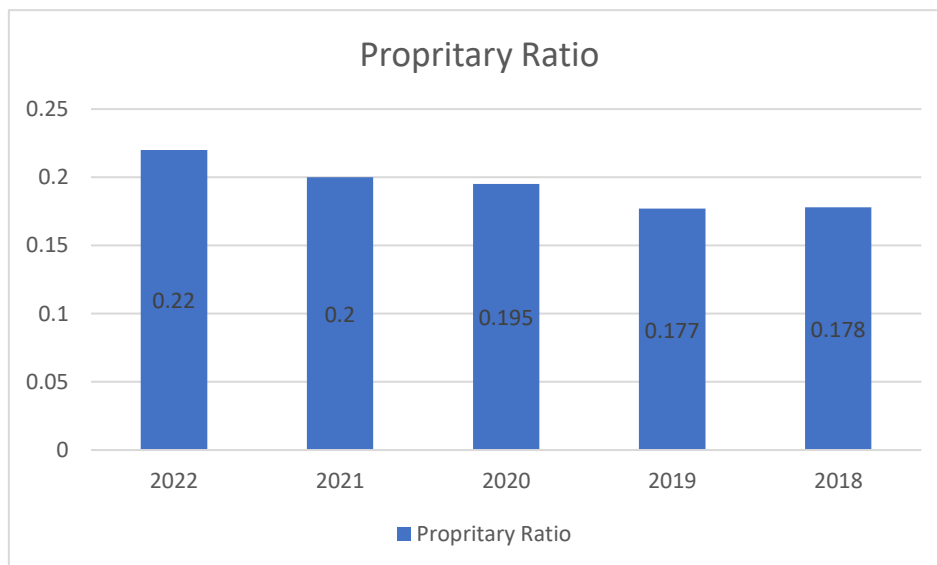
1. PROPRIETARY RATIO:

Proprietary ratio helps to determine the amount or contribution of shareholders or proprietors towards total assets of the business. a good proprietary ratio is more than

1. The formula to calculate proprietary ratio is:

$$\text{PROPRIETARY RATIO} = \text{TOTAL SHAREHOLDERS FUND} / \text{TOTAL ASSETS}$$

Year	Net Worth	Total Assets	Proprietary ratio
2022	77.21	349.45	0.22
2021	67.09	334.71	0.20
2020	61.84	316.58	0.195
2019	53.88	304.91	0.177
2018	51.86	290.65	0.178



Interpretation: the above graph and table shows the proprietary ratio. Here, in the current year it has higher proprietary ratio i.e., 0.22 compared to other preceding years. It has lowest proprietary ratio in the year 2019 i.e., 0.177

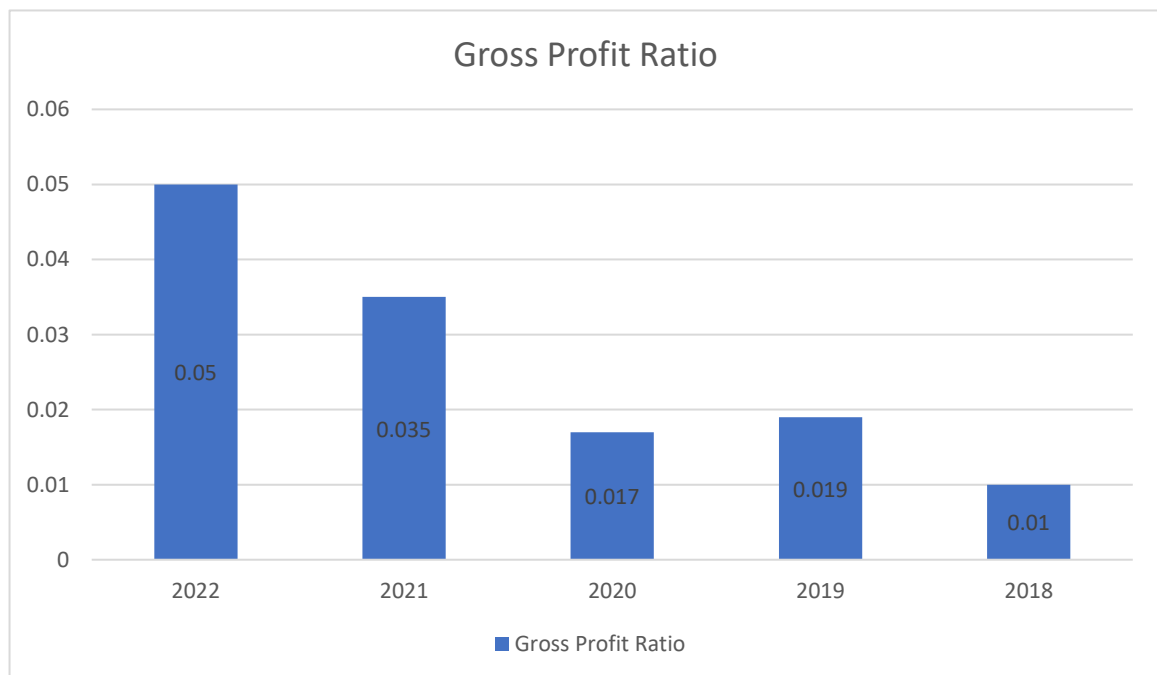
1. GROSS POFIT RATIO:

Gross profit ratio is a financial ratio that measures the performance and efficiency of a business by dividing its gross profit by the total net sales.

According to BDC 50-70% is good gross profit ratio for the company. The gross profit ratio formula is:

$$\text{GROSS PROFIT} = \text{GROSS PROFIT} / \text{NET SALES} * 100$$

Year	Gross profit	Net sales	Gross profit ratio
2022	16.38	327.2	0.05%
2021	12.75	362.45	0.035%
2020	5.71	338.5	0.017%
2019	6.42	336.22	0.019%
2018	3.65	350.97	0.010%



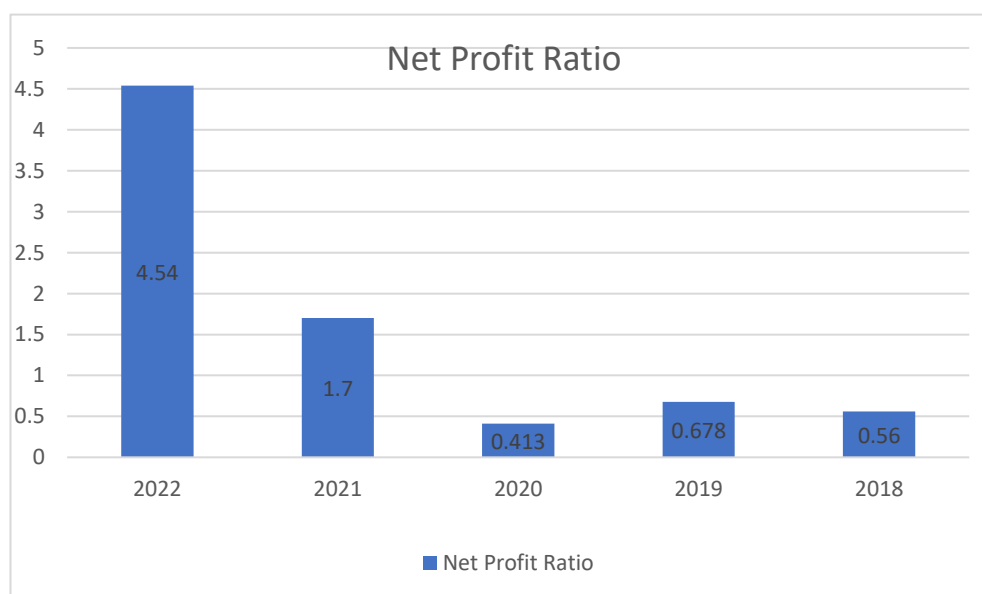
Interpretation: the above table and graph shows the gross profit of the company in the current year 2022 the company have higher gross profit ratio of 0.05% gradually it started decreasing in the preceding year 2021 2020 i.e., 0.35 and 0.017 and again it started increasing in the year 2019. In the year 2018 it had least gross profit i.e., 0.01

NET PROFIT RATIO:

It is a profitability ratio that measures the company's profits to the total amount of money brought into the business. Net profit ratio is calculated by dividing net profit by sales of the company. The formula to calculate the net profit ratio is:

$$\text{NET PROFIT RATIO} = \text{NET PROFIT} / \text{NET SALES} * 100$$

Year	Net profit	Net sales	Net profit ratio
2022	14.87	327.20	4.54%
2021	6.16	362.45	1.7%
2020	1.40	338.5	0.413%
2019	2.28	336.22	0.678%
2018	1.95	350.97	0.56%



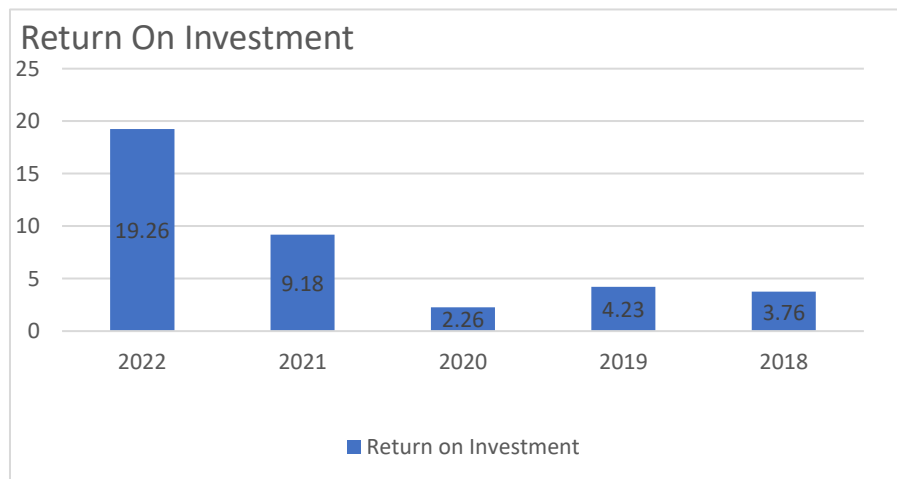
Interpretation: The graph and table show the net profit ratio of the company. The company has currently 4.53 net profit ratio which is more than previous year i.e., 1.7. in 2019 the net profit ratio was 0.678 which is more than the year 2018.i.e 0.56, but it had least net profit ratio in the year 2020 i.e., 0.413

RETURN ON INVESTMENT(ROI):

The net profit (or loss) from an investment is divided by the investment's cost to calculate the return on investment. The fact that it is expressed as a percentage allows you to contrast the efficiency or profitability of various investment options. ROI formula is:

$$\text{ROI} = \text{NET PROFIT} / \text{COST OF INVESTMENT} * 100$$

Year	Net profit	Cost of investment	ROI ratio
2022	14.87	77.21	19.26%
2021	6.16	67.09	9.18%
2020	1.40	61.84	2.26%
2019	2.28	53.88	4.23%
2018	1.95	51.86	3.76%



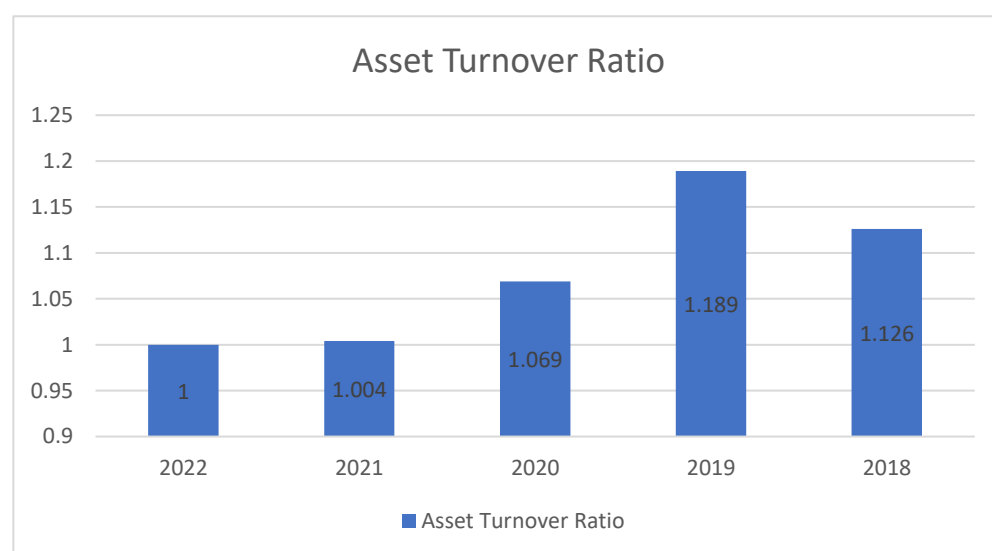
Interpretation:

ROI represents in above graph and table. The company has good return on investment in the year 2022 i.e., 19.26%. The company has lowest ROI in year 2020 i.e., 2.6

Asset Turn Over Ratio:

The asset turnover ratio is how efficiently a company is using its assets. The turnover value varies by industry. It is calculated by dividing net sales by total assets. It is a ratio of sales/turnover to assets. In order to compute this ratio, the below presented formula is used. Asset Turnover ratio

Year	Net Sales	Total Asset	ATR
2022	350.97	349.45	1.00
2021	336.22	334.71	1.004
2020	338.5	316.58	1.069
2019	362.45	304.91	1.189
2018	327.20	290.65	1.126



Interpretation: the above graph and table shows the asset turnover ratio of the company. In the current year it has very less asset turnover i.e., compared to other years. It has highest asset turnover in the year 2019 i.e., 1.189

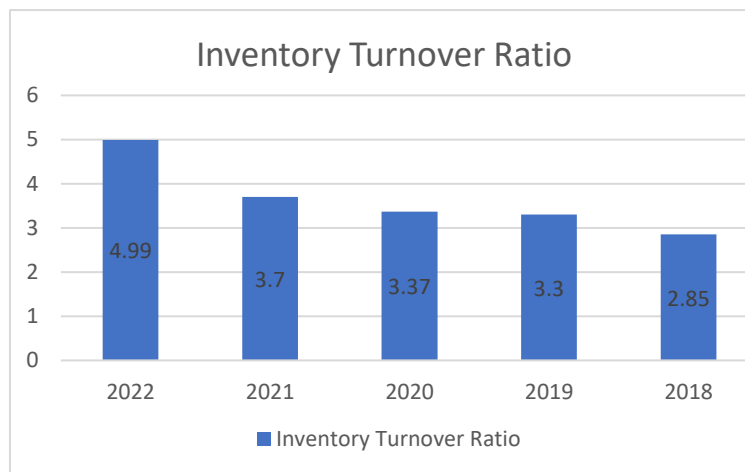
INVENTORY TURNOVER RATIO

It measures how many times a company has sold and replaced its inventory during a certain period of time. Low turnover may indicate excessive investment in inventories, high often means that the firm is running out of stock, resulting in a poor service to customers

The inventory turnover ratio (ITR) is a financial ratio that measures the efficiency of a company in managing its inventory. It shows how many times a company sells and replaces its inventory during a specific period. The formula for ITR is:

$$\text{INVENTORY TURNOVER RATIO} = \text{NET SALES} / \text{AVERAGE INVENTORY}$$

year	Net Sales	Average Inventory	ITR
2022	350.97	70.31	4.99
2021	336.22	90.82	3.70
2020	338.5	100.45	3.37
2019	362.45	109.86	3.30
2018	327.20	114.78	2.85



Interpretation: Net sales are the total sales revenue earned by a company during a specific period, while average inventory is the average value of inventory held by a company during the same period.

The trend for the ITR seems to be increasing, indicating that the company is becoming more efficient in managing its inventory. A higher ITR generally indicates that a company is selling its inventory quickly, which can lead to higher profits and lower holding costs. However, it is also essential to ensure that the company maintains a sufficient level of inventory to meet customer demand.

CHAPTER 6

LEARNING EXPERIENCE

- During the plant training I had great opportunity to learn more and know about all possible departments in the organization. I was totally devoted in learning the total work process in the organization.
- In class room I learned only theoretical aspects about the organization but during the internship. I learnt almost all aspects in a cashew industry.
- I observed all the departments. It helped me to understand how each department functions and how their activities are interrelated in the organization.
- Importance of different management functions such as planning, organizing, staffing, directing and controlling was understood.
- This study helped me in knowing the importance of teamwork in an organization.
- This study also helped me to know about employer and employee relationship in achieving the organizational goals.
- I understood the importance of leadership traits, which helps in achieving personnel as well as organizational goals.
- Besides all, I learnt the importance of time management in the organization.

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ANNEXURE

Balance sheet of Veekay PVC Profiles

(All amounts in Indian rupees lakh)

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Tangible assets	95.70	86.78	95.67	100.01	106.56
Capital work in progress	0.54	0.67	0.87	1.67	-----
Fixed asset	96.24	87.45	96.54	101.68	106.56
Noncurrent investments	5.78	10.56	15.78	20.34	22.56
Long term loans & advances	11.76	10.78	8.78	9.78	5.89
Other non-currents assets	-----	-----	-----	-----	3.67
Total non-current asset	113.78	108.79	121.1	131.8	138.68
2.Current assets					
Current investments	0.3	0.2	0.3	0.1	0.3

Inventories	70.31	90.82	100.45	109.86	114.78
Trade receivables	66.51	59.76	50.45	47.56	50.34
Cash & Cash equivalents	12.56	11.78	11.17	10.54	10.67
Short term loans and advances	3.50	12.67	13.57	13.99	11.01
Other current assets	23.69	20.89	19.54	20.86	23.67
Total current assets	176.87	196.12	195.48	202.91	210.77
Total Assets	290.65	304.91	316.58	334.71	349.45

PROFIT & LOSS ACCOUNT OF Veekay PVC Profiles (in Rs. LAKHS)

Particulars	2021- 2022	2020- 2021	2019- 2020	2018- 2019	2017- 2018
INCOME					
REVENUE FROM OPERATIONS(GROSS)	320.37	334.61	328.78	326.56	334.54
LESS: Excise/Service tax/Other Levies	-	7.34	5.93	4.99	5.87
REVENUE FROM OPERATIONS (NET)	320.37	341.95	334.71	331.55	340.41
TOTAL OPERATING REVENUES	320.37	341.95	334.71	331.55	340.41
Other income	6.83	20.50	3.79	4.67	10.56
TOTAL REVENUE	327.20	362.45	338.5	336.22	350.97
EXPENSES					
Cost of materials consumed	187.35	207.82	235.84	238.56	230.56
Operating and direct expenses	6.41	20.29	14.31	13.70	5.69
Changes in inventories of FG, WIP and stock-in trade	-0.80	4.96	-27.12	-23.78	5.98
Employee benefit expenses	14.58	16.47	17.44	12.67	14.78
Finance cost	19.84	25.70	18.70	14.67	15.87
Depreciation and Amortisation expenses	8.59	7.17	7.01	6.89	7.90
Other expenses	74.85	67.29	66.61	67.09	66.54
TOTAL EXPENSES	310.82	349.7	332.79	329.8	347.32

PROFIT/LOSS BEFORE EXCEPTIONAL EXTRAORDINARY ITEMS AND TAX	16.38	12.75	5.71	6.42	3.65
Exceptional items	-	-	-	-	-
PROFIT/LOSS BEFORE TAX	16.38	12.75	5.71	6.42	3.65
TAX EXPENSES-CONTINUED OPERATIONS					
Current tax	1.51	2.85	1.71	1.75	1.20
LESS: MAT credit entitlement	-	0.48	-0.60	0.50	0.30
Deferred tax	-	2.94	3.20	1.89	0.10
Tax for earlier years		0.32	-	-	0.10
TOTAL TAX EXPENSES	1.51	6.59	4.31	4.05	1.70
PROFIT/LOSS AFTER TAX AND BEFORE EXTRAORDINARY ITMES	14.87	6.16	1.40	2.28	1.95