INTERNSHIP REPORT ON

CURRENT FINANCIAL ANALYSIS AND WCM PROCEDURE OF EON GROUP

| MD.Wahidur Rahman |

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Current Financial analysis and WCM procedure of EON Group

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Letter of Transmittal

12 July 2013

Md. Jabir Al Mursalin

BRAC Business School

BRAC University

Subject: Submission of Internship Report

Dear Sir,

This is my pleasure to present my internship report title "**Current Financial analysis and WCM procedure of EON Group"**

The main purpose of this report was to learn about the process of Eon group Ltd. I have tried my level of best to cover the topic effectively, and I hope that this report meets your expected standard. This experience helped me immensely to develop my skills in Accounting and Finance department. I am thankful to you for your guidance, suggestions and constructive criticism during the preparation of this report that only encouraged me further into excelling.

Please accept this report and oblige. I am eager to respond to any questions that you may have concerning this report.

Yours Sincerely,

MD.Wahidur Rahman

Acknowledgement

In every step of this study, many individuals and department of the organization support who are connected for the project. It gives me an immense pleasure to acknowledge them with my appreciation.

At the very beginning, I would like to express gratitude to almighty for special blessings in completing it. I would like to thanks to my supervisor Md. Jabir Al Mursalin for guiding me and come out with some important part which might I could not find out. His sincere guidance, untiring support, precious advice and endless encouragement enabled me to overcome all the quandaries that cropped up during the preparation of my report. I also acknowledge my respected to all my respected teachers to teach me the relevant topics which I could use in my internship period.

My heartfelt thanks go to A.B.A Shahid Ud Dowlah (Director Oparation), MD. Shamsujjoha (Assistant General Manager), for their unending support and encouragement. I would also like to express my sincere appreciation to MD. Shamsujjoha (Assistant General Manager) who helps me to get all the relevant information of Eon Group Ltd, without them this research couldn’t have been this perfect and professional.

Executive Summary

My internship report is based on the activities and Accounting processes of EON group entitle 'Current Financial analysis and WCM procedure of EON Group.' I have tried my best to cover every part of activities and the related process. As I have in the Accounts department, so my job and responsibilities were limited. So, I tried here to input some of point which I was not that much involved.

Chapter 1, is discussed about the limitation which I faced most and also a brief summary of my report and my analysis. In chapter 2, I have discussed the organization overview at the point of organizational and also my own view and also my duties and responsibilities and the projects the functional services. I tried to provide every detail of the services that I was involved that I was involved in my internship period. In chapter 3, I discussed about my Internship experience. In chapter 4, on project part I have discussed the core activities and financial analysis of EON groups. I also try to build a scenario of profitability of EON group and also have discussed the functional services of the company and analyzing part of my report about my learning, and the output of my learning. Some of SWOT analysis also discussed there for the organizational part.

I tried to provide every detail of the services that I was involved. For the analysis part, I talked with some employees of EON Group and asked them questions related to the activities of them. Based on their answers I interpreted the data tried to figure the effectiveness. Before drawing any conclusion based on this report it may be noted that there might be in lack in data, but still the report may be useful for designing any further study.

Table of Content:

Chapter – 1

Introduction

1.1. Introduction:

Financial statement analysis is a process of examines current and past financial data for the company purpose and evaluating performance, estimating future risks and potential condition of a company. Financial statement analysis is used very vastly, like investors, creditors, security analysts, bank lending officers, managers, taxing authorities, regulatory agencies, labor unions, customers and many other parties who rely and depend on financial data for making economic and financial decisions about their company. Emphasis of this course is placed on the needs of equity investors.

1.2. Objective:

There are two major objectives of preparing this internship report, one is the primary objective and another is the secondary objective. Below I describe those two terms clearly.

Specific objectives of project:

- Explain business activities and their relation to financial statement;
- Identify the relevant analysis information beyond financial analysis;
- Describe component analysis that constitute business analysis;
- Recognize the information needs of investors and creditors;
- Apply several basic financial statement analysis techniques.

Specific Objectives of Internship:

- Understanding the behavior and the culture of an Organization;
- Scope and the effectiveness of my educational qualification;
- And finally I want to get an excellent Grade in BUS 400 course.

1.3. Methodology:

I talked to my supervisors, who conduct with the accounts keeping process as assistant general manager of the organization and directly responsible to make his subordinates to perform well and motivated. I tried to get the information from companies official and some confidential documents, along with the employees who are directly involve with the company. I also went through Eon Group's websites and the reports regarding this topic, which I believe will give me a wide breadth of information that will make the report more informative. I also took some support from the company profile and the Audited report of Eon Group Ltd.

1.4. Data Sources:

To prepare this report on current analysis and working capital management of Eon group I had to use some data sources those are primary source and the secondary source.

A. Primary source:
   - Audited repots;
   - Financial statements;
   - Credit ratings repots;
   - Some confidential information from my supervisors

B. Secondary source:
   - Website of Eon group;
   - Related reports regarding this topic;
   - My Academic books.

1.5. Scope:

The scope of the study is to learn How to do the current financial analysis and working Capital management of EON group Ltd. From preparing this report I will learn the procedure of keeping working capital management and financial analysis of an organization. This report is prepared on the basis of Eon Group's financial statement, Credit rating report and Audited report. Financial statement analysis is a vital and important part of the broader field of business analysis. Business analysis is the process of evaluating a company's economic prospects and risks. This includes analyzing a company's business environment, its strategies and its financial position and performance.

1.6. Limitations:

In spite of my untiring effort, I am sure that there are still some shortcomings prevailing in the report due to:

- Lack of practical experience and capabilities.
- Lack of time due to office schedule and class schedule, because one of my major course “Cost accounting” I’m doing at the same time with my Internship
- In some cases limited knowledge about the company
- Up-to- date information were not available sometime.

In spite of these margins I tried my best to collect essential data and information that have been analyzed in the following sector.

Chapter – 2

Organizational Overview

2.1. Introduction to EON Group:

Eon Animal Health Products Limited (here in after referred as ‘EAHPL’ or the company) was incorporated as a private limited company on 4th January 2000 under the company Act of 1913. The company was awarded “Best Medium Enterprise” by FBCCI Standard Chartered Bank in 2006, achieved the excellence of ISO 9001:2008 in 2008 and listed as top 500 companies in Bangladesh by Dun and Bradstreet most reputed financial reporting organization. The head office of the company is located at 53, Mohakhali C/A Building, Dhaka- 1212. The manufacturing unit of the company is located at Chandana, Gazipur.

EAHPL is engaged in manufacturing, marketing & distributing of animal health & nutrition products. The company has a wide range of products in various segments like nutritional and non-nutritional feed additive, supplement, water soluble nutrition, bio-security, therapeutic drugs and vaccines. EAHPL is a member of animal health companies association of Bangladesh in addition to other leading trade bodies.

2.2. Mission and Vision of Eon Group:

Our Vision is Be the Leader in Quality and Commitment and Our Mission are committed to contribute to the sustainable growth of the overall economy of the country by conducting all our business operations through. Innovation and introduction of proper products & services that our end users deserve. Development of Skilled Human Resources as per the need of the respective industry. Establishment of Healthy Trade Relationship with the dynamic & challenging Global Market. We are further committed to train and motivate all our employees in order to provide superior quality service to every person we interact. The business enterprise has begun its journey in January Year 2000 with the vision to contribute to the development of animal agriculture, plant agriculture and aquaculture sectors in Bangladesh and also be a reputed global company. Since beginning we developed a business philosophy not just to sell conventional commodities, rather preach concept of unconventional research based products and services, which will contribute to the consistent improvements of our customer’s business in agriculture sector. We have well equipped manufacturing unit for premix for Animal Agriculture, Pharmaceuticals, compound animal feed, repacking and formulation plant for pesticides & fertilizer. We have developed a knowledgeable and efficient technical & marketing team to who possess the ability to deliver our end-users the know-how of our products and services that they deserve for appropriate application. Our marketing team being represented by a diverse technical personnel with the background of veterinary medicine, animal husbandry, chemistry, agronomy, soil science, agro-engineering, plant pathology, marine science, nutrition, fishery, entomology, micro-biology and pharmacy to ensure the optimum service to our customers.

2.3. History and Achievements of Eon Group:

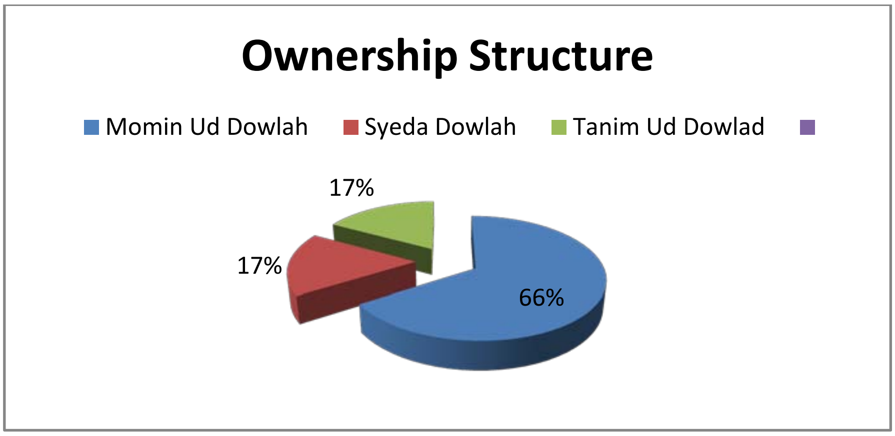
- Founded in Jan 2000
- Founder- Momin Ud Dowlah, Present CEO
- Sept 2000 – Poultry Products
- March 2003- Aqua Products
- July 2006- Crop Products
- June 2008- Ruminant Products
- July 2008 – Animal Feed through acquisition of BNS Poultry Feed which is now Euro Feed
- June 2010 – Information Technology
- August 2010- Commercial Layer Project of 50,000 Birds at Gazipur
- June 2011 – 2nd Feed mill Project Excel Feed
- April 2011- Broiler Breeder Farm
- Construction and machinery installation was completed in April 2008 and Factory was opened in May 2008
- Pharmaceutical products are currently under development for both human and animal
- Launched the Ruminant division of Eon Animal Health Products Ltd. Products manufactured in our pharma facility from June 2008
- In 2006 Eon Animal Health Products Ltd. Enterprise” by FBCCI-Standard Chartered Bank
- In Jan, 2008 Eon Animal Health Products Ltd. has achieved the excellence of 9001:2000
- Listed as Top 500 Companies in Bangladesh by Dun and Bradstreet most reputed international rating agency
- Total number of direct employees are Over 500 Regular and 250 Seasonal Approx

2.4. Products name:

The products offered by EAHPL are Amonex, Aquazyme, Avizyme, Avizyme plus, Betafin BT Powder, Bio-Ade liquid, Bio-Aqua Liquid, Bloat Zero, Suspension Calcimax Powder, Cox-zero Liquid, CTC-vet Powder, DCP Powder, F-Choline powder, Ecolite powder, E-Doxy powder, Elosin-T powder, Emolium Powder, Emolium plus powder, Enomycin Powder, Enova 90 Powder, Eon Broiler, Eon Fish Grower, Eon Layer, Eon Tiger Brand feed, Larvakill Livaton Liquid, L-Lysin 65 MCP, Mega Phos suspension, Novasil Plus liquid, Novatox Plus, Nutribind, Nutricell, Nutriful Granule, Osmo Saline, Nutriful Granule, Osmo Saline Oxyman, Pegabind, Phyzyme XP TPT, QL Fish Meal, Reviva, Selko-pH Liquid, Stop OX Timen Poultry, VitaX-AD3E, VitaX-DB, VitaX-ES, VitaX-WS.

2.5. Shareholder's pattern:

The shareholder pattern of Eon Animal Health Products Ltd is found concentrated within family members. Mr. Momin Ud Dowlah, founder, Chairmen & Managing Director hold 66% shares, Mrs. Syeda Dowlah and Mr. Tanim Ud Dowlad holds 17% shares each. The adjacent graph portrays EAHPL ownership structure.



2.6. Profiles of the Group companies:

Eon Group of companies is a fast growing conglomerate in Agro-based industrial sector involved in providing inputs to farmers (Crop & animal) to produce high yield and high quality products for consumers. The Business was started in January 2000 but the sale & marketing activities initiated in September 2001. At present the group is engaged in diversified line of business of business which includes, manufacturing, import and distribution of all type of agriculture inputs in different segment primarily for nation-wide local market and also for the global market. Business segment of Eon Group includes Animal health, Animal Feed, Animal Farming, Agrochemical, seeds, Pharmaceuticals, Information Technology, Environment health and food & Consumer care. The group is working with the vision to be a contributor to “Food Security and Safety” in Bangladesh. Brief profiles of the Group companies are given below:

SL	Name of the Company	Description
1	Eon agro Industries Ltd.	Imports, manufactures & distributes great range of products for crop production and solution that covers control of plant diseases, insects, unwanted weeds and micro nutrition and trace elements.
2	Eon Pharmaceuticals Ltd.	Manufactures and distribute therapeutic drugs for all special of poultry, cattle, fishery and pet animal.
3	Euro Feed Ltd.	Manufacturing, marketing & distribution of animal feed.
4	Excel Feed Ltd.	Recently has been taken over to augment its feed market to manufacture & sell poultry, cattle, fish feed.
5	Eon Food & Consumer care Ltd.	To commence integrated layer (Egg branding) & Broiler (Chicken meat processing) operation to produce health safe & ensure nutrition for the consumers by marketing through stores chain.
6	Eon Infosys Technology	Developing stage of the art ERP & WEB solution for small, medium to large Corporate house.
7	Eon Poultry Complex	To produce high quality health safe edible eggs & Consumers care for nationwide and global marketing.
8	Provati Hatchery Ltd.	Was incorporate in 20th November 2006. It’s a breading firm that Eon Group takeover in 30th April 2001.
9	Eon Bio Science Ltd.	Eon Bio Science Limited was incorporate in 26th April 2009.

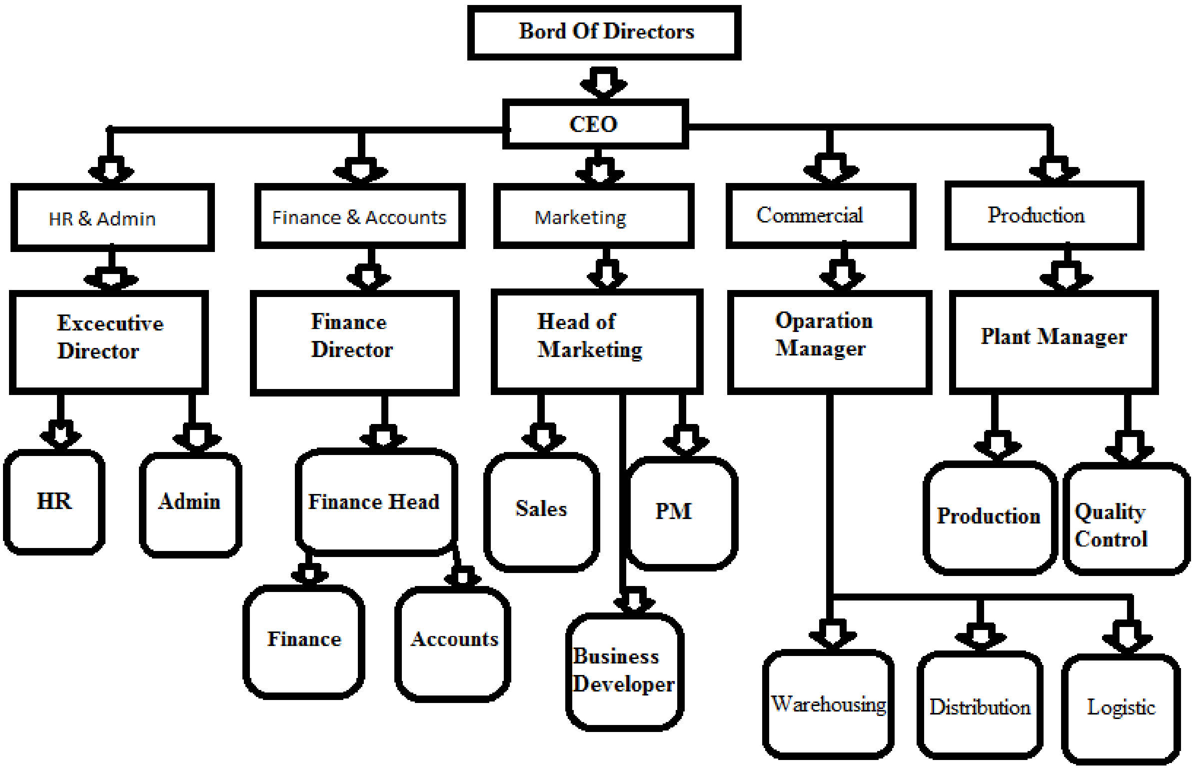
2.7. Corporate Social Responsibilities:

Eon Group is engaged in various types of CSR activities through the country primarily for the welfare of the deprived segment of the society. Its activity focuses on education, rehabilitations of the destitute, support orphanage, providing sanitation facilities in rural areas, awareness against smoking and drugs, anti-religion activities and promotes good health, safety and environment. CSR activities are conducted through two entities, Eon Foundation and Nurul Iman Foundation science 2000.

2.8. Organizational Structure:

The management team is organized with experienced personnel from different professional background which includes Agribusiness, Engineers, Accountants, Marketing and market research specialist. Mr. Mominuddowla, founder Chairmen & Managing Director of this group, has vast experience in agro based industry. The organizational structure of the company is divided into five division, namely (1) Administration and Human Resource department, (2) Finance and Accounts department, (3) Marketing department, (4) Commercial department, (5) Production & Operation department.

Organizational structure of EON Groups



The heads of the division have the capability to promote and run the business smoothly. EAHPL offers good compensation packages to its employees including festival bonus and efficiency bonus & other fringe benefits. A brief of the professionals of the management team are given below:

Name of Department	Head of Department	Designation
	Mr. Shamsujjoha	Asst. General Manager
Finance & Accounts	Mr. Abdul Al Mamun	Asst. Manager
	Mr. Harun Ur Rashid	Manager Audits & Compliance

Admin & HR	Major ABA Meshbah ud Dowlad	Executive Director
	SK. Shadiqur Rahman	Asst. Manager

Commercial	Md. Saber Ahmed	Manager Commercial
	Mr. Abdul Hannan Khan	Deputy Manager

	Mr. Faiz Noor	General Manager
Marketing	Mr. Mahmud Alam	Asst. General Manager
	Mr. Monsur Alam	Business Manager
	Mr. Shajhan	National Sale Manager

	Mr. ABA Shahid Ud Dowla	Director Operation
Production	Mr. Syed Khairul Ahsan	Plant Manager
	Mr. Bashir Ullah	Quality Assurance
	Mr. Monirul Islam	Distribution Manger

2.9. Research & Development:

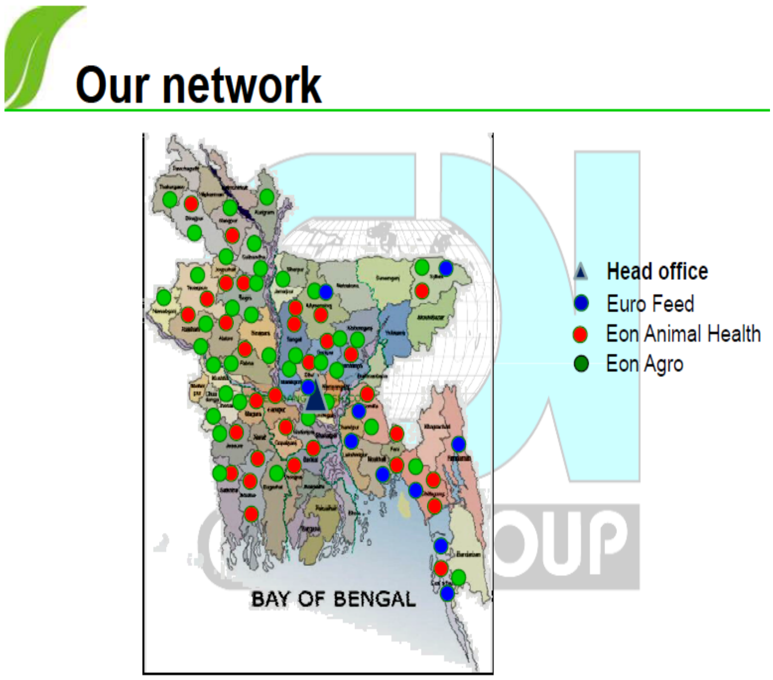
The Company has Research & Development and Quality control departments which are responsible to comply with the guidelines of Current Good's Manufacturing Practice and requirements of ISO-9001:2008 Quality Management System (QMS). There are nine members in the department involved in product development to suit requirements of the industry & in offering allied technical services to the stockholders who use company's products.

EAHPL has modern IT system to run the operation. The company uses "in-house ERP system" to support its management information and reporting as required by individual departments, developed by "EON Infosys technology", a sister concern of EAHPL.

The company has a detailed company Quality Control Policy complying with International Standard requirements of ISO 9001:2008 through development of physical and human resources. The company is committed to comply with local drug regulatory norms in every phase of product development manufacturing, quality assurance and distribution. Besides, Expired products which are rejected by the Quality Control department are subject to destruction.

2.10. Operation and distribution:

EAHPL has a structured promotion and distribution policy to capture its target customer. Target customer of the company includes direct customer and intermediaries (Distributors, Retailers and Consultant etc.) to reach the target consumer EAHPL continues its promotional activities over the year depending on existing and projected demand of the products. Promotional activities of the concern includes, group discussion (field sales focused), seminar (institutional sales focused), awareness campaign (CSR focused). Beside EAPHL also dispense some promotional items like free products, poster/festoon/product literature, branded pen, writing pad etc. and the overall promotional activities of EAHPL is centrally conducted and monitored by the head office based Business Manager.



EAHPL uses integrated distribution system throughout the country. Central distribution management system is used to manage the regional offices. All regional offices has adequate warehousing space, distribution fleet, human resources and required IT support to keep the overall management system uninterrupted. Every regional office is replenished whit products periodically as per sales rolling forecast & petty cash funds reimbursed as per expenses incurred. All regional offices consolidated group distribution operation to insure operating synergies. The central warehouse of this concern is located at Gazipur. And the regional offices exist in Gazipur, Bogra, Jessore, Khulna and Chittagong. There are 12 vehicles available for smooth distribution system.

2.11. Industry risk analysis:

Bangladesh is mainly an agrarian economy. Agriculture is the single largest producing sector of the economy since it comprises about 30% of the county's GDP and employing around 60% of the total labor force. The performance of this sector has an overwhelming impact on major macroeconomic of objectives like employment generation poverty alleviation, human resources development, food security. The crop sub-sector dominates the agriculture sector contributing about 72% of total production. Fisheries, livestock and forest tree sub-sectors contribute 10.33%, 10.11% and 7.33% respectively.

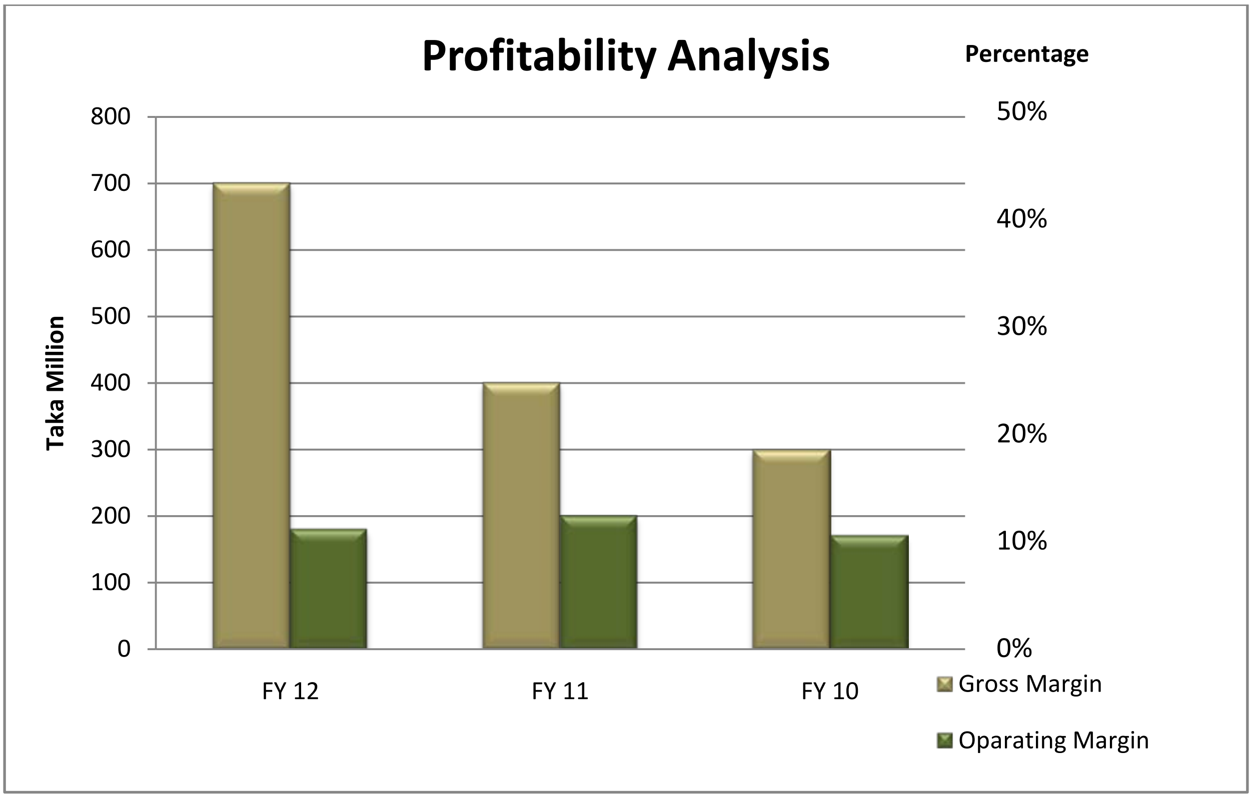
The livestock subsector experienced a growth rate of 5.9% in 2006-2007. The contribution of the livestock subsector to agricultural gross domestic product (GDP) is 12% and to the country's GDP is 2.9%. Therefore flourishing of livestock, poultry and fishery business leads the animal product business towards increasing trend within the country. There are nearly 66 companies in Bangladesh that produces are large range of animal nutrition and non-nutrition product, vaccines and medicine for animal and livestock. Although the production of animal medicine and vaccine in increasing within the country but the import of veterinary medicines increased to 229% in 2007 from 2003. Bangladesh mainly import from Netherland, USA, Hungary, France & Italy.

EAHPL has diversified customer based. The company sells its products mainly in local markets. The top twenty buyers holds 19.95% of turnover, namely Nourish Poultry & Hatchery Ltd., Euro Feed Ltd., Kazi Farms Ltd. Bay Agro Industries Ltd., Agro Industrial Trust, Rowshan Enterprise etc. Besides, the company gets support from sister concerns, Euro Feeds Ltd. With forward linkage.

The company procures 14 key items of raw materials from the local and international market, among them 2 items are procured from local sources and the rest 12 items are procured from 14 countries. The major importing countries are The Netherlands 33%, USA 33% Finland 14%, Local 13%, and Malaysia 7%.

The business performance of EAPHL improved during the year ended June 30, 2012. The company recorded turnover of taka575.50 million in financial year 2011-2012 against taka 402.58 million in financial year 2010- 2011, registering a growth of 42.96%. The Gross Profit increased to taka 196.12 million in financial year 20011-2012 from taka 157.64 million in financial year 2010-2011. However the Gross Margin decreased to 34.08% in financial year

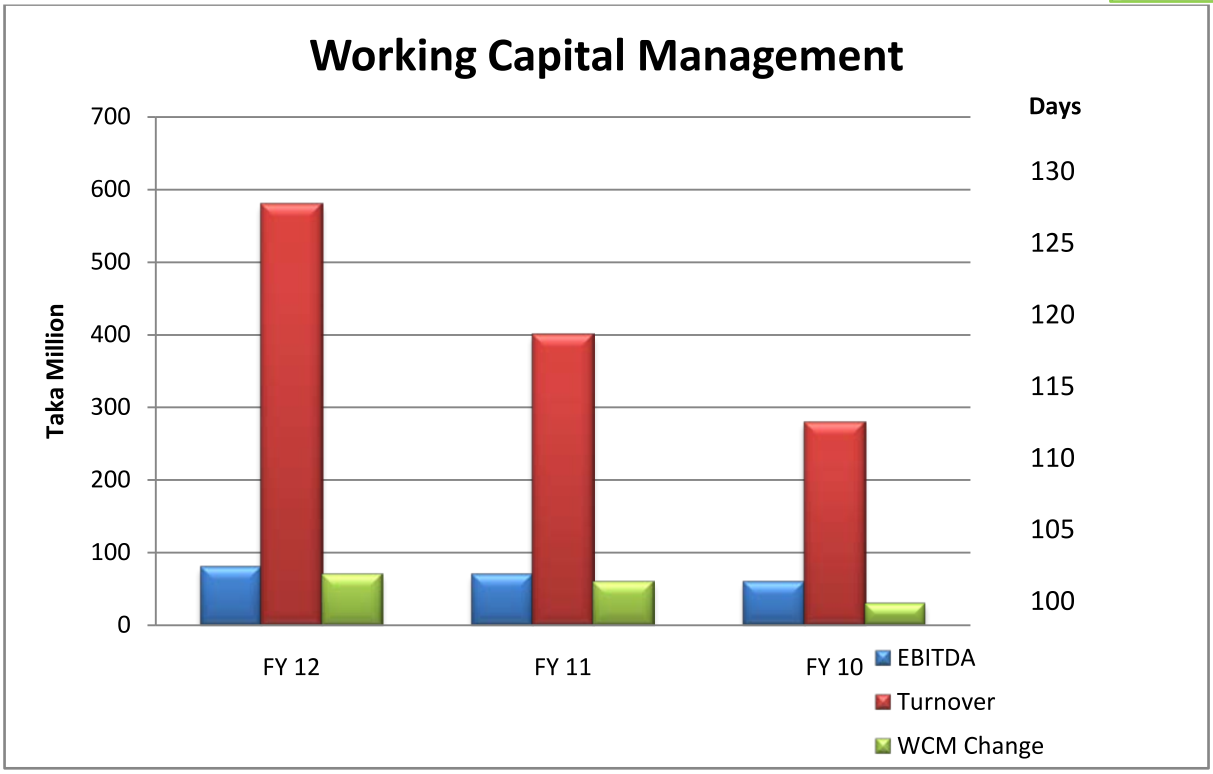
2011-2012 from 39.16% in financial year 2010-2011. The operating margin also decreased to 12.82% in financial year 2011-2012 from 15.92% in financial year 2010-2011.



2.12. Financial risk analysis:

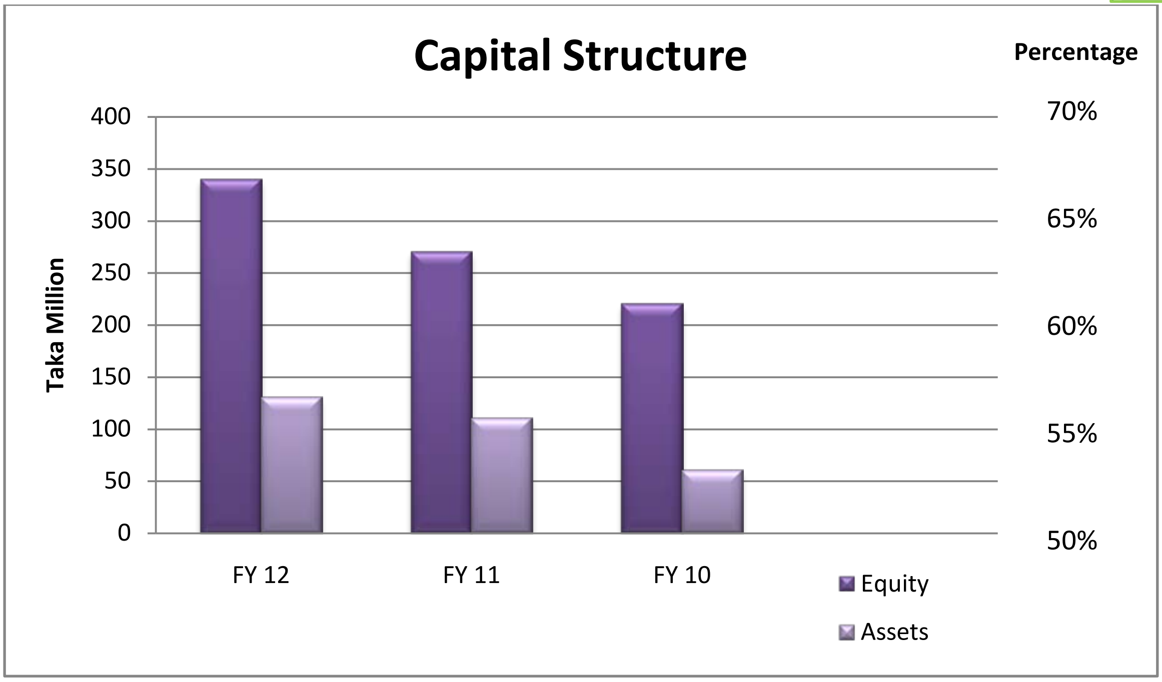
The net income of the company slightly decreased to taka 34.16 million in financial year 2011-2012 from taka 35.73 million in financial year 2010-2011. Moreover, the net profit margin decreased to 5.94% in financial year 2011-2012 from 8.88% in financial year 2010-2011. On the other hand, the interest expense has increased to taka 27.59 million in financial year 2011-2012 from taka 19.44 million in financial year 2010-2011.

EAHPL has experienced positive Net Working Capital over the last three years. During financial year 2011-2012 the Net Working Capital of the company was taka 61.58 million which was taka 57.27 million in financial year 2011-2012. The cash cycle was long due to longer average trade receivable cycle 55 days compared to very short average trade payable cycle 1 day. However, the cash cycle has decreased to 111 days in financial year 2011-2012 from 116 days in financial year 2010-2011. The average inventory hold is 58 days during financial year 2011-2012 against 62 days in financial year 2010-2011.



The EBITDA has increased to taka 86.74 million in financial year 2011-2012 from taka 75.78 million in financial year 2010-2011, registering a growth of 14.46%. The impact of positive working capital also eventually interprets the moderate liquidity position. The current ratio 1.36 times and the adjusted quick ratio 1.25 times were found adequate in financial year 2011-2012. The interest coverage was found 3.14 times during financial year 2011-2012 which was 3.90 times in financial year 2011-2010. The debt service coverage was found 2.81 times during financial year 2011-2012 which was 3.27 times in financial 2010-2011. The debt payback periods became shorter to 1.97 times in financial year 2011-2012 from 2.01 times in the previous year.

The financial structured was composed with 43.41% equity and 56.59% debt in financial year 2011-2012. The asset turnover ratio increased to 1.91 times in financial year 2011-2012 from 1.69 times in financial year 2010-2011, representing a slight increase of efficiency level in respect of converting assets into sales. However the equity multiplier decreased to 2.64 times during financial year 2011-2012 against 3.02 times in financial year 2010-2011. The total assets base of the company increased to taka 332.17 million in financial year 2011-2012 against taka 270.01 million in financial year 2010-2011, registering a growth of 23.02%. The company enjoys financial flexibility to meet financial requirements during the stress situation.



2.13. Credit facility:

EAHPL is enjoying credit facility from AB Bank Ltd, IDLC & United Leasing Company Ltd. The details of the credit facility are given below:

Name of Bank	Nature of Facility	Limit (Million)	Outstanding (Million)	Purpose
United Leasing Co. Ltd.	Lease finance	12.10	3.57	To purchase vehicle & Equipment
	Factoring	15.00	8.55	To finance part of A/R arising out of institutional sales
IDLC finance Ltd.	Lease finance	2.8	1.47	To purchase vehicle & Equipment
AB Bank Ltd	Letter of credit	400.00	46.78	To import nutrition, fertilizer, pesticide, agro chemicals, poultry & animal feed
	Inter Limit of LC	(340.00)	145.34	To retire import documents

	Total loan for local purchase	(85.00)	82.28	For payment of import duty, VAT and other related import expenses against imported consignments.
	Time loan for Duty VAT	20.00	19.93	To purchase raw materials & other allied items from, local sauces
	Overdraft	20.00	19.21	To meet operational expenses of trading business of animal nutrition, fertilizer, pesticide, agro chemicals
Total		469.90	327.13	

Chapter – 3

Internship Experience

3.1. Job Responsibilities

Overall orientation with functional areas:

- Administration of HR
- Sales & marketing
- Supply Chain
- Accounts & Finance

<u>Administration of HR:</u>

To know about the basic function of the admin & HR department and to be familiar with persons and their activities.

- Strategic HR plans:
  - Hires and recruitment
  - Transfer, promotions
  - Evaluation the performance
  - HR event management

- Operation Task:
  - Payroll
  - Routine re-imbursement
  - Compliance issues

<u>Sales & Marketing:</u>

Sales are filed based since all sales operations take place in the remote areas and distant part of the country; sales forces are accordingly manage by department, handed by number of marketing managers, purchase manager is technical & support manager in addition to head of sales and marketing.

Supply Chain:

Supply chain plays very vital role within the organization; since it's has to deal with multidimensional tasks. The core functions is supply chain department can be categorized below:

- Trade & supply chain:
  - Focus in local procurement
  - Communication with foreign and local suppliers
  - LC operations
  - Purchase order

- Warehousing & inventory management:

Supply chain managers overall warehousing & inventory management by facilitating inventory, re-order level study, annual budget & monthly rolling forecasts. Control & regional warehouses are replaced continuously every month, it can be summarized below:

- Re-order cancel planning
- Replenishment
- Safely management

- Distribution:

Ones a sales order is approved invoice are placed by respective logistic people who along into execute the physical distribution, overall logistic & distribution can be maintained in brief as below:

- Invoices
- Collection processing
- Delivery, Routine scheduling & planning
- Physical distribution
- Distribution fleet management
- Required sales support

Accounts & Finance:

Accounts & Finance department deals with significant volume of works, both strategic & operational. Operation works can be brief below:

- Transaction process:
  - Scrutiny
  - Approval
  - Data Entry or Voucher
- Treasury operation:
  - Allocation & re-allocation of funds as per requirement
  - Disbursement
    - Suppliers
    - Bank liabilities
    - Salaries, incentives & others
- Financial Reporting:

Designated accounts people are assigned to close the company accounts monthly, Quarterly, semi-annually and annually for decision making purpose.

- Credit Management:

Customers credit are continually monitored and arranged by designated finance people; who regularly scrutinize customers credit status, approves sales order as per value, analyze receivables turnover and communicate respective marketing people according to take connective actions, in addition the assigned personnel also refers the customer (if any) to legal department for recovery of overdue amount (as the case may be).

- Strategic Functions:

The head of Finance plans about strategic financial matters as per annual master budget so as to achieve corporate goals. This comprises:

- Planning the credit facilities to match the objectives
- Planning the acquisition of capital assets
- Availing the sent source of finance to reduce cost of funds

- Expansion finance to acquire new business unit, venture (Capital Budgeting)
- Performance appraisal of responsibility centers(cost center, profit center, investment center)

3.2. Personal observations:

Overall their working environment is suitable for the employees and the employees are very much friendly behavior in a professional manner. During my internship period they help me a lot to understand the practical work and some time they try to teach me in an easy way that an intern can catch smoothly. I was working Account & Finance department, which is very crucial work place, related my academic subjects there I was working with their internal software which specially made for their Company purpose.

3.3. Personal recommendation:

There company's friendly behavior reduces their employee's turnover which is very good for a company. The employees work for the company for many years and they are very much satisfied, daily prayers they do "Namaz" with "Jamat" which also maintain their Islamic environment and a loyalty among all the employees. I personally believe any job candidate would like to be their proud employee.

Chapter – 4

Project on Financial analysis & WCM Procedure

4.1. Background of Study:

Whatever may be the organization, working capital plays an important role, as the company needs capital for its day to day expenditure. Thousands of companies fail each year due to poor working capital management practices. Entrepreneurs often don't account for short term disruptions to cash flow and are forced to close their operations.

In simple term, working capital is an excess of current assets over the current liabilities. Good working capital management reveals higher returns of current assets than the current liabilities to maintain a steady liquidity position of a company. Otherwise, working capital is a requirement of funds to meet the day to day working expenses. So a proper way of management of working capital is highly essential to ensure a dynamic stability of the financial position of an organization.

Eon Animal Health Products Limited is one of the largest Agro base Business in the country. Seeing the good opportunity to study financial systems and practices of EAHPL, it is relatively important take up internship assignment on 'Financial Analysis & Working Capital Management in EAHPL'. During the project work, it is being analyzed the working capital position of this organization. Decisions relating to working capital and short term financing are referred to as working capital management. These involve managing the relationship between a firm's short-term assets and its short-term liabilities. The goal of Working capital management is to ensure that the firm is able to continue its operations and that it has sufficient money flow to satisfy both maturing short-term debt and upcoming operational expenses.

Working capital management deals with maintaining the levels of working capital to optimum, because if a concern has inadequate opportunities and if the working capital is more than required then the concern will lose money in the form of interest on the blocked funds. Therefore working capital management plays a very important role in the profitability of a company. And also due to heavy competitions among different organization's it is now compulsory to look after working capital.

At EAHPL a substantial part of the total assets are covered by current assets. Current assets form around 36%- 40% of the total assets. However this could be less profitable on the assumption that current assets generate lesser returns as compared to fixed assets.

But in today's competition it becomes mandatory to keep large current assets in form of inventories so as to ensure smooth production an excellent management of these inventories has to be maintained to strike a balance between all the inventories required for the production.

So, in order to manage all these inventories and determine the investments in each inventories, the system call for an excellent management of current assets which is really a tough job as the amount of inventories required are large in number.

Here comes the need of working capital management or managing the investments in current assets. The companies like EAHPL it is not easy at all to implement a good working capital management as it demands individual attention on its different components.

The study of working capital management is very helpful for the organization to know its liquidity position. The study is relevant to the organization to know the day to day expenditure. This study is relevant to give an idea to utilize the current assets.

4.2. Literature of Financial analysis & WCM procedure:

The purpose of this chapter is to present a review of literature relating to the working capital management. The following are the literature review by different authors and different research scholars.

Pass & Pike (1984), Studied that over the past 40 years major theoretical developments have occurred in the areas of longer-term investment and financial decision making. Many of these new concepts and the related techniques are now being employed successfully in industrial practice. By contrast, far less attention has been paid to the area of short-term finance, in particular that of working capital management. Such neglect might be acceptable were working capital considerations of relatively little importance to the firm, but effective working capital management has a crucial role to play in enhancing the profitability and growth of the firm. Indeed, experience shows that inadequate planning and control of working capital is one of the more common causes of business failure.

Herzfeld (1990), studied that "Cash is king"--so say the money managers who share the responsibility of running this country's businesses. And with banks demanding more from their prospective borrowers, greater emphasis has been placed on those accountable for so-called working capital management. Working capital management refers to the management of current or short-term assets and short-term liabilities. In essence, the purpose of that function is to make certain that the company has enough assets to operate its business. Here are things you should know about working capital management.

Samiloglu & Demirgunes (2008), studied that the effect of working capital management on firm profitability. In accordance with this aim, to consider statistically significant relationships between firm profitability and the components of cash conversion cycle at length, a sample consisting of Istanbul Stock Exchange (ISE) listed.

Hardcastle (2009), studied that the working capital, sometimes called gross working capital, simply refers to the firm's total current assets (the short-term ones), cash, marketable securities, accounts receivable, and inventory. While long-term financial analysis primarily concerns strategic planning, working capital management deals with day-to-day operations. By making sure that production lines do not stop due to lack of raw materials, that inventories do not build up because production continues unchanged when sales dip, that customers pay on time and that enough cash is on hand to make payments when they are due. Obviously without good working capital management, no firm can be efficient and profitable.

Working capital is the cash needed to carry on operations during the cash conversion cycle and the days from paying for raw materials to collecting cash from customers **(Thachappilly, 2009)**. Raw materials and operating supplies must be bought and stored to ensure uninterrupted production. Wages, salaries, utility charges and other incidentals must be paid for converting the materials into finished products. Customers must be allowed a credit period that is standard in the business. Only at the end of this cycle does cash flow in again.

Dubey (2008), studied that the working capital in a firm generally arises out of four basic factors like sales volume, technological changes, seasonal, cyclical changes and policies of the firm. The strength of the firm is dependent on the working capital as discussed earlier but this working capital is itself dependent on the level of sales volume of the firm. The firm requires current assets to support and maintain operational or functional activities. By current assets we mean the assets which can be converted readily into cash say within a year such as receivables, inventories and liquid cash. If the level of sales is stable and towards growth the level of cash, receivables and stock will also be on the high.

"Working Capital Works" describes that Cash is the lifeline of a company. If this lifeline deteriorates, so does the company's ability to fund operations, reinvest and meet capital requirements and payments. Understanding a company's cash flow health is essential to making investment decisions. A good way to judge a company's cash flow prospects is to look at its working capital management (WCM). Cash is king, especially at a time when fund raising is harder than ever. Letting it slip away is an oversight that investors should not forgive. Analyzing a company's working capital can provide excellent insight into how well a company handles its cash, and whether it is likely to have any on hand to fund growth and contribute to shareholder value **(Clure, 2007)**.

Gass (2006), studied "Cash is the lifeblood of business" is an often repeated maxim amongst financial managers. Working capital management refers to the management of current or short-term assets and short-term liabilities. Components of short-term assets include inventories, loans and advances, debtors, investments and cash and bank balances. Short-term liabilities include creditors, trade advances, borrowings and provisions. The major emphasis is, however, on short-term assets, since short-term liabilities arise in the context of short-term assets. It is important that companies minimize risk by prudent working capital management.

Lazaridis & Tryfonidis (2004), conducted a cross sectional study by using a sample of 131 firms listed on the Athens Stock Exchange for the period of 2001 - 2004 and found statistically significant relationship between profitability, measured through gross operating profit, and the cash conversion cycle and its components (accounts receivables, accounts payables, and inventory). Based on the results analysis of annual data by using correlation and regression tests, they suggest that managers can create profits for their companies by correctly handling the cash conversion cycle and by keeping each component of the conversion cycle (accounts receivables, accounts payables, and inventory) at an optimal level.

Kouma (2001), in a study on, "Working capital management in healthcare", Working capital is the required to finance the day to day operations of an organization. Working capital may be require to bridge the gap between buying of stocked items to eventual payment for goods sold on account. Working capital also has to fund the gap when products are on hand but being held in stock. Products in stock are at full cost, effectively they are company cash resources which are out of circulation therefore additional working capital is required to meet this gap which can only be reclaimed when the stocks are sold (and only if these stocks are not replaced) and payment for them is received. Working capital requirements have to do with profitability and much more to do with cash flow.

Brealey (1997), in a study on, "Working Capital management concepts work sheet university of phoenix". Concept application of concept in the Simulation reference to concept in reading cash conversion cycle cash conversions is the process of managing a company's cash inflows and outflows. In the simulation, the finance manager was responsible for balancing sales with collections or accounts receivables (cash inflows) and purchases with payments or accounts payables (cash outflows). This delicate balance maintains the company's balance sheet keeping the cash and loans in a situation of financial stability and keeping the money from being tied up.

4.3. Finding of WCM & Financial analysis:

Short-term (Operating) Activity ratios:

(Amount in BDT '000')

Inventory turnover:

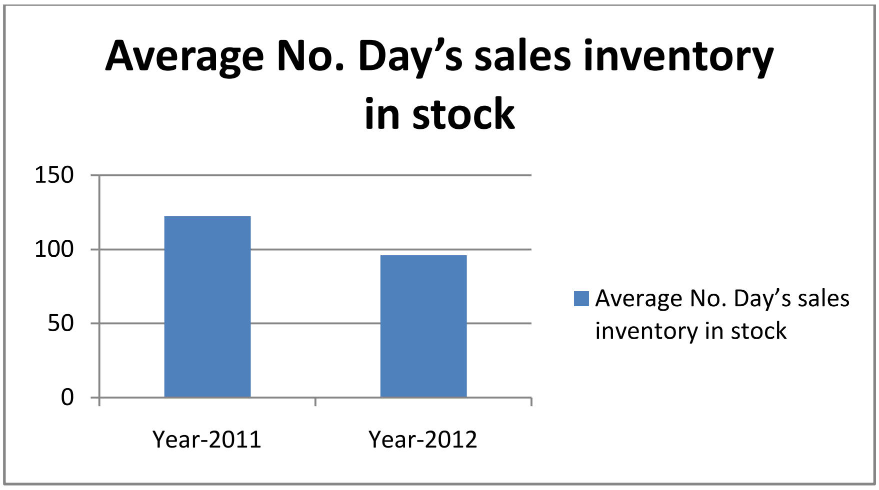
Year-2011	Year-2012
Cost of goods sold/ inventory =244,935.59 / (71,988.26+10,078.60) = 2.98 times	Cost of goods sold/ inventory =379,384.38 / (99,857.41) = 3.80 times

Inventory turnover ratio is used to measure the inventory management efficiency of a business. In general, a higher value of inventory turnover indicates better performance and lower value means inefficiency in controlling inventory levels. A lower inventory turnover ratio may be an indication of over-stocking which may pose risk of obsolescence and increased inventory holding costs. However, a very high value of this ratio may be accompanied by loss of sales due to inventory shortage.

Average No. Day's sales inventory in stock:

Year-2011	Year-2012
365 days / Inventory turnover	365 days / Inventory turnover

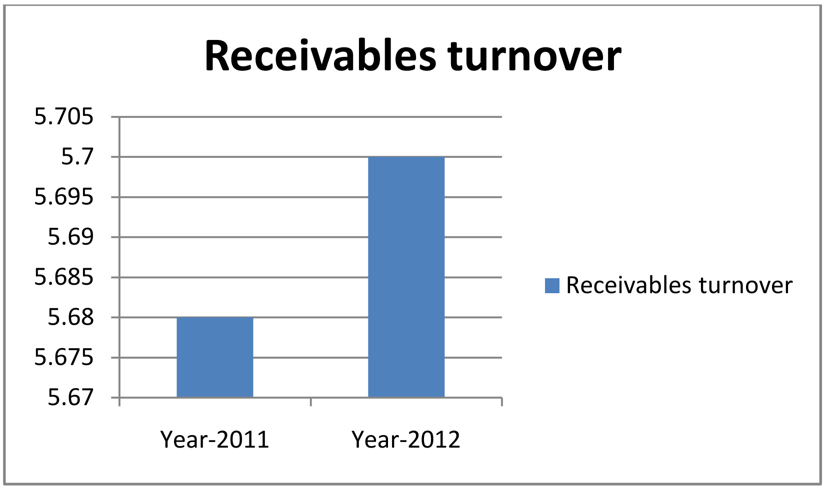
=365 / 2.98 =122.48 Days	=365 / 3.80 =96.07 days



Day's sales in inventory: carrying costs take significant investment; a business must try to reduce the level of inventory. Lower level of inventory will result in lower days' inventory on hand ratio. Therefore lower values of this ratio are generally favorable and higher values are unfavorable. So, inventory must be kept at safe level so that no sales are lost due to stock-outs. Thus low value of days of inventory ratio of a company which finds it difficult to satisfy demand is not favorable.

Receivables turnover:

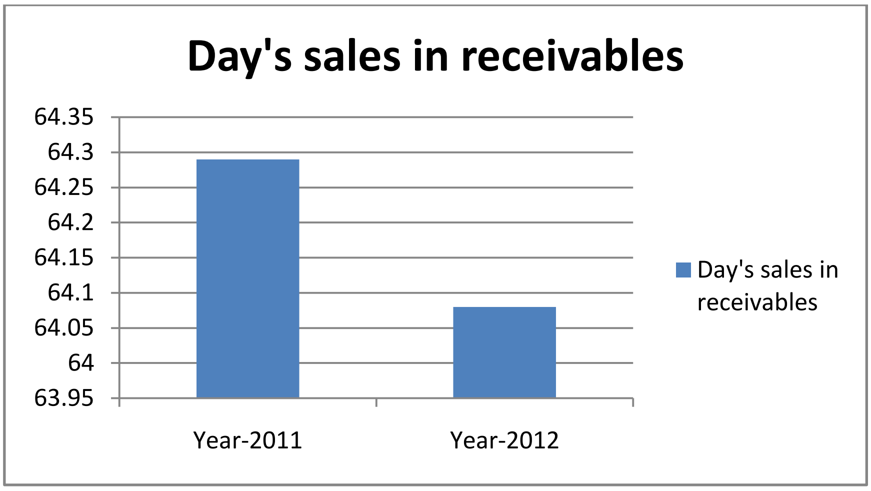
Year-2011	Year-2012
Sales / Accounts receivables = 402,575 / 70,910.64 = 5.68 times	Sales / Accounts receivables =575,503.21 / 101,030.36 =5.70 times



Accounts receivable turnover measures the efficiency of a business in collecting its credit sales. Generally a high value of accounts receivable turnover is favorable and lower figure may indicate inefficiency in collecting outstanding sales. Increase in accounts receivable turnover overtime generally indicates improvement in the process of cash collection on credit sales.

Day's sales in receivables:

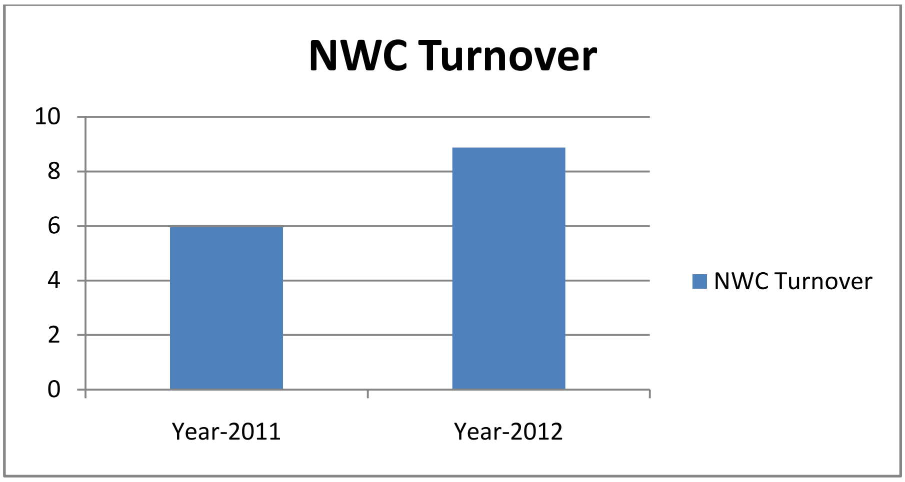
Year-2011	Year-2012
365 days / Receivables turnover =365 / 5.68 =64.29 days	365 days / Receivables turnover =365 / 5.70 =64.08 days



This ratio converts it into an Average Collection Period in terms of days. Here Eon Group collects their credit sales within 64.29 to 64.08 days.

NWC Turnover:

Year-2011	Year-2012
Sales / NWC = 402,575 / (217,460.47 – 149,956.76) =5.96 times	Sales / NWC =575,503.21 / 64,864.41 =8.87 times

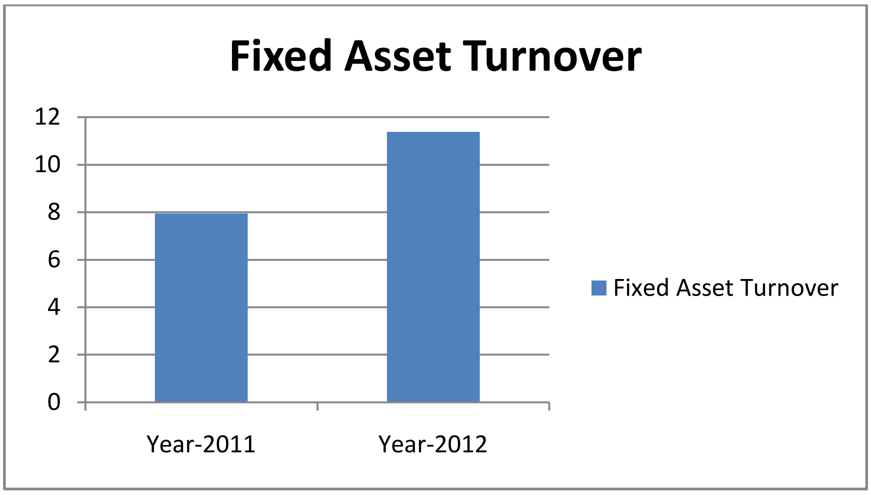


Net working capital turnover measure the depletion of working capital to the generation of sales over a given period. This provides some useful information as to how effectively a company is using its working capital to generate sales.

<u>Long-Term (Investment) Activity Ratios:</u>

Fixed Asset Turnover:

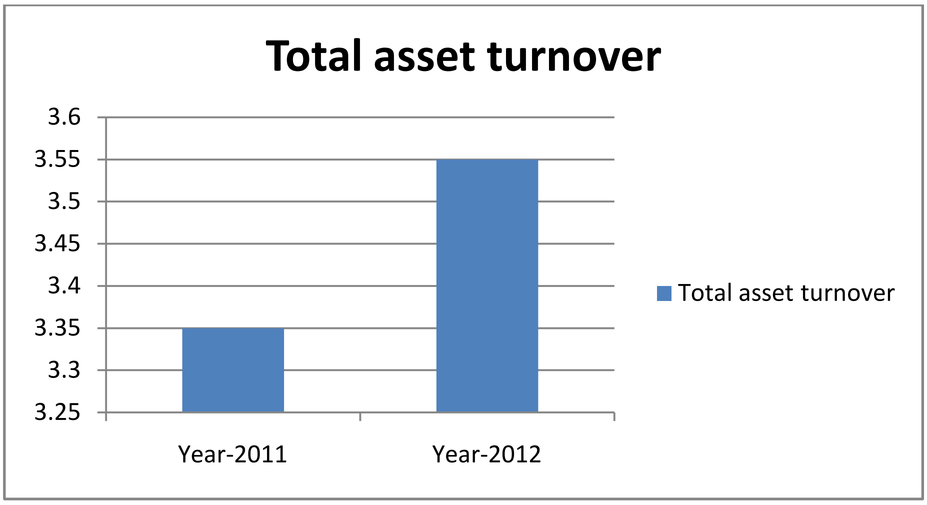
Year-2011	Year-2012
Sales / Avg. Fixed Assets =402,575.89 / (50,631.48) =7.95 times	Sales / Avg. Fixed Assets =575,503.21 / 50,565.85 =11.38 times



The fixed asset turnover ratio measures the efficiency of (long term) capital investment. It reflects the level of sale generated by investments in productive capacity. So if a company can generate more sales with fewer assets it has a higher turnover ratio which tells it is a good company because it is using its assets efficiently. A lower turnover ratio tells that the company is not using its assets optimally.

Total asset turnover:

Year-2011	Year-2012
Sales / total assets =402,575 / 120,052.71 =3.35 times	Sales / total assets = 575,503.21 / 162,233.45 =3.55 times



Total asset turnover is an overall activity measure relating sales to total asset and in another words it measures a firm's efficiency at using its assets in generating sales or revenue - the higher the number the better. It also indicates pricing strategy: companies with low profit margins tend to have high asset turnover, while those with high profit margins have low asset turnover.

Cash Conversion Cycle (CCC):

Cash Conversion Cycle: Length of time from the purchase of raw materials on credit to the payment to the suppliers after raw materials have been converted into finished goods and then sold. Cash Conversion Cycle= Inventory Conversion Period+ Days Sales Outstanding - Payable Deferral Period

Inventory Conversion Period:

Year-2011	Year-2012
Inventory / (Sales/365) =82,066.86 / (402,575.89/365) =74.41 days	Inventory / (Sales/365) =99,857.41 / (575,503.21/365) =63.33 days

Average length of time required to convert raw materials into finished goods and to sell them. It is the time the product remains as inventory in different stages of completion.

Days Sales Outstanding:

Year-2011	Year-2012
Accounts receivable / (Sales/365) =70,910.64 / (402,575.89/365) =64.29 days	Accounts receivable / (Sales/365) =101,030.36 / (575,503.21/365) =64.08 days

Days Sales Outstanding: Average length of time required to convert the firm’s receivables into cash.

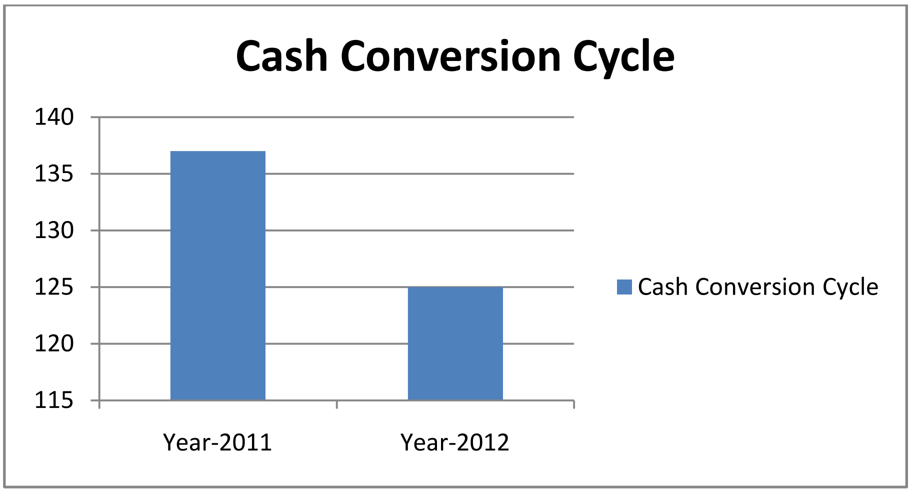
Payable Deferral Period:

Year-2011	Year-2012
Accounts payable / (Cost of goods sold/365) =954.14 / (244,935.59/365) =1.42 days	Accounts payable / (Cost of goods sold/365) =2,458.01 / (379,384.38/365) =2.36 days

Payable Deferral Period: Average length of time taken from the purchase of supplies to the payment to the suppliers.

Cash Conversion Cycle:

Year-2011	Year-2012
ICP+DSO-DPO =74.41+64.29-1.42 =137.28 =137 days (Rounded)	ICP+DSO-DPO =63.33+64.08-2.36 =125.05 125 days (Rounded)

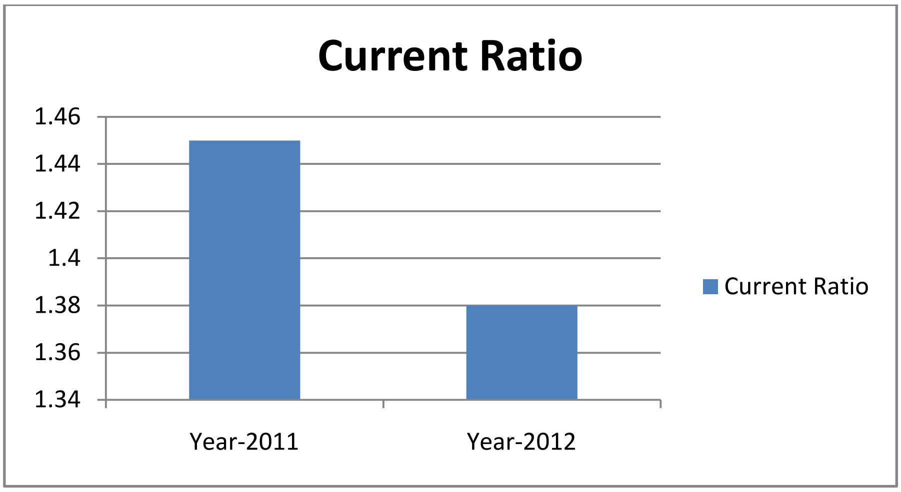


<u>Short-term solvency or liquidity Ratios</u>:

Current Ratio:

Year-2011	Year-2012

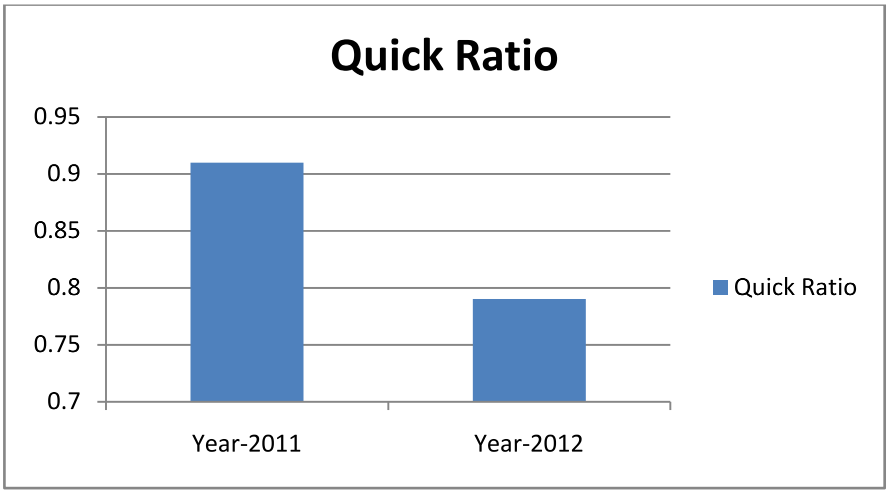
Current Assets / Current Liabilities = 217,460.47 / 149,956.76 =1.45 times	Current Assets / Current Liabilities =234,804.89 / 169,940.48 =1.38 times



Current ratio matches current assets with current liabilities and tells us whether the current assets are enough to settle current liabilities. Current ratio below 1 shows critical liquidity problems because it means that total current liabilities exceed total current assets. General rule is that higher the current ratio better it is but there is a limit to this. Abnormally high value of current ratio may indicate existence of idle or underutilized resources in the company.

Quick Ratio:

Year-2011	Year-2012
(Current Assets - inventory) / Current Liabilities = (217,460.47 – 82,066.86) / 149,956.76 =0.91 times	(Current Assets - inventory) / Current Liabilities =(234,804.89-99,857.41) / 169,940.48 =0.79 times

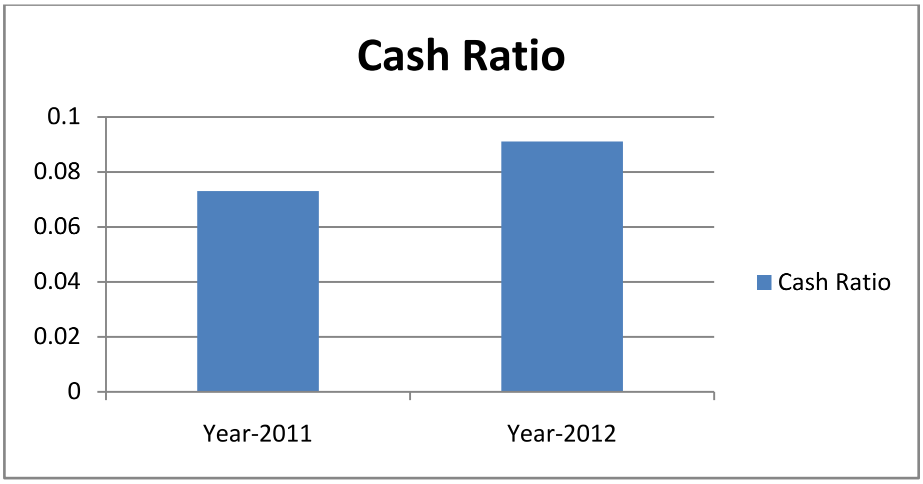


Quick ratio measures the liquidity of a business by matching its cash and near cash current assets with its total liabilities. It helps us to determine whether a business would be able to pay off all its debts by using its most liquid assets.

A quick ratio of 1.00 means that the most liquid assets of a business are equal to its total debts and the business will just manage to repay all its debts by using its cash, marketable securities and accounts receivable. A quick ratio of more than one indicates that the most liquid assets of a business exceed its total debts. On the opposite side, a quick ratio of less than one indicates that a business would not be able to repay all its debts by using its most liquid assets. So a higher quick ratio is preferable because it means greater liquidity.

Cash Ratio:

Year-2011	Year-2012
Cash / Current Liabilities =10,946.30 / 149,956.76 =0.073 times	Cash / Current Liabilities =15,468.71 / 169,940.48 =0.091 times

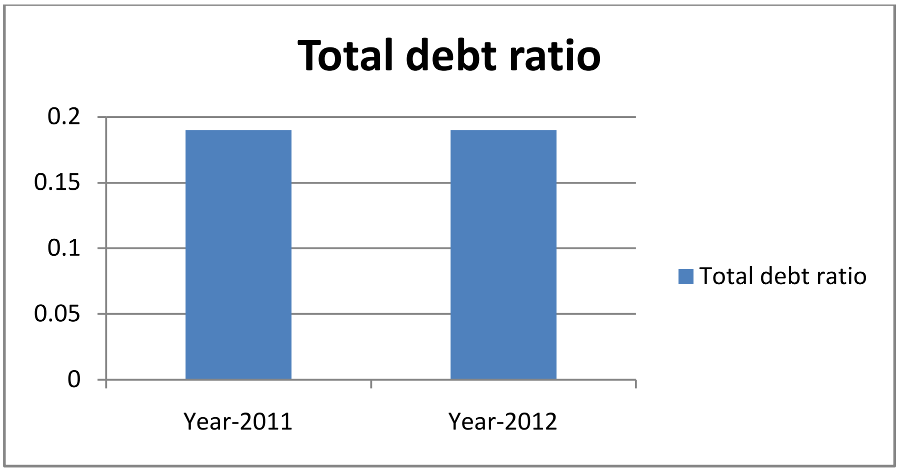


A cash ratio of 1.00 and above means that the business will be able to pay all its current liabilities in immediate short term. Therefore, creditors usually prefer high cash ratio. But businesses usually do not plan to keep their cash and cash equivalent at level with their current liabilities because they can use a portion of idle cash to generate profits. This means that a normal value of cash ratio is somewhere below 1.00.

Long term solvency or financial leverage:

Total debt ratio:

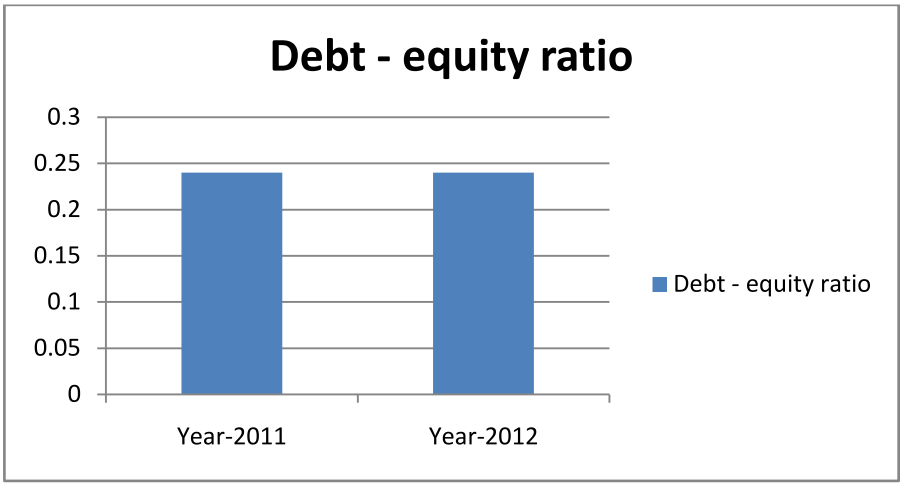
Year-2011	Year-2012
(Total asset - Total equity) / Total Asset = (120,052.71 – 97,052.31) / 120,052.71 =0.19 times	(Total asset - Total equity) / Total Asset =(162,233.45-131,208.46) / 162,233.45 =0.19 times



The total debt ratio takes into account all debt of all maturities to all creditors. Debt ratio ranges from 0.00 to 1.00. Lower value of debt ratio is favorable and a higher value indicates that higher portion of company's assets are claimed by it creditors which means higher risk in operation since the business would find it difficult to obtain loans for new projects. Debt ratio of 0.5 means that half of the company's assets are financed through debts.

Debt - equity ratio:

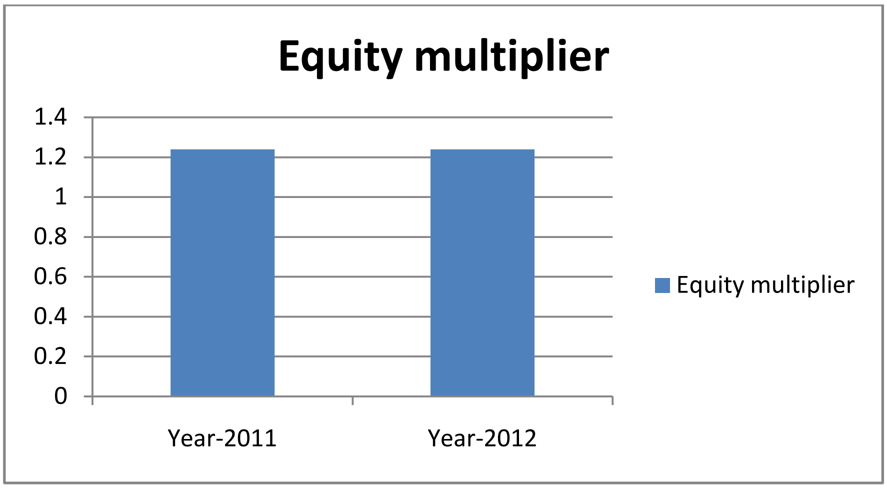
Year-2011	Year-2012
Total debt / total equity =23,000.40 / 97,052.31 =0.24 times	Total debt / total equity =31,024.99 / 131,208.46 =0.24 times



Indicates what proportion of equity and debt that the company is using to finance its assets. Sometimes investors only use long term debt instead of total liabilities for a more stringent test. If a ratio greater than one means assets are mainly financed with debt, less than one means equity provides a majority of the financing. If the ratio is high (financed more with debt) then the company is in a risky position - especially if interest rates are on the rise.

Equity multiplier:

Year-2011	Year-2012
Total asset / total equity = (Total Equity + total Dept)/ total equity =120,052.71 / 97,052.31 =1.24 times	Total asset / total equity =162,233.45 / 131,208.46 =1.24 times

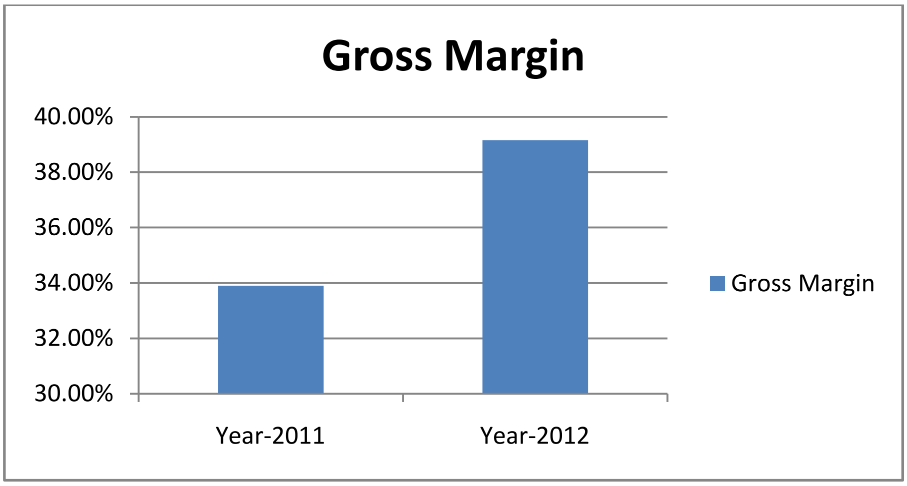


The equity multiplier measures how many dollars of assets an institution supports with each dollar of capital. If a firm is totally financed by equity, the equity multiplier will equal 1.00, while the larger the number the more highly leveraged is the firm. Equity multiplier compares assets with equity: large values indicate a large amount of debt financing relative to equity. Equity multiplier, thus, measures financial leverage and represents both profit and risk measurement. Equity multiplier affects a firm's profit because it has a multiplier impact on Return on Assets (ROA) to determine the firm's Return on Equity (ROE).

Profitability Analysis:

Gross Margin:

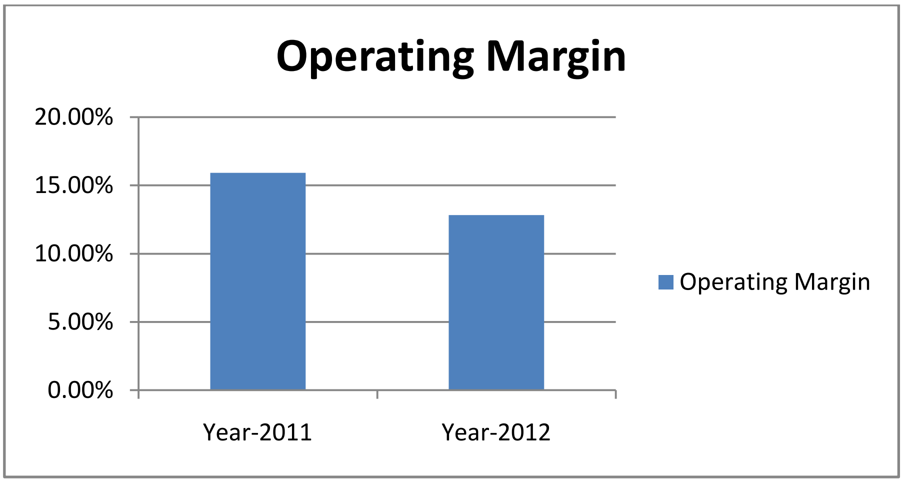
Year-2011	Year-2012
Gross profit / sales =157,640.30 / 402,575 =39.16 %	Gross profit / sales =195,118.83 / 575,503.21 =33.90 %



Gross margin ratio measures profitability. Higher values indicate that more are earned per taka of revenue which is favorable because more profit will be available to cover non-production costs. But gross margin ratio analysis may mean different things for different kinds of businesses. For example, in case of the EON Group, gross margin measures the efficiency of production process. For small retailers it gives an impression of pricing strategy of the business. In this case higher gross margin ratio means that the retailer charges higher markup on goods sold.

Operating Margin:

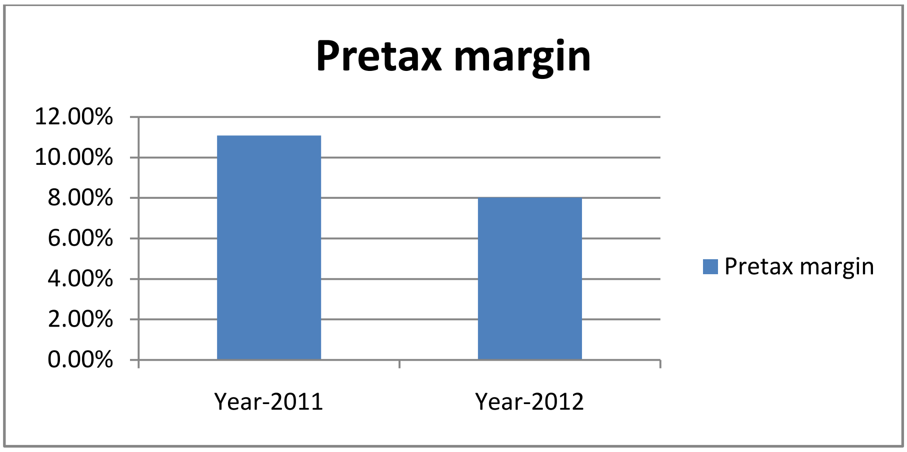
Year-2011	Year-2012
Operating Income / Sales = 64,101.99 / 402,575.89 =15.92 %	Operating Income / Sales =73,753.58 / 575,503.21 =12.82%



A higher value of operating margin ratio is favorable which indicates that more proportion of revenue is converted to operating income. An increase in operating margin ratio overtime means that the profitability is improving. It is also important to compare the gross margin ratio of a business to the average gross profit margin of the industry. In general, a business which is more efficient is controlling its overall costs will have higher.

Pretax margin:

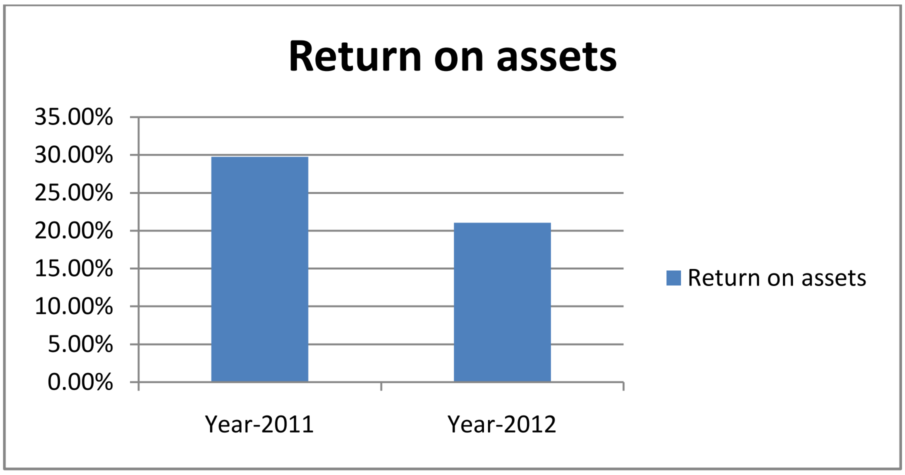
Year-2011	Year-2012
EBT / Sale =44,661.29 / 402,575.89 =11.09 %	EBT / Sale =46,168.29 / 575,503.21 =8.02 %



A pretax margin is calculated after financing costs (interest) but prior to income tax.

Return on assets (ROA):

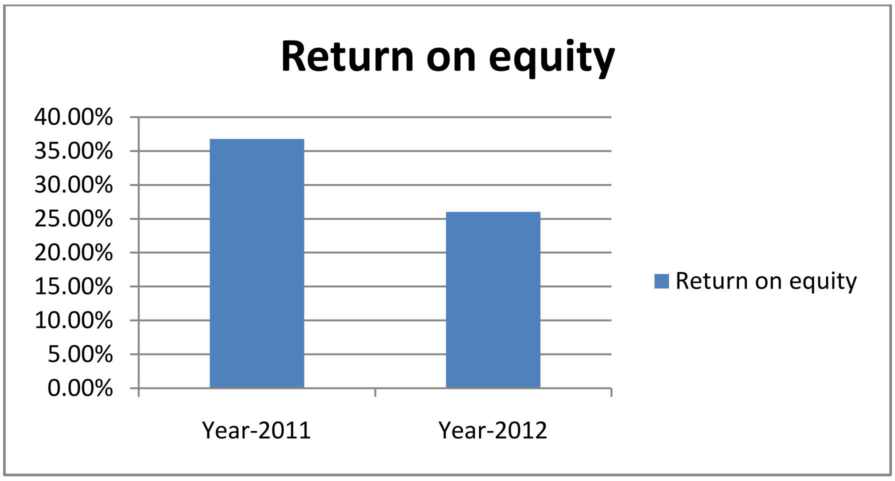
Year-2011	Year-2012
Net Income / total Assets =35,729.03 / 120,052.71 =29.76 %	Net Income / total Assets =34,156.15 / 162,233.45 =21.05 %



A higher values of return on assets show that business is more profitable. This ratio should be only used to compare companies in the same industry. Some industries are most asset-insensitive and they need expensive plant and equipment to generate income compared to others. Their ROA will naturally be lower than the ROA of companies which are low asset-insensitive. An increasing trend of ROA indicates that the profitability of the company is improving.

Return on equity (ROE):

Year-2011	Year-2012
Net income / total equity =35,729.03 / 97,052.31 =36.81 %	Net Income / total equity =34,156.15 / 131,208.46 =26.03 %



The return on equity measures the return earned on the owners' equity in the firm. The higher the rate the better the firm has increased wealth to shareholders. It helps to know a firm's efficiency at generating profits from every unit of shareholders' equity.

4.4. Recommendations & Findings:

1. Inventory turnover: Year 2012 shows a higher value of 3.08 times inventory turnover which indicates a better performance and in year 2011 the lower value of 2.98 means inefficiency in controlling inventory levels. So the company is able to decreased there inventory holding costs.
2. Day's sales in inventory: Year 2012 shows us lower values of 96.07 which is generally favorable and the previous year 2011 shows us a higher value of 122.48 days which is unfavorable then current.
3. Receivable turnover: The Company increased their accounts receivable turnover ratio from 5.68 to 5.70, though this is not a huge difference but still it shows us a better result. Because generally a high value of accounts receivable turnover is favorable and lower figure may indicate inefficiency in collecting outstanding sales.
4. Fixed Asset Turnover: EON group is generating more sales in 2012 rather than 2011 with fewer assets. It has a higher turnover ratio11.38 which tells it is a good company because it is using its assets efficiently.

5. Total asset turnover: in year 2012 the company is able to increase their total asset turnover by 0.20, so it indicates that the company is improving its assets.
6. CCC: Average length of time required to convert raw materials into finished goods and collect the cash.
7. Current Ratio: In year 2011 the ratio is 1.45 which shows that the company is able to pay its liabilities and in year 2012 the ratio is 1.38 that mean they are properly use their existence of idle resources of the company.
8. Quick ratio: The ratio of 1.00 means the most liquid assets of a business are equal to its total debts. But here the ratio of the company is eventually 0.91 and 0.79 which is close enough to the standard.
9. Total debt ratio: Lower value of debt ratio is favorable for company and EON Groups keep trying to maintain that. In year 2011 and 2012 there ratio is same 0.19 times which is favorable.
10. Debt-equity ratio: If a ratio greater than one means assets are mainly financed with debt, less than one means equity and EON Group's ratio is 0.24 in both of the year. If the ratio is high then the company is in a risky position.
11. Equity multiplier: Here the Company have a stable growth of 1.24 times in both of the year.
12. Gross Margin: Here we can see the profitability is less in the next year, so they should take some effective initiatives to increase the profitability.
13. Operating margin: A higher value of operating margin ratio is favorable, so EON Groups have to sort out what is the reason to decrease the less percentage for current year rather than the previous year.
14. A higher values of return on assets show that business is more profitable.
15. The higher the rate the better the firm has increased wealth to shareholders. It helps to know a firm's efficiency at generating profits from every unit of shareholders' equity.

4.5. Managing the WCM and SWOT analysis:

How company manages its working capital:

1. Company was annual budget along with rolling forecast to replenish it inventories in different locations; manufacturing plant, central & regional warehouses.
2. Sales forecast is forwarded to trade finance department to plan local and sales forecast is update at the beginning of every month.
3. Trade finance accordingly delivers work order to local suppliers and they process to open LC.
4. Trade finance are aware of optimized inventory holding to control related costs by consider in additional incoming lead time.
5. Logistics manager remains responsible for physical management of inventory both internal and external.

Inventory Control:

1. Finance department once a month control physical storage taking to report on accuracy of ledger balances to reflect all type of inventories.
2. For bulk items company use to optimize inventory holding cost.
3. Related control report
   - Item ledger report;
   - Product report;
   - Observance inventory report;
   - Re-order level report.

Receivables:

Company follows credit documentation to allowed credit,

Business proposal for a creditworthy customer along with below documents-

- Trade License;
- National ID;
- Tax Identification Number (TIN if available);
- Verified security cheque (to be equivalent of credit or to remain open);
- Recommendation of a known business person.

Financial department certified all documents by management approval; then forwarded for final approval. An agreement with all terms and condition o the business is executed as credit rules ware, Credit period is 30-90 days.

Follow up:

Company uses its own ERP system to provide web based sales in receivables system.

Head office assigns credit management officer to follow up collection, inventory of overhead so as to reduce the company's average collection period.

No order is execute if having any overdue balance in customer ledger.

Related control report:

- Periodic sale-collection report;
- Credit maintaining report;
- Credit aging report;
- Collateral report;

In addition company uses credit sales financing to finance it's institutional sales in off sale it excess overdue balance infest.

SWOT analysis:

Strength:

- First return on investment;
- Will shorten our time to market for new products.

Weakness:

- Relatively new in the market.

Opportunities:

- Involve with the core economic activities like agricultural and related diversification to ensure synergies.

Threats:

- Volatile environment exposures; disease; birds' flue and poultry related disease.

Chapter – 5

Conclusion

5.0. Conclusion:

Lately, the demand for food in Bangladesh and around the world is changing rapidly. Driven by economic growth, rising incomes, and urbanization, demand is shifting away from traditional staples toward high-value food supplies. High value agricultural commodities include fruits, vegetables, spices, fish & chicken and livestock products. EON Groups are one of them, who are directly and indirectly contributing to fulfill our demand of agricultural food. By analyzing their financial reports this company is doing good in their own sector and day by day they are improving their business.

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