

PROJECT REPORT ON
“RECEIVABLE MANAGEMENT”
LEKSA LIGHTING TECHNOLOGIES PRIVATE LIMITED, MOODABIDRI

Submitted by
SUKSHITHA
USN: 4AL18MBA79

Submitted to



VISVESVARAYA TECHNOLOGICAL UNIVERSITY, BELGAUM
In partial fulfilment of the requirements for the award of the degree of
MASTER OF BUSINESS ADMINISTRATION (MBA)

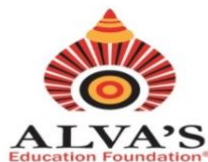
Under the guidance of

INTERNAL GUIDE

Dr. Nagendra. S
Senior-Assistant Professor
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EXTERNAL GUIDE

Mr.Sharath Kumar
Asst. Account Manager
Leksa Lighting
Technologies Pvt Ltd



DEPARTMENT OF BUSINESS ADMINISTRATION
ALVAS INSTITUTE OF ENGINEERING AND TECHNOLOGY
Shobhavana Campus, Mijar, Moodabidri Taluk D.K – 574225

June 2020



Leksa Lighting Technologies Pvt. Ltd.

INTERNSHIP COMPLETION LETTER

Date : 15.05.2020

We are glad to inform you that Ms. Sukshitha (USN:4AL18MBA79) From Alva's Institution of Engineering and Technology, Mijar has successfully completed her internship at Our company from 01.01.2020 to 15.02.2020.

During the internship she was working on the receivable management.

We found her extremely inquisitive and hard working. She was very much interested to learn the functions of our core division and also willing to put her best efforts and get in to the depth of the subject to understand it better.

Her association with us was very fruitful and we wish him all the best in his future endeavours.

Thanking you
For, Leksa Lighting Technologies Pvt. Ltd.,

Authorised Signatory

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A Unit of Alva's Education Foundation (R)

(Affiliated to Visvesvaraya Technological University, Belagavi

Approved by AICTE, New Delhi & Recognised by Government of Karnataka)

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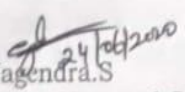
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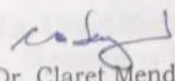
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24 June 2020

CERTIFICATE

This is to certify that, SUKSHITHA bearing USN 4AL18MBA79 is a bonafide student of PG Department of Business Administration of Alva's Institute of Engineering and Technology, Mijar, affiliated to Visvesvaraya Technological University, Belgavi. The project report titled "A STUDY ON RECEIVABLES MANAGEMENT OF LEKSA LIGHTING TECHNOLOGIES AND PRIVATE LIMITED, MOODBIDRI" is prepared by her under the guidance of Dr.Nagendra S, Sr. Assistant Professor, PG Department of Business Administration in partial fulfillment of the requirements for the award of the degree of Master of Business Administration of Visvesvaraya Technological University, Belagavi, Karnataka.


Dr. Nagendra S
Signature of Internal Guide


Dr. Claret Mendonca
Signature of HOD


Dr. Peter Fernandes
Signature of Principal
PRINCIPAL
Alva's Institute of Engg. & Technology,
Mijar, MOODBIDRI - 574 225, D.K



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DECLARATION

I, SUKSHITHA, hereby declare that the project report entitled "A STUDY ON RECEIVABLE MANAGEMENT" with reference to "LEKSA LIGHTING TECHNOLOGIES PRIVATE LIMITED, MOODBIDRI" prepared by me under the guidance of Prof. Dr. Nagendra.S faculty of M.B.A Department, Alva's Institute of Engineering and Technology and external assistance Mr. Sharath, Assistant Accounts Manager Leksa Lighting and Technologies Private Limited and I also declare that this project work is towards the partial fulfilment of the university regulation for the award of degree of Master of Business Administration by Visvesvaraya Technological University, Belgaum. I have undergone a summer project for a period of six weeks. 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/diploma from any other University/Institution.

Date: 03.07.2020

Place: Miraj


(SUKSHITHA)

ACKNOWLEDGEMENT

Acknowledgement is a valuable feelings expressed to valuable people. So I take this opportunity to acknowledge everyone who directly or indirectly helped me a lot to complete this project successfully.

My profound thanks to Dr. Peter Fernandes, Principal, MBA Department, Alva's Institute of Engineering and Technology, Mijar, Moodbidri and our beloved Head of the Department Prof. Claret Mendonca, Alva's Institute of Engineering and Technology, Mijar, Moodbidri for their support to undertake this project.

I would like to express my sincere and profound gratitude to my internal guide Prof. Dr.Nagendra .S, Alva's Institute of Engineering and Technology, Mijar, Moodbidri for his careful and valuable guidance, never ending patience and constant encouragement throughout the project.

At the outset, I am grateful to leksha lighting technologies pvt ltd, for giving me the opportunity to do internship with them. I express immense gratitude and thanks to Mr. Sharath Kumar, Asst. Accounts Manager, Leksa Lighting Technologies Private Limited, Moodbidri, who was my external guide in the training, for providing relevant information, his constant support, inspiration and encouragement during the period of my internship.

Finally, I thank the entire MBA faculty, my parents and all my friends for helping and encouraging me during the period of my project.

Date: 03/07/2020

Place: MIJAR

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EXECUTIVE SUMMARY

As a part of curriculum course of Master of Business Administration Alva's Institute of Engineering and Technology, I had required to undertaken a research project in fourth semester. It enables me to know the realities of the business and application of theoretical knowledge in practical. A secondary research study was undertaken to understand the company and product segment.

The Leksa lighting technologies Private Limited incorporated in 23rd September 2018 and company comes with a clear vision to bring new lighting technologies to the society. This includes Stage lighting, Stadium Lighting, Film and studio Lighting, Architectural lighting, DJ lighting, LED Display etc., since company focused on developing innovative products that will help to satisfy the customers.

Sincere efforts have been done to analyze the receivables management, to achieve the objectives of the study and find out the present position of the lekxa lighting technologies and pvt ltd compared last 2 years. Efforts have been done, to suggest the management some of the facts which the outcome of the findings.

A firm grants trade credit to protect its sales from the competitors and to attract the potential customer. The main three parts of the credit policy are credit standards, credit terms and credit collection policy and procedures.

The two financial statements used in the study are profit and loss account and balance sheet. The data for the last five years are compared to draw meaningful conclusion. Some ratios are used to analyze the company's receivable position. By these ratios one can have picture about the firm's position. The data required for the study was collected through annual reports, company website.

