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Q.1(a) Given SQ per unit $=5 \mathrm{~kg}$

$$
\text { Actual Cost }=A Q \times A P=7,14,000
$$

$$
A O=1000 \text { units }
$$

$$
S P-A P=10
$$

$$
\text { MPV } \quad=51,000(\mathrm{~F})
$$

$$
\mathrm{MPV}=(\mathrm{SP}-\mathrm{AP}) \mathrm{AQ}
$$

$$
\therefore \quad 5100=10 \mathrm{AQ}
$$

$$
A Q=\frac{51000}{10}=5100 \mathrm{~kg}
$$

$$
S P-A P=10
$$

$$
S P-140=10
$$

$$
A Q \times A P=714000
$$

$$
S P=10+140=150
$$

$$
5100 \times \mathrm{AP}=714000
$$

$$
A P=\frac{714000}{5100}=140
$$

| SQ for AO | SP | AQ | AP |
| ---: | :---: | :---: | :---: |
| 5000 | 150 | 5100 | 140 |


| Material Usage Variance | $=(S Q$ for $A O-A Q) S P$ |
| ---: | :--- |
|  | $=(5000-5100) 150=15000(A)$ |
| Material Cost Variance | $=S Q$ for $A O \times S P-A Q \times A P$ |
|  | $=7500 \times 150-5100 \times 140$ |
|  | $=75000-714000=36000(F)$ |

Q.1(b)

|  | Year 1 | Year 2 |
| :---: | :---: | :---: |
|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ |
| Sales (Unit) | 80,000 | $1,20,000$ |
| Sales (Value) | $32,00,000$ | $48,00,000$ |
| Total cost | $34,40,000$ | $45,60,000$ |
| Profit / (Loss) | $(2,40,000)$ | $2,40,000$ |

P/V Ratio $=\frac{\text { Change in Profit }}{\text { Change in Sales }} \times 100=\frac{2,40,000-(-2,40,000)}{48,00,000-32,00,000} \times 100=\frac{4,80,000}{16,00,000} \times 100=30 \%$

Fixed Cost $=$ (Sales $\times$ P/V Ratio) - Profit
$=48,00,000 \times 30 \%-2,40,000=1,20,000$
$\mathrm{CPU}=\quad=\quad$ Selling Price $\times \mathrm{P} / \mathrm{V}$ Ratio
$=40 \times 30 \%=12$
(i) BEP (unit) $=\frac{\mathrm{F}}{\mathrm{CPU}}=\frac{12,00,000}{12}=\mathbf{1 , 0 0 , 0 0 0}$ Units
(ii) Profit at $75 \%$ of total capacity in 2013
$\Rightarrow$ Sales (unit at $75 \%$ capacity $=2,00,000 \times 75 \%=1,50,000$ units
Profit $=$ Sales $\times$ P/V Ratio - F.C. $=1,50,000 \times 40 \times 30 \%-12,00,000=₹ \mathbf{6 , 0 0 , 0 0 0}$
Q.1(c) $K p=\frac{D+\frac{R V-N P}{n}}{\frac{R V+N P}{2}} \times 100$

$$
=\frac{12+\frac{110-103}{10}}{\frac{110+103}{2}} \times 100=11.92 \%
$$

Q.1(d) $\quad$ (i) $\frac{\text { Fixed Assets }}{\text { Proprietor's Fund }}=0.75$

Since there are no long term debt
$\therefore \frac{\text { WorkingCapital }}{\text { Proprietor's Fund }}=0.25$
$\therefore \frac{12,00,000}{\text { Proprietor's Fund }}=0.25$
$\therefore$ Proprietor's Fund $=₹ 48,00,000$ /
(ii) $\frac{\text { Fixed Asset }}{\text { Proprietor's Fund }}=0.75$
$\therefore \quad \frac{\text { F.A. }}{48,00,000}=0.75$
$\therefore \quad$ F.A. $=₹ 36,00,000 /-$
(iii) ROE $=\frac{\text { NetProfit }}{\text { Proprietors Fund }} \times 100$

$$
15 \%=\frac{\text { NetPr ofit }}{48,00,000} \times 100
$$

$\therefore \quad$ Net profit $=₹ 7,20,000$
$\because$ W.C. Turnover Ratio $=\frac{\text { Sales }}{\text { W.C. }}$
$\therefore \quad 5=\frac{\text { Sales }}{12,00,000}$
$\therefore$ Sales $=₹ 60,00,000$
Therefore, $\quad$ N.P. Ratio $=\frac{\text { N.P. }}{\text { Sales }} \times 100$

$$
=\frac{7,20,000}{60,00,000} \times 100=12 \%
$$

Particular Cash Flow From Operating Activity

| Net profit before tax | $19,22,000$ |
| :--- | ---: |
| Add: Depreciation $(330000+200000)$ | $5,30,000$ |
| Add: Preliminary Expenses w/o | 18,000 |
| Add: Loss on sale of machine | 70,000 |
| Add: Interest on debenture | 30,000 |
| Less: Dividend Received | $(50,000)$ |

Funds from Operations
Add : Increase in sundry creditor
Add: Decrease in Bills Receivable
Less: Increase in debtor
Less: Increase in stock
12,000
(1,90,000)
(2,30,000)
$(2,78,000)$
22,42,000
4,80,000
17,62,000
$(17,50,000)$

## Cash Flow From Financing Activity

Equity shares issued
11,00,000
Debenture redeemed
Interest paid
Dividend paid
Dividend tax paid
3,08,000
3,20,000
Net Cash Flow
4,50,000
Add: Opening Cash \& Bank Balance
Closing Cash \& Bank Balance

## Amount

## Cash Flow From Investing Activity

| Dividend Received | 50,000 |
| :--- | ---: |
| Machine sold | 50,000 |
| Investment purchased | $(5,00,000)$ |
| P \& M purchased | $(13,50,000)$ |

W.N.1. P \& L Adjustment A/C

| Particulars | Amount | Particulars | Amount |
| :--- | ---: | :--- | :---: |
| To general reserve | $3,00,000$ | By balance b/d | $10,30,000$ |
| To provision for tax | $6,80,000$ | By profit \& loss a/c <br> (balancing figure | $1,92,2000$ |
| To proposed dividend | $6,00,000$ |  |  |
| To corporate dividend tax | 10,2000 |  |  |
| To balance c/d | 1270000 |  | $2,95,2000$ |
|  | $2,95,2000$ |  |  |

## W.N.2. Plant \& Machinary A/C

| Particulars | Amount | Particulars | Amount |
| :--- | :---: | :--- | ---: |
| To balance b/d | $25,00,000$ | By Bank | 50,000 |
| To Bank | $13,50,000$ | By loss on sale | 70,000 |
|  |  | By depreciation | $3,30,000$ |
|  |  | By balance c/d | $34,00,000$ |
|  | $38,50,000$ |  | $38,50,000$ |

Q.2(b) Given

Rate per hr. = 120
Sts. Time $=6$ hr.
Actual Time $=5 \mathrm{hr}$.
(i) Rowan Plan

Payment $=$ Actual $\mathrm{Hr} \times$ Rate $+\frac{\text { TimeSaved }}{\text { StandardTime }}($ Actual hr. $\times$ Rate per hr. $)$
$=5 \times 120+\frac{1}{6}(5 \times 120)$
$=600+100=₹ 700$
Effective hourly Rate $=\frac{700}{5}=\overline{140}$
(ii) Halsey Inventive Scheme

Payment $=$ Actual hr. $\times$ Rate per hr. $+50 \%$ (Time Save) $\times$ Rate per hr.
Let us assume time taken $=X$
$140 X=X \times 120+50 \%\{(6-X) \times 120\}$
$140 X-120 X=50 \%(720-120 X)$
$20 X=360-60 X$
$20 X+60 X=360$
$X=\frac{360}{80}=4.5 \mathrm{hr}$.
Q.3(a)

## Statement of Equivalent Production

| Input |  | Output |  | Equivalent let Production |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars OP. W/P | Unit NIL |  | $\begin{gathered} \text { Unit } \\ 42,000 \end{gathered}$ | Material |  | Labour |  | Overhead |  |
|  |  |  |  | \% | Unit | \% | Unit | \% | Unit |
|  |  | Units Completed |  | 100\% | 42,000 | 100 | 42,000 | 100\% | 42,000 |
| Unit Introduces | 45,000 | Normal loss | 900 | - | - | \% | - | - | - |
| Unit Introduces | 45,000 | Abnormal loss | 300 | 100\% | 300 | 80\% | 240 | 60\% | 180 |
|  |  | Closing W/P | 1,800 | 100\% | 1,800 | 50\% | 900 | 40\% | 720 |
| Total | 45,000 | Total | 45,000 |  | 44,100 |  | 43,140 |  | 42,900 |

## Statement of Cost P.U.

## Total Cost

| Particular |  | Total Cost | Equivalent <br> Production | Cost P.U. |
| :--- | ---: | ---: | ---: | ---: |
| Material | $5,11,000$ |  |  |  |
| $(4,50,000+65,500)$ |  |  |  |  |
| Less: Sale of N.L. | 4,500 | $5,11,000$ | 44,100 | 11.5873 |
| Labour |  | 90,800 | 43,140 | 2.1048 |
| Overhead |  | $1,80,700$ | 42,900 | 4.2121 |
|  |  |  | Total | 17.9042 |

Statement of Valuation


Process II A/c

| Particulars | Unit | Rate | Amt. | Particulars | Unit | Rate | Amt. |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| To Unit Introduce | 45,000 | 10 | $4,50,000$ | By Normal Loss | 900 | 5 | 4,500 |  |
| To Direct Material | - |  | 65,500 | By Abnormal Loss | 300 | 1.58 | 4,740 |  |
| To Labour | - |  | 90,800 | By Finished stock | 4,200 | 17.90 | $7,51,976$ |  |
|  |  |  |  | A/c |  |  |  |  |
| To Overhead | - |  | $1,80,700$ | By Closing A/c | 1,800 | 14.32 | 25,784 |  |
|  |  | 45,000 |  | $7,87,000$ |  | 45,000 |  | $7,87,000$ |

Abnormal Loss A/c

| Particulars | Unit | Rate | Amt. | Particulars | Unit | Rate | Amt. |
| :---: | ---: | ---: | ---: | :--- | ---: | ---: | ---: |
| To Process II A/c | 300 | 15.8 | 4,740 | By Bank | 300 | 2 | 600 |
|  |  |  |  | By P \& Loss | - | - | 4,140 |
|  | 300 | - | 4,740 |  | 300 | - | 4,740 |

Q.3(b) XL Co. Ltd.

Income Statement

|  | Amount |
| :--- | ---: |
| Sales | $42,00,000$ |
| - V.C | $31,26,900$ |
| Cont'n | $10,73,100$ |
| - F.C. | $3,48,000$ |
| EB IT | $7,25,100$ |
| - Interest | $2,03,500$ |
| EBT | $5,21,600$ |
| - tax @ 35 \% | $1,82,560$ |
| EAT | $3,39,040$ |
| $\div$ No. of ES | $2,50,000$ |
| EPS | 1.356 |

(i) Operating Leverage $=\frac{\text { Contribution }}{\text { EBIT }}=\frac{10,73,100}{7,25,100}=1.48$
(ii) Combined Leverage $=\frac{\text { Contribution }}{\text { EBT }}=\frac{10,73,100}{5,21,600}=2.06$
(iii) $\mathrm{EPS}=1.356$
Q. 4 (a)
(i) Allocation of Joint cost (Revers Cost Method)

|  | $B_{1}$ | $B_{2}$ |
| :--- | ---: | ---: |
| Sales value after Processing | 72,000 | 90,000 |
|  | $(1800 \times 40)$ | $(3000 \times 30)$ |
| Less Est. Profit | 14,400 | 27,000 |
| Est. Selling Exp. | 10,800 | 13,500 |
| Cost After Sepreation | $\underline{35,000}$ | $\underline{24,000}$ |
| Share in J.C. | $\underline{11,800}$ | $\underline{25,500}$ |
| $\therefore \quad$ Share in J.C. for $M_{1}=2,12,400-(11,800+25,500)$ |  |  |
| $\quad=1,75,100$ |  |  |

(ii) Product wise \& overall Profitability

|  | $\mathbf{M}_{\mathbf{1}}$ | $\mathbf{B _ { \mathbf { 1 } }}$ | $\mathbf{B}_{\mathbf{2}}$ | Total |
| :--- | ---: | ---: | ---: | ---: |
| Sales value | $4,00,000$ | 72,000 | 90,000 | 56,200 |
| Less: Share in J.C. | $1,75,100$ | 11,800 | 25,500 | $2,12,400$ |
| Cost after sepreation | - | 35,000 | 24,000 | 59,000 |
| Est selling Exp. | $\underline{80,000}$ | $\underline{10,800}$ | $\underline{\mathbf{1 3 , 5 0 0}}$ | $\underline{1,04,300}$ |
| Profit | $\underline{\mathbf{1 , 4 4 , 9 0 0}}$ | $\underline{\mathbf{1 4 , 4 0 0}}$ | $\underline{\mathbf{2 7 , 0 0 0}}$ | $\underline{\mathbf{1 , 8 6}, \mathbf{3 0 0}}$ |

Q.4(b) (i) Operating Cycle Period

| Particulars | In days |
| :--- | ---: |
| Raw material storage period | 55 |
| WIP Conversion period | 18 |
| F.G. Storage period | 22 |
| Debt collection period | 45 |
| Creditors payment period | $(60)$ |
| Net operating cycle period | 80 |

(ii) No. of O.C. in a year $=\frac{360}{80}=4.5$
(iii) Working Capital Requirement

$$
\begin{aligned}
& =\frac{\text { Annual cashoperating cost }}{\text { No.of O.C. }} \\
& =\frac{21,00,000-2,10,000}{4.5}=₹ 4,20,000
\end{aligned}
$$

(iv) If credit sale is discontinued, then net operating cycle period will be:
$55+18+22-60=35$ days
No. of $O C=\frac{360}{35}=10.29$
Working Cap. Req. $=\frac{18,90,000}{10.29}=1,83,673$
Reduction in W.C. Req. $=₹ 2,36,327$
Q.5(a) Industries Cost Unit

Steel Perton
Automobile Per unit
Transport Per tonkm or per passenger km
Power
Per kwhr or per unit
Q.5(b) Cost Allocation

It is defined as the process of allotment or identification or assignment of whole items of cost to cost centers or costs units. Thus the charging of overhead to a cost center or a cost unit is the process of allocation of costs.
Cost Apportionment
It is defined as the process of distributing an item of cost over several cost centers or cost units according to appropriate base. In the case of apportionment, one item of cost is chargedto two or more cost centers or cost unit.

## Q.5(c) Debt Securitisation

- Debt 0Securitisation is a process in which illiquid assets are pooled into marketable securities.
- The process leads to the creation of financial instruments that represent ownership interest in, or are secured by a segregated income producing asset or pool, of assets.
- The process of securitisation is generally without recourse i.e. the investor bears the credit risk. It can be reduced through credit enhancement facilities like insurance, letters of credit and guarantees.
- The issuer is under an obligation to pay to investors only if the cash flows are received by him from the collateral.
Securitisation process:

| Step 1 | $\xrightarrow{\square}$ | $\rangle$ Step 3 $\square$ |  |
| :---: | :---: | :---: | :---: |
| SPV <br> (Special <br> Purpose Vechile) is created to hold title to assets underlying securities as a repository of the assets or claims being secruritised. | The originator i.e. the primary financier or the legal holder of assets sells the assets (existing or future) to the SPV. | The SPV, with the help of an investment banker, issues securities which are distributed to investors in form of pass through or pay through certificates. | The SPV pays the originator for the assets with the proceeds from the sale of securities. |

## Advantages:

(i) The assets are shifted off the balance sheet, thus giving the originator recourse to off balance sheet funding.
(ii) It converts illiquid assets to liquid portfolio.
(iii) It facilitates better balance sheet management as assets are transferred off balance sheet facilitating satisfaction of capital adequacy norms.
(iv) The originator's credit rating enhances.

For the investor securitisation opens up new investment avenues. Though the investor bears the credit risk, the securities are tied up to definite assets.
Q.5(d) Differentiation between Factoring and Bills Discounting

The differences between Factoring and Bills discounting are:
(a) Factoring is called as "Invoice Factoring' whereas Bills discounting is known as 'Invoice discounting."
(b) In Factoring, the parties are known as the client, factor and debtor whereas in Bills discounting, they are known as drawer, drawee and payee.
(c) Factoring is a sort of management of book debts whereas bills discounting is a sort of borrowing from commercial banks.
(d) For factoring there is no specific Act, whereas in the case of bills discounting, the Negotiable Instruents Act is applicable.
Q.6(a)

Expenses Budget

| Particulars | $\mathbf{1 5 0 0 0}$ units | $\mathbf{1 8 0 0 0}$ units | $\mathbf{2 0 0 0}$ units |
| :--- | ---: | ---: | ---: |
| (A) Variable Cost |  |  |  |
| - Direct Material | $7,50,000$ | $9,00,000$ | $10,00,000$ |
| - Direct Labour | $3,00,000$ | $3,60,000$ | $4,00,000$ |
| - Variable OH | $2,25,000$ | $2,70,000$ | $3,00,000$ |
| Direct Expenses | $9,00,000$ | $1,08,000$ | $1,20,000$ |
| -Variable Selling Exp. | $1,80,000$ | $2,16,000$ | $2,40,000$ |
| - Variable Distribution | $1,53,000$ | $1,83,600$ | $2,04,000$ |
| Total Variable | $\mathbf{1 6 , 9 8 , 0 0 0}$ | $\mathbf{2 0 , 3 7 , 6 0 0}$ | $\mathbf{2 2 , 6 4 , 0 0 0}$ |
| (B) Fixed Cost |  |  |  |
| - Selling Expenses | 60,000 | 60,000 | 60,000 |
| -Factory Expenses | $1,40,000$ | $1,40,000$ | $1,40,000$ |
| -Administration | 80,000 | 80,000 | 80,000 |
| -Distribution Expenses | 36,000 | 36,000 | $\mathbf{3 6 , 0 0 0}$ |
| Total Fixed Expenses | $\mathbf{3 , 1 6 , 0 0 0}$ | $\mathbf{3 , 1 6 , 0 0 0}$ | $\mathbf{3 , 1 6 , 0 0 0}$ |
| (A + B) | $\mathbf{2 0 , 1 4 , 0 0 0}$ | $\mathbf{2 3 , 5 3 , 6 0 0}$ | $\mathbf{2 5 , 8 0 , 0 0 0}$ |

Q.6(b)

| Particulars | Machine I | Machine II |
| :--- | ---: | ---: |
| Cost of machine | $₹ 15,00,000$ | $₹ 2,00,000$ |
| Expected life | 5 yrs. | 5 yrs. |
| PBDT (p.a.) | $₹ 6,25,000$ | $₹ 8,75,000$ |
| Less: <br> Depreciation | $3,00,000$ | $4,00,000$ |
| PBT | $3,25,000$ | $4,75,000$ |
| Less: tax@ 30 \% | 97,500 | $1,42,500$ |
| PAT | $2,27,500$ | $3,32,500$ |
| Add: Depreciation | $3,00,000$ | $4,00,000$ |
| CFAT | $5,27,500$ | $7,32,500$ |


|  |  | MACHINE- I |  |  | MACHINE- II |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | PVF @ 12\% | CFAT | PV | Cumulative <br> values | CFAT | PV | Cumulative <br> values |
| 1. | .893 | $5,27,500$ | $4,71,058$ | $4,71,058$ | $7,32,500$ | $6,54,123$ | $6,54,123$ |
| 2. | .797 | $5,27,500$ | $4,20,418$ | $9,81,476$ | $7,32,500$ | $5,83,803$ | $12,37,926$ |
| 3. | .712 | $5,27,500$ | $3,75,580$ | $12,67,056$ | $7,32,500$ | $5,21,540$ | $17,59,466$ |
| 4. | .636 | $5,27,500$ | $3,35,490$ | $16,02,546$ | $7,32,500$ | $4,65,870$ | $22,25,336$ |
| 5. | .567 | $5,27,500$ | $2,99,092$ | $19,01,638$ | $7,32,500$ | $4,15,327$ | $26,40,663$ |

(i) Discounted Pay Back Period

Machine - I
Discounted PBP $=3+\frac{2,32,944}{3,35,490}=3.69$ years
Machine - II
Discounted PBP $=3+\frac{2,40,534}{4,65,870}=3.52$ years
(ii) Net Present Value

Machine - I

$$
19,01,638-15,00,000=₹ 4,01,638
$$

Machine - II

$$
\overline{26,40,663-20,00,000=₹ ~ 6,40,663 ~}
$$

(iii) Profilability Index

Machine - I

$$
\mathrm{PI}=\frac{\mathrm{PVIF}}{\mathrm{PVOF}} \frac{19,01,638}{15,00,000}=1.27
$$

## Machine - II

$$
\mathrm{PI}=\frac{26,40,663}{20,00,000}=1.32
$$

Q.7(a) Perpetual inventory system is the recording of material receipts, issues and balances of individual items of stock in either quantity or quantity and value. In this method, stock records are maintained in such a way as to make an entry in the records, the physical movement of stock, on receipts and issues of materials and to indicate the balance of each item of material in the stores at any point of time. In this system, the entries are made in bin cards and stores ledger as and when the receipts and issues of materials take place and ascertaining the balance after every receipt or issue of materials. The stocks as per bin card and stores ledger are reconciled on a continuous basis.
However, in Continuous stock taking is the process of counting and valuing selected items at different times on a rotating basis. Under this system, physical stock verification is made for each item of stock on continuous basis. It is a physical checking of the stock records with actual stocks on continuous basis. It is a verification conducted round the year, thus covering each item of store twice or thrice.

Thus we can say that efficacy of the perpetual system depends on continuous stock taking. If continuous stock verification is not used fraud and errors cannot be detected and objects of perpetual system are not fulfilled.
Q.7(b) Integrated accounting system refers to the unity of the financial and cost accounting systems to ensure all relevant expenditure is absorbed into the cost accounts. Under this accounting system transactions are classified both according to their function and nature.
Under integrated accounting system, both Financial and Cost Accounting records are maintained in one set of books to meet the requirements of Financial Accounting and Cost Accounting purposes.
In this system only one set of accounts are maintained and there will be single profit figure. The necessity of preparation of reconciliation statement does not arise.

## Q.7(c) Operating Risk and Financial Risk

Operating risk refers to the risk associated with the firm's operations. It is an unavoidable risk because of the environment in which the firm has to operate and the operating risk is represented by the variability of earnings before interest and tax (EBIT). The variability in turn is influenced by revenues and expenses. Revenues and expenses are affected by demand of firm's products, variations in prices and proportion of fixed cost in total cost.
Whereas, Financial risk refers to the additional risk placed on firm's shareholders as a result of debt use in financing. Companies that issue more debt instruments would have higher financial risk than companies financed mostly by equity. Financial risk can be measured by ratios such as firm's financial leverage multiplier, total debt to assets ratio etc.

## Q.7(d) Venture Capital Financing

The venture capital financing refers to financing of new high risky venture promoted by qualified entrepreneurs who lack experience and funds to give shape to their ideas. In broad sense, under venture capital financing venture capitalist make investment to purchase equity or debt securities from inexperienced entrepreneurs who undertake highly risky ventures with a potential of success.
Some of the characteristics of Venture Capital Funding are:-
.. It is basically a equity finance in new companies.
.. It can be viewed as along term investment in growth-oriented small/medium firms.
.. Apart from providing funds, the investor also provides support in form of sales strategy, business networking and management expertise, enabling the growth of the entrepreneur.

## Factors that a venture capitalist should consider before financing any risky project are as follows:

(i) Level of expertise of company's management: Most of venture capitalist believes that the success of a new project is highly dependent on the quality of its management team. They expect that entrepreneur should have a skilled team of managers. Managements also be required to show a high level of commitments to the project.
(ii) Level of expertise in production: Venture capital should ensure that entrepreneur and his team should have necessary technical ability to be able to develop and produce new product / service.
(iii) Nature of new product / service: The venture capitalist should consider whether the development and production of new product / service should be technically feasible. They should employ experts in their respective fields to examine idea proposed by the entrepreneur.
(iv) Future Prospects: Since the degree of risk involved in investing in the company is quite fairly high, venture capitalists should seek to ensure that the prospects for future profits compensate for the risk. Therefore, they should see a detailed business plan setting out the future business strategy.
(v) Competition: The venture capitalist should seek assurance that there is actually a market for a new product. Further venture capitalists should see the research carried on by the entrepreneur.
(vi) Risk borne by entrepreneur: The venture capitalist is expected to see that the entrepreneur bears a high degree of risk. This will assure them that the entrepreneur have the sufficient level of the commitments to project as they themselves will have a lot of loss, should the project fail.
(vii) Exit Route: The venture capitalist should try to establish a number of exist routes. These may include a sale of shares to the public, sale of shares to another business, or sale of shares to original owners.
(viii) Board membership: In case of companies, to ensure proper protection of their investment, venture capitalist should require a place on the Board of Directors. This will enable them to have their say on all significant matters affecting the business.

## Q.7(e) Electronic Cash Management System

Most of the cash management systems now-a-days are electronically based, since 'speed' is the essence of any cash management system. Electronically, transfer of data as well as funds play a key role in any cash management system. Various elements in the process of cash management are linked through a satellite. Various places that are interlinked may be the place where the instrument is collected, the place where cash is to be transferred in company's account, the place where the payment is to be transferred etc.
Certain networked cash management system may also provide a very limited access to third parties like parties having very regular dealings of receipts and payments with the company etc. A finance company accepting deposits from public through sub-brokers may give a limited access to sub-brokers to verify the collections made through him for determination of his commission among other things.

## Electronic-scientific cash management results in:

- Significant saving in time.
- Decrease in interest costs.
- Less paper work.
- Greater accounting accuracy.
- More control over time and funds.
- Supports electronic payments.
- Faster transfer of funds from one location to another, where required.
- Speedy conversion of various instruments into cash.
- Making available funds wherever required, whenever required.
- Reduction in the amount of 'idle float' to the maximum possible extent.
- Ensures no idle funds are placed at any place in the organization.
- It makes inter-bank balancing of funds much easier.
- It is a true form of centralised 'Cash Management'.
- Produces faster electronic reconciliation.
- Allows for detection of book-keeping errors.
- Reduces the number of cheques issued.
- Earns interest income or reduce interest expense.

