

EXECUTIVE SUMMARY:

A study on Receivables Management at ADOR FONTECH LIMITED for a duration of 6 weeks helped me in proper understanding of objectives and its impact on the profitability.

ADOR FONTECH LIMITED initially started to work as an exchange unit under the flag of “cosmic general engineering”. Its core business is to producing and selling of consumables, automation and ancillaries (spare parts). They also provide other related services nationally and internationally.

This project focus on Receivables Management at AdorFontech Limited, Bangalore. It mainly Study the impact of receivables management on profitability of the company and relationship between the receivables and sales.

For successful completion of the research, both primary data (personal interaction with the management) and secondary data (website) were making used.

In a personal interview with a management, I found out the receivables have a strong impact on profitability and sales. With the help of their present credit policy, they are trying hard to reduce the deviation in receivables. They felt that poor management of receivables affect the organization performance.

It is finally concluded that, company has increase its credit sales and reduce the collection period through effective monitoring.