



United International University

“Profitability Measurement of Greenland Technologies limited”

Prepared For

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Major-Finance

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 **JUNGHEINRICH**



Letter of Transmittal

Date-20th April, 2019

Ms. Nusrat Farzana

Assistant Professor,

School of Business & Economics

United International University

Subject: Submission of Internship Report on Greenland Technologies Limited.

Dear Madam,

This is a great pleasure for me to submit the internship report on “Greenland technologies Limited” which is the compulsory subject of my BBA program. At the time of preparing this report, I did my best to follow the instructions that my supervisor has given me. I think this internship helped me to know and realize the profitability position of GTL.

I would be always available for answering any questions regarding this report.

I request your kind excuse for any mistakes that may take place in this report instead of my best effort.

Thank you.

Sincerely

Md. Golam Kibria
ID-111-151-426

Letter of Endorsement

Md. Golam Kibria, a student of BBA program, bearing **ID-111-151-426** who has completed internship report on “**Profitability measurement of Greenland Technologies Limited in Bangladesh**” as a requirement of completing his degree. I have looked up the report and it meets all the standards of a report. He has completed the internship under my supervision.

I wish him very good wishes in his entire life.

Nusrat Farzana
Assistant Professor.
School of Business & Economics

Acknowledgment

I would like to express my heartiest gratitude to those who helped me all the way through to complete my internship report on “Greenland Technologies Limited”.

At the very beginning, I want to thank my honorable faculty “**Ms. Nusrat Farzana**”, Assistant professor of School of Business & Economics, United International University, for providing me all the necessary helps for the completion of this report and also thanks to her for guiding me to start and complete successfully of this report.

Then I would like to thank, “**Mr. Tarak Nath Saha**”, Deputy Manager of Internal Audit in Greenland Technologies limited who has given me his valuable time and energy in the preparation of this report and respective employee of Internal Audit Department. I would also like to thank for their cooperation.

I also apologize heartily for any missing name whose contribution was also complementary for any possible aspect. Lastly, I greatly thank the Almighty.

Executive Summary

My internship report tells about the products feature of GTL Motors and hire purchase system of Tractor business in GTL of Bangladesh. My internship report is based on my working experience at the time of internship in Greenland Technologies Limited. My internship time in this organization was a worthwhile understanding for me as GTL is trying to become the leading reputed trading organizations in Bangladesh. This internship has helped to know about the profitability measurement of GTL.

My internship report has been made on the profit measurement of Greenland Technologies Limited. Here, I have taken their 5 years sales and income report to analysis the regression analysis to find out their profitability.

In the section of profit measurement, I have discussed about their sales and income among the GTL products like which product sales more and which one is more profitable for the company. I get the present situation of each market by observing the market position and offer of these items from where. This report makes reference to about the offices and advantages of GTL gives to their client. GTL needs to turn out with new plans to draw in their client of other brand client. They need to do give increasingly extra incentive to their merchandise, need to change estimating technique, create correspondence with their client to expand sells.

Over, I have talked about the credit arrangement of Tractor in GTL. It ought to be progressively accessible and increment the ideal opportunity for EMI to the client that will endeavor to draw the consideration of them more contrast with others. Credit deal once in a while can make segregation in the nation business. In this way, it needs right arranging, procedure and full sorting out capacity. Absolute Collection of credit is depicted in subtleties in this section. I have clarified exercises of the accumulation of GTL.

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Chapter-1- Introduction



1.1 Introduction

Bangladesh's Economy to a great extent relies upon farming. Amid money related year 2017-2018 farming part alone had a commitment of 21.03% in the GDP development. Major macroeconomic elements like business age, destitution lessen, HR advancement and wellbeing of nourishments to a great extent rely upon the execution of the agribusiness part since it involves about 32% of the nation's GDP and utilizing around 65% of the absolute work compel. Time to time inquires about are being finished so as to accomplish current advances with the goal that new yields can be made and water system, collecting and such strides of development can be prepared all the more consummately so we, as a nation, can guarantee sustenance security. Agribusiness based area is proceeding to develop with the utilization of cutting edge innovation and present day hardware. In Bangladesh agrarian division alludes to trim development (principally paddy, jute, wheat, sugarcane, cotton, vegetable, tea, tobacco and so on.)

To affirm persistent improvement in this division, we have to give the ranchers propelled apparatuses to the development. Considering it, Greenland Technologies Limited started its activity with an item scope of rural apparatuses like tractor, control tiller, diesel motor, water-siphon. These apparatuses have an immense reactions from ranchers.

GTL engines is bringing in these hardware from India, China, Germany and different nations. GTL Motors works their business exercises by building up deals and administration focus in numerous pieces of the nation and delegating sellers everywhere throughout the Bangladesh. The genuine business is in every case exceptionally focused and complex, subsequently, every business needs to confront the extreme challenge and effectively work inside this aggressive circumstance. To remain and build the pace in the business track, the observation and brand mindfulness is imperative. Maybe a couple of items like Tractor, Power Tiller, Rotavator are progressively costly so client not ready to purchase in real money. In this position, GTL Motors enables them to get them in credit where they can pay the installment over the period in portion.

1.2 Origin of the report

Internship plays an important role to graduate students. Because, theoretical knowledge is not perfect for practical life. So, to gain practical knowledge about practical life scenarios, every student of Bachelor of Business Administration, United International University has to carry out an internship

program. To gain practical understanding, the opportunity of my internship program at Greenland Technologies Limited for a period of 3 months duration. This report on “Profitability measurement of Greenland Technologies Limited” is an explained discussion of this 3 months long internship program with GTL.

1.3 Objectives of the report

i. General Objective:

The essential target of setting up this report is to accumulate down to earth information and experience for speaking to the genuine circumstance of the farming hardware and different apparatuses business in Bangladesh.

ii. Specific Objective:

I mainly discussed about the GTL approached to the agricultural and industrial machineries business. The profitability of GTL products. Other secondary objective is also comparing the agricultural machineries business of our country, know about the Greenland Technologies Limited (GTL) and present an overview and brief introduction of GTL.

1.4 Methodology

Two types of data are being used to prepare a report. And those are-

- 1) Primary data
- 2) Secondary data

The closing ended question, personal interview, annual report information (confidential), website, journal, article, prospectus, previous report, collected the information by observing organizational procedure and various sources used to collect the data for the report.

1.5 Scope of the study

The scope of the study was limited in the Greenland Technologies limited.

1.6 Limitations of the study

There are some limitations while preparing this report. These limitations are given below-

- I. Exactness of the optional information relies on the precision of the auxiliary source as cross checking was unrealistic.
- ii. Because of secrecy the strategy of the organization confines unveiling some essential information. .
- iii. Important papers and reports were not adequate.

Chapter-2- Company Overview



2.1 Group History

GETCO was established by our Chairman, MR K. M. KHALED in 1975. As Bangladesh was divested by the war in 1971, MR K. M. KHALED, being a young Mechanical Engineer with a high accolade (First class first) realized that his country needs rehabilitation. With this vision, he introduced construction equipment and agricultural equipment which later played a strong role in the development of this country.

Now, GETCO has become GETCO Group under which there are following companies-

- GREENLAND ENGINEERS & TRACTORS COMPANY LIMITED
- GETCO TELECOMMUNICATIONS LIMITED
- GETCO LIMITED
- HRC TECHNOLOGIES LIMITED
- GETCO BUSINESS SOLUTION LIMITED
- GETCO DIGITAL LIMITED
- GETCO ELEVATOR LIMITED
- GETCO AGRO VISION LIMITED
- GETCO AGRI- TECHNOLOGIES LIMITED
- GREENLAND TECHNOLOGIES LIMITED

2.2 Company History

GREENLAND TECHNOLOGIES LIMITED (GTL) is one of the concerns under GETCO Group, which was established in 2013. Vision of this company is to introduce technological advancement from around the globe and provide excellent after sales service in Bangladesh industrial as well as agricultural sector. A small group of employees, led by MR. GOLAM ARHAM KIBRIA, took initiative to go ahead with that dream. With their dedication, perseverance and hard work, they turned their dream into reality and GREENLAND TECHNOLOGIES LIMITED came into its existence.

2.3 Mision

To reach our vision, we have taken the below characteristics as our mission:

- **Transparency:** We never sacrifice honesty for profit. We are accountable to our team members, customers and shareholders for achieving our goals while protecting our reputation and assets.
- **Veneration:** We provide a safe and healthy environment for our team members. We treat all people with dignity and honor. We value the differences in people's thinking, backgrounds and cultures. We are committed to team member development.
- **Headway:** We regularly search for new and better ways of doing things, eliminating waste and continually improving.
- **Customer Service:** We create a culture of “chain of support” versus “chain of command.” We ask what we can do to help.
- **Valour:** We have the personal and professional courage to do the right thing and take risks that may cause us to win as well as to fail periodically. We make decisions and take action.

2.4 Vision

Our commitment is to provide the easiest solution to make and feel life easier. Our company has always focused on customer satisfaction with uncompromising integrity. Customer is the first priority in any case.

We motivate to foster a culture that values perseverance and consistent development towards the future goal of the company. We try to make green our country is our vision 2020.

2.5 Distribution Network

GTL has a big warehouse in Shyamoli. Without it, GTL has 9 showrooms across the country and 4 dealers in different districts.

1. Gazipur
2. Barishal
3. Habiganj
4. Comilla
5. Rangpur
6. Dinajpur

7. Bogura
8. Thakurgaon
9. Jessore

They distribute their all the vehicles and machinery equipment by these showroom. Moreover, they also are distributing their equipment through

1. **Bikroy.com**
2. **Ajkerdeal.com**
3. **Pickabo.com**

In the map the corporate office and showrooms are,



2.6 Company policies

EMI Payment

The client pays the said whole in equivalent EMI, which are known as contract buy portions and toward the end they are required to pay all to possess the Tractor.

Fees and Charges

Interest system

The aggregate sum the client pay back to the money organization is known as the contract price tag. It is comprised of:

- The money estimation of the tractor, in addition to
- Interest, in addition to
- Fees to set up and end the understanding.

Price of Tractor -----	
On time payment	30%
Interest	15%
Time	36 M
Registration Fees	16,000/-

Other conditions:

- The spot and time of conveyance and the hirer's obligation to endure conveyance charges are incorporates into the understanding.
- All data with (name, address) of the first and second gathering that is the GTL Company and the purchaser.
- The understanding will be signed by both the party.

- If the purchaser winds up unfit to pay the portion need to give 100 tk. late expenses every day. For this situation organization choice will be conclusive.
- Other expenses and charges other than intrigue, for example, enrollment expense, protection expenses, credit check expenses, and security valuation expenses, default expenses that is, expenses client should pay on the off.

2.7 Division of GTL

GTL operates with the following divisions:

1. **Sales Division**
2. **Service Division**
3. **Finance and Accounts Division**
4. **HR and Admin Division**

SALES DIVISION

1. **Agricultural Equipment Department (AED)** - as agricultural activities takes place all over Bangladesh, so we need to sell our Tractors, Rotavator, Power Tiller and Diesel Engine in every corner of Bangladesh. As such, we have now seven showrooms and twenty five sub dealers selling our products. Our main ware house of tractors is in Jessore.
2. **Industrial Equipment Department (IED)** - The industrial hubs of Bangladesh are mainly located around Dhaka and Chittagong. We cover these areas from our Head Office in Dhaka, Gazipur and from our Chittagong office.
3. **Sub-Dealer Department** - This department is engaged to develop and manage sub-dealers all over Bangladesh. This also includes e-commerce channels.

SERVICE DIVISION

1. Agricultural Service Division- To provide excellent aftermarket service, **GTL** has service team



under each showroom. Each team is supervised by a service engineer. As each team has to cover big areas, every team member is equipped with logistic tools, motorcycles and tab.

GTL is going to establish two state- of the art tractor service centers as suggested and supervised by **NEW HOLLAND**.

Description

T7 Series tractors provide unmatched comfort, power, potency and exactitude. They allow you to take hold of your operational prices by rising the potency of your operators, your field performance and your business. New Holland of The T7 tractors deliver massive productivity and top-of-the-line comfort.

You can specify your New Holland T7 tractor to match your specific business desires. With rated engine power starting from one hundred forty to three hundred H.P., and power takeoff H.P. starting from a hundred and ten to 270 power takeoff H.P., the nine-model T7 Series line-up offers a selection of semi-powershift, full-powershift or ceaselessly variable transmissions (CVT), with the T7.270, T7.290 and T7.315 out there solely with the car Command™ CVT. you'll be able to add a replacement New Holland loader to any T7 model, and conjointly select the nonobligatory absolutely integrated front three-point hitch and power takeoff.

T7 Series tractors are designed to form full use of recent New Holland precision Land Management (PLM™) technology, permitting you to dramatically improve operator performance and comfort—all at the bit of a button. You'll be able to specify your T7

Series tractor with a completely integrated New Holland- IntelliSteer™ auto guidance device. The system uses DGPS or RTK technology to assist guarantee parallel pass-to-pass accuracy as precise as sub inches.

All Service Engineers and Technicians are trained by **NEW HOLLAND**.

Benefits of tractors in modern farming and agriculture

Tractors have historically been used on farms to mechanise many agricultural tasks. Modern tractors area unit used for tilling, cultivation and planting fields additionally to routine field care, landscape maintenance, moving or spreading fertilizer and clearing bushes.

Tractors provide blessings on little farms additionally as in regular field and garden work. This text discusses the various advantages of using tractors to mechanise farming, agriculture.

1. Wide range

Tractors area unit on the market in an exceedingly wide selection of choices to suit specific tasks and necessities. auto or compact tractors on the market in an exceedingly power unit vary of 15hp to 40hp area unit ideal for significant duty landscaping jobs and tasks like excavation, trucking or tilling on giant gardens, fields and pastures.

A smaller version of compact tractors, auto tractors have the ability and flexibility to perform an oversized vary of agriculture tasks together with mowing, moving mulch and cultivation gardens. Compact tractors area unit a smaller version of utility tractors and area unit ideal for landscaping tasks.

Also called diesel tractors, utility tractors area unit suggested for mechanising complicated farming tasks and are available in several models with a power unit vary of 45hp to 110hp. a large vary of farming implements may be connected to utility tractors to assist accomplish many tasks.

2. Versatility

Though available in a large range of models, advanced tractors are well designed and manufactured for offering versatility in performing a large range of tasks. Compact tractors can do tasks ranging from gardening to simple farming tasks, with the ability to do more by attaching different implements such as front loaders or back hoes.

3. Power and Durability

Tractors are unit generally designed with powerful engines to run over rough piece of land and pull very significant hundreds, creating them effective in powerful farming or landscape tasks. Modern tractors additionally associate with forged iron front axles for additional strength and durability.

4. Ease of transmission and operation

Modern tractors feature power-shift transmission and hydrostatic transmission to alter operation. whereas these tractors also are supplied with steering mechanism to create turning a lot of easier, advanced models facilitate scale back operator fatigue with exclusive shift controls associated an mechanically responsive transmission

G2. Industrial Service Division- There are two service departments under industrial service division.



KARCHER: We have KARCHER prescribed state of the art service center in our Head office in Dhaka which is audited yearly by KARCHER Germany office. The whole KARCHER service team is well trained by KARCHER Singapore office.

Description:

The K-seven Premium Full management and offers you additional management than ever before. The innovative applicator has associate degree show ([LCD] digital display alphanumeric display) display and buttons for dominant the force per unit area and detergent, creating it attainable each to line the correct pressure for each surface and to watch the pressure too. And due to the 3-in-1 Multi Jet spray lance, there is ne'er a need to vary the lance – even once shift from hard-hitting mode to detergent mode. Once taking short breaks whereas operating, the applicator with connected spray lance are often quickly stowed within the device to stay it among straightforward reach. Operating is additionally created snug by the height-adjustable telescopic handle (convenient propulsion height, compact once stowed), the simply accessible Plug 'n' Clean System (enabling the detergent to be modified in an exceedingly single step), the sensible hose guide additionally the} stable stand (which also acts as a second carrying handle). Extra stability is ensured by the device having a lower center of gravity. The pressure washer with hose reel is good for frequent improvement of stubborn dirt and for a part performance of 60 m²/h.

The family-owned company Kärcher is these days the world's leading supplier of economical, resource-conserving cleanup systems. Kärcher makes a distinction through prime performance, innovation and quality.

Kärcher cleanup machines mix practicality, user-friendliness and complicated style. Kärcher's innovation and drive to attain higher solutions set the corporate apart and are proved once more and once more by patents and awards from celebrated establishments. Over 1,300 patents and utility models square measure a testament to the company's ingenuity and innovative art.

JUNGHEINRICH: We have JUNGHEINRICH prescribed state of the art service center in our Head office in Dhaka which is also audited yearly by JUNGHEINRICH Germany office. The whole JUNGHEINRICH service team is well trained by JUNGHEINRICH Singapore office.



Description: Our electrical pedestrian trucks provide tailored solutions for several warehouse transport operations on short yet as long distances. The Jungheinrich junior vary includes pedestrian pallet trucks and ride-on pallet trucks yet as twin carry or multi pallet trucks and stainless-steel electrical pallet trucks. If you have got revenant fast and straightforward loading and unloading operations, one amongst our electrical walk-along pump trucks EME or EJE may be the proper alternative for you.

Our stand-on and sit-on pallet trucks ERE and point is – as their names recommend – operated standing or seating. The engineering science tow bar, part operable from 2 sides, ensures versatile and comfy handling, so relieving the operator. Additionally get pleasure from reduced in operation prices with our Jungheinrich powered pump trucks. Our electrical pallet movers are characterized by low-noise, nevertheless powerful electrical drives together with robust batteries, additionally with extremely economical lithium-ion technology.

FINANCE AND ACCOUNTS DIVISION

Headed by a qualified Chartered Accountant with more than fifteen years' experience in accounting and finance has the responsibility to run this department. This department handles the accounts and all financial matters of the company. It maintains relationships

with the banking and non –banking financial institutions in the country as required from time to time. This department has also the responsibility to look after the commercial and logistic functions in connection with import of equipment and materials by the company.

HR AND ADMIN DIVISION

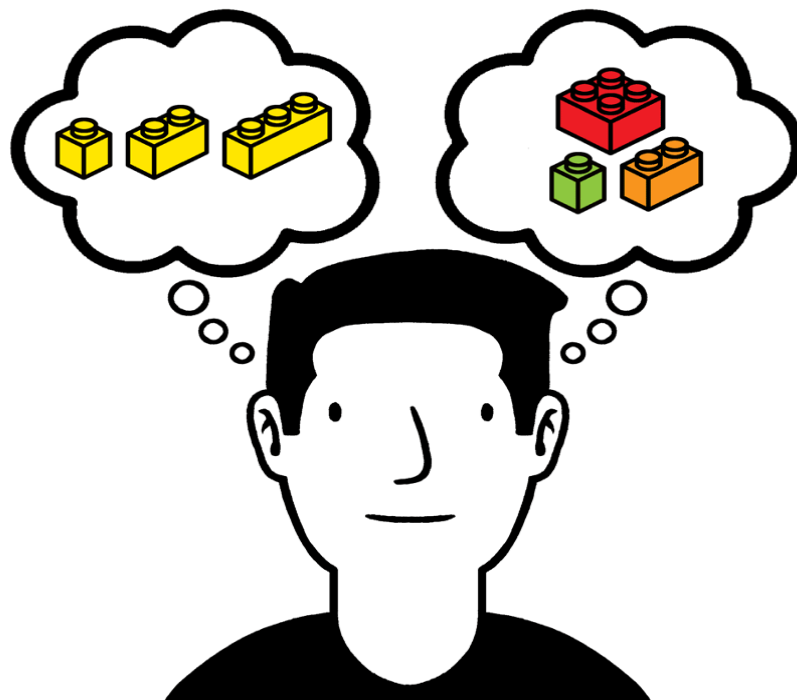
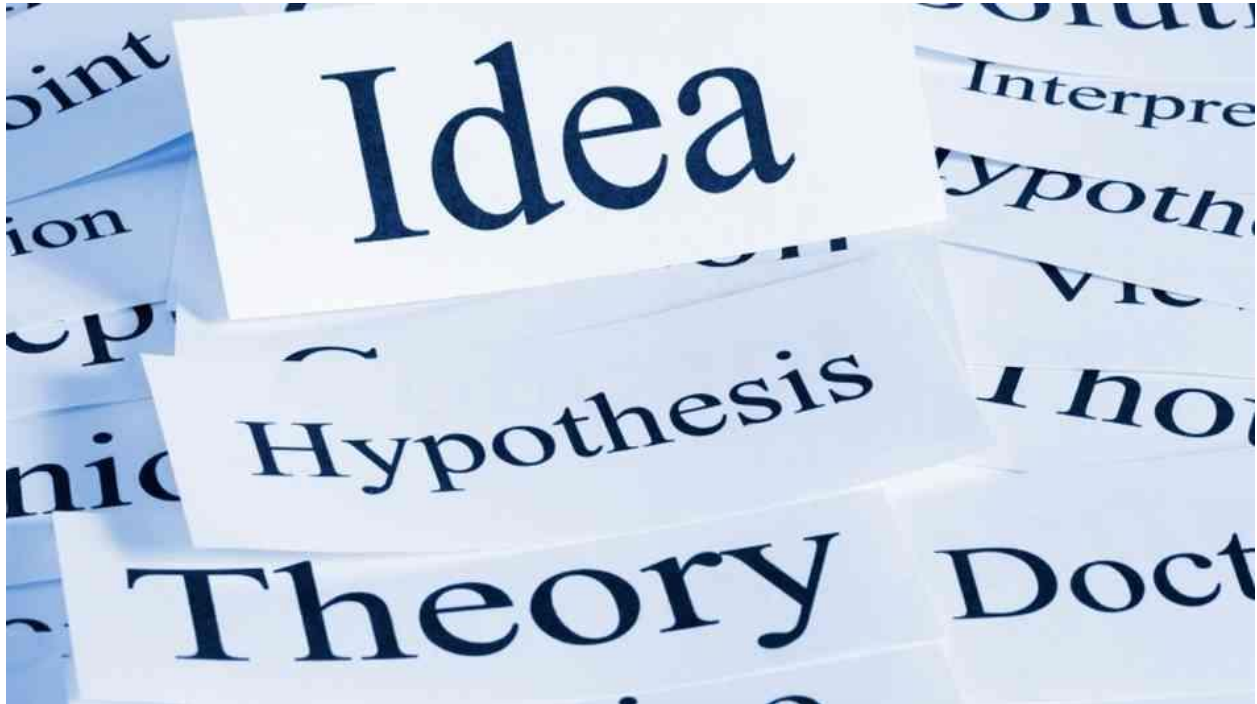
HR DEPARTMENT: A Manager who has 18 years of experience in administration and human resource development is overseeing this department. This Department looks after all the administrative function, Human Resource (HR) including security requirements of the company and is also responsible for the well being of the employees.

ADMIN DEPARTMENT: Our Administration department is the backbone of our organization. It provides the effective link between our company's various departments and it ensures the smooth flow of information from one part to the other and also ensures the smooth running of our company.

2.8 Products of GTL

Agricultural Equipment	
Name Of The Principal	Product
New Holland	Agricultural Tractors
Agriculture Masque	Rotavator
Jiang Dong	Power Tiller
Spark Minda	Starter Motor & Alternator
Petronas	Oil & Lubricants
Industrial Equipment	
Name Of The Principal	Product
Karcher	Cleaning Equipment Material
Jugheinrich	Handling Equipment Hand
Ingco	Power Tools
Tvh	Spare Parts
Construction	Equipment Generator

Chapter-3 Theoretical Background



3.1 Theoretical Background

Theoretical background is the framework that can hold or support a research study. Here, we will define three items,

1. **Sales**-Sales is the method through which the goods or an equipment or a service is delivered to one party to another party. To complete a sales there should have two parties one is seller and another is buyer. Sales is an indicator of profits.
2. **ROE**- Return on equity (ROE) is a measure of financial performance calculated by dividing Net Income by shareholders' equity. As a result of shareholders' equity is adequate to a company's assets minus its debt, ROE can be thought of because the come back on internet assets.

ROE is taken into account a to justify how effectively financial management is employing a company's assets to form profits. ROE is expressed as a share and may be calculated for any company if lucre and equity area unit each positive numbers. Net Income is calculated before dividends paid to common shareholders and when dividends to most popular shareholders and interest to lenders.

ROE=Net Income/ Shareholder's Equity.

Where:

Net Income=the quantity of financial gain, internet of expenses, and taxes that a corporation generates for a given amount

Average Shareholders' Equity=calculated by adding equity at the start of the amount

The beginning and finish of the amount ought to coincide thereupon that information superhighway financial gain is attained.

A way to Calculate come back on Equity – ROE

Net income over the last full yr., or trailing twelve months, is found on the financial gain statement—a add of economic activity over that amount. Shareholders' equity comes from the balance sheet—a running balance of a company's entire history of changes in assets and liabilities. It's thought of best follow to calculate ROE supported average equity over the amount attributable to this mate between the 2 financial statements.

What will come back on Equity Tell Us?

Return on equity (ROE) deemed smart or unhealthy can rely upon what's traditional for a stock's peers. As an example, utilities can have tons of assets and debt on the record compared to a comparatively touch of net income. a traditional ROE within the utility sector can be 100% or less. A technology or retail firm with smaller record accounts relative to net income could have traditional ROE levels of eighteen or additional.

Relatively high or low ROE ratios can vary considerably from one trade cluster or sector to a different. Once wont to assess one company to a different similar company the comparison are additional meaningful. a typical road for investors to think about a comeback on equity close to the semi-permanent average of the S&P five hundred (14%) as a suitable magnitude relation and something but 100% as poor.

Key Takeaways

- Return on equity measures however effectively management is measuring a company's assets to form profits.
- A smart or unhealthy ROE can rely upon what's traditional for the trade or company peers.
- As a road, investors will take into account a comeback on equity close to the semi-permanent average of the S&P five hundred (14%) as a suitable magnitude relation and something but 100% as poor.

3. ROA-What Is come back on Assets – ROA?

Return on assets (ROA) is associate indicator of however profitable an organization is relative to its total assets. ROA provides a manager, investor, or analyst a concept on however economical a company's management is at exploitation its assets to come up with earnings. Come back on assets is displayed as a share.

$$\text{ROA} = \text{Net Income} / \text{Total Assets}.$$

KEY TAKEAWAYS

- An indicator of however well an organization utilizes its assets, wherever ROA lays out however profitable an organization is relative to its total assets.

- Best used once examination similar firms or examination an organization to its previous performance.
- ROA takes under consideration a company's debt, whereas ROE doesn't.

What will ROA Tell You?

Return on assets (ROA), in basic terms, tells you what earnings were generated from endowed capital (assets). ROA for public firms will vary well and can be extremely hooked in to the business. This is often why once exploitation ROA as a comparative live, it's best to match it against a company's previous ROA numbers or against an analogous company's ROA.

The ROA figure provides investors a concept of however effective the corporate is in changing the money it invests into earnings. The upper the ROA variety, the better, as a result of the corporate is earning more cash on less investment.

Remember total assets is additionally the total of its total liabilities and shareholder's equity. Each of those styles of funding square measure accustomed fund the operations of the corporate. Since a company's assets square measure either funded by debt or equity, some analysts and investors disregard the value of getting the plus by adding back disbursement within the formula for ROA.

Profit: Profit is an income which should be divided to the owner in a business. Profit is a technique of measure of profitability which is the profit/income formation system of market production. Profit also can be defined as a financial benefit when the revenue exceeds the business expenditures, costs and taxes needed to sustain.

3.2 Profitability Indicators:

Sales Growth-The amount of sales growth is always a vital issue in generating adequate profits. However, there is a misunderstanding that very rapid sales growth is required for success.

The so-called ideal rate of sales growth equals the rate of inflation plus two to five percentage points. Consequently, if the inflation rate is 2.0%, then ideal sales growth would be in the 5.0% to 8.0% range. This should be viewed as a minimum. Firms may well grow faster, but without basic growth, profit improvement is very difficult.

Sales growth that is too slow means that expenses, which tend to be tied closely to inflation, outpace the rate of growth so that expenses as a percent of sales increase. Sales growth that is too rapid is also a problem. Financing rapid growth is always a challenge, and operating systems tend to get overburdened when growth is rapid.

The reality is that almost no firm will ever turn down a rapid rate of sales growth. However, firms should be aware that while sales growth solves a lot of problems, very rapid sales growth tends to create as many as it solves.

Expenses: Expense has a great impact on profitability of a company. Basically, expense consists of the economic costs a business occurs through its operations to earn revenue. Business is allowed to write off tax-deductible expenses on their income tax returns to lower their taxable income and thus their tax liability. Business expenses embrace payments to suppliers, worker wages, works leases and instrumentation depreciation, but the “Internal Revenue Service” has very complex rules on which expenses business are allowed to claim as a deduction.

Value of money: For a business, the key consideration calculations involving the value of cash is that the discount rate. That is the rate you utilize to "translate" today's dollar into future dollar, or contrariwise. The value of cash is central to several capital budgeting selections -- that's, the alternatives a business makes on that comes to pursue to form the corporate growth. Examples embrace expansions, investments in new instrumentation or developing new product. Capital comes generally involve important direct investment, with positive income coming back in exactly when the project is up and running. A project is value following as long as the money flows that you just estimate are generated by the project can frame for its price. Since those money flows can arrive within the future, you want to convert them to today's dollar -- "present value" -- to compare them to the value.

Sales volume of GTL Motors Products (Quantity)

Products	2014	2015	2016	2017	2018
Tractors	122	137	215	248	312
Pump	450	720	995	1125	1640
Institutional Sales	171	249	272	315	462

Sales Volume of GTL Motors Products (BDT)

Products	2014	2015	2016	2017	2018
Tractors	12,200,000	15,700,000	21,835,000	26,200,000	51,300,000
Pump	980,025	1,365,240	2,836,500	4,235,000	6,700,000
Institutional Sales	6,800,000	9,750,000	10,600,000	24,300,000	49,500,000
Total Sales	19,980,025	26,815,240	35,271,500	54,735,000	107,500,000
Expenses	10,240,000	19,870,000	23,800,000	37,050,000	67,520,000
Revenue/Profit	9,740,025	6,945,240	11,471,500	17,685,000	39,980,000

3.3 Profitability measurement of GTL:

“Profitability measurement is the system of gathering, analyzing and/or reporting information regarding the performance of an individual, group, organization, system or component”. Profitability demonstrates quantitatively reveal to us something critical about our items,

administrations, and the procedures that produce them. They are a device to enable us to comprehend, oversee, and improve what our associations do. Huge numbers of us have heard couple of variants of the standard productivity estimation what completes estimated gets, on the off chance that we don't quantify results, can't tell accomplishment from disappointment.

GTL Limited is one of the main aggregates in Bangladesh, with a worldwide picture. GTL has the most differentiated wellsprings of income. GTL engines Limited is in the matter of offers and appropriation of agro-hardware and light business vehicles, the greater part of them are Indian brands. This is another route for GTL to take a presentation in the business cultivating industry. With low capital force in the agrarian segment in Bangladesh and an interest to rapidly build efficiency, this business is relied upon to develop later on. In this report I have estimated and look at the gainfulness of its items, which contribute more in the business, have better deals volume alongside their highlights, advantages and administrations.

Chapter- 4 Internship Position and Duties.



Internship Position and Duties

Key task and job

In the three months duration of my internship, I worked under the Director Manager of Internal audit of GTL. Basically my duty was to check up the accounts in different level. In my intern time, I performed audit in different showroom of Greenland Technologies Limited. It helps me to understand the business procedures of GTL.

During the time of my internship, I performed various tasks that's are given below,

- looking up the company's business processes
- Assisting Director Manager in preparing an audit report.
- evaluating the efficacy of risk management procedures that are currently in place
- looking up and keeping safe against fraud and theft of the company's assets
- Ensuring that the organization is complying with relevant laws and statutes
- Make recommendations on how to improve internal controls and governance processes
- Visiting accounts to get the approval of my audit department.
- Checking the transaction of customers of the tractor.
- I also performed inventory audit in warehouse of the company.

CHAPTER-5 ANALYSIS AND FINDINGS OF GTL



5.1 Regression Analysis

Regression Definition

Regression is a measurement tool in finance, investment and different disciplines that tries to see the strength of the connection between one variable (usually denoted by Y) and a series of different dynamic variables.

Regression can help in investment and money managers to price assets and understand the relationships between two variables, like goods costs and also the stocks of companies dealing in those commodities.

Regression Explained

The two basic sorts of regression square measure statistical regression and multiple statistical regression, though there square measure non-linear regression strategies for additional difficult knowledge and analysis. Statistical regression uses one variable to clarify or predict the result of the variable Y, whereas multivariate analysis uses 2 or additional freelance variables to predict the result.

Regression will facilitate finance and investment professionals additionally as professionals in different businesses. Regression may also facilitate predict sales for a corporation supported weather, previous sales, gross domestic product growth or different sorts of conditions. The capital plus rating model (CAPM) is associate degree often-used regression model in finance for rating assets and discovering prices of capital.

The general variety of every kind of regression is:

Linear regression: $Y = a + bX + u$

Multiple regression: $Y = a + b_1X_1 + b_2X_2 + b_3X_3 + \dots + b_tX_t + u$

Where:

Y = the variable that you simply try to predict (dependent variable).

X = the variable that you simply square measure victimization to predict Y (independent variable).

a = the intercept.

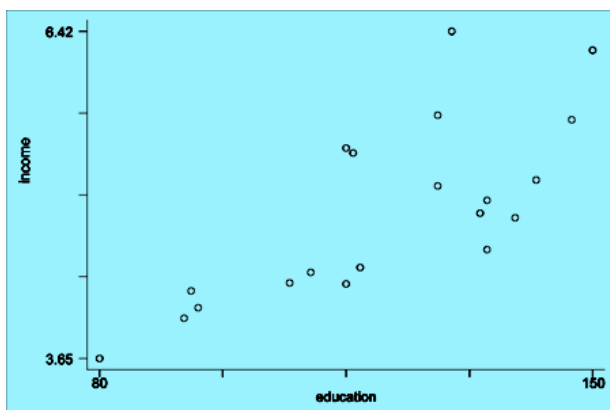
b = the slope.

u = the regression residual.

Regression takes a gaggle of random variables, thought to be predicting Y , and tries to seek out a mathematical relationship between them. This relationship is usually within the variety of a line (linear regression) that best approximates all the individual knowledge points. In multivariate analysis, the separate variables square measure differentiated by victimization numbers with subscripts.

When to Use multiple regression analysis.

Ordinary statistical regression sometimes isn't enough to require into consideration all of the real-life factors that have a control on associate degree outcome. As an example, the subsequent graph plots one variable (number of doctors) against another variable (life-expectancy of women).



From this graph it'd seem there's a relationship between life-expectancy of ladies and also the variety of doctors within the population. In fact, that's most likely true and you may say it's an easy fix: place additional doctors into the population to extend anticipation. However the fact is you'd have to be compelled to inspect different factors just like the risk that doctors in rural areas might need less

education or expertise. Or maybe they need an absence of access to medical facilities like trauma centers.

The addition of these further factors would cause you to feature further dependent variables to your multivariate analysis and make a multivariate analysis model.

Regression analysis may be a reliable methodology of characteristic that variables have impact on a subject of interest. The method of using a regression permits us to with confidence confirm that

factors matter most, that factors are often unnoticed, and the way these factors influence one another.

In order to grasp multivariate analysis totally, it's essential to grasp the subsequent terms:

- **Dependent Variable:** this can be the most issue that we're attempting to grasp or predict.
- **Independent Variables:** These area unit the factors that you just expect have a control on our variable.

In my studies, I have taken profit as dependable variable which include,

- 1) **Net Income:** A company's net income is that the quantity of profit it earns once deducting all expenses from its total income. Expenses that the corporate should deduct embrace price of products purchased, labor, utilities, rent and the other price related to the company's operations.
- 2) **ROE:** Return on equity (ROE) is a measure of financial performance calculated by dividing Net Income by shareholders' equity.
ROE=Net Income/ Shareholder's Equity.
- 3) **ROA:** Return on assets (ROA) is associate indicator of however profitable an organization is relative to its total assets. ROA provides a manager, investor, or analyst a concept on however economical a company's management is at exploitation its assets to come up with earnings. Come back on assets is displayed as a share.

$$\text{ROA} = \text{Net Income} / \text{Total Assets}.$$

5.2 Sales, Income series of GTL

To calculate the regression of GTL, we have taken Income as independable variable

Linear regression: $Y = a + bX$

Where:

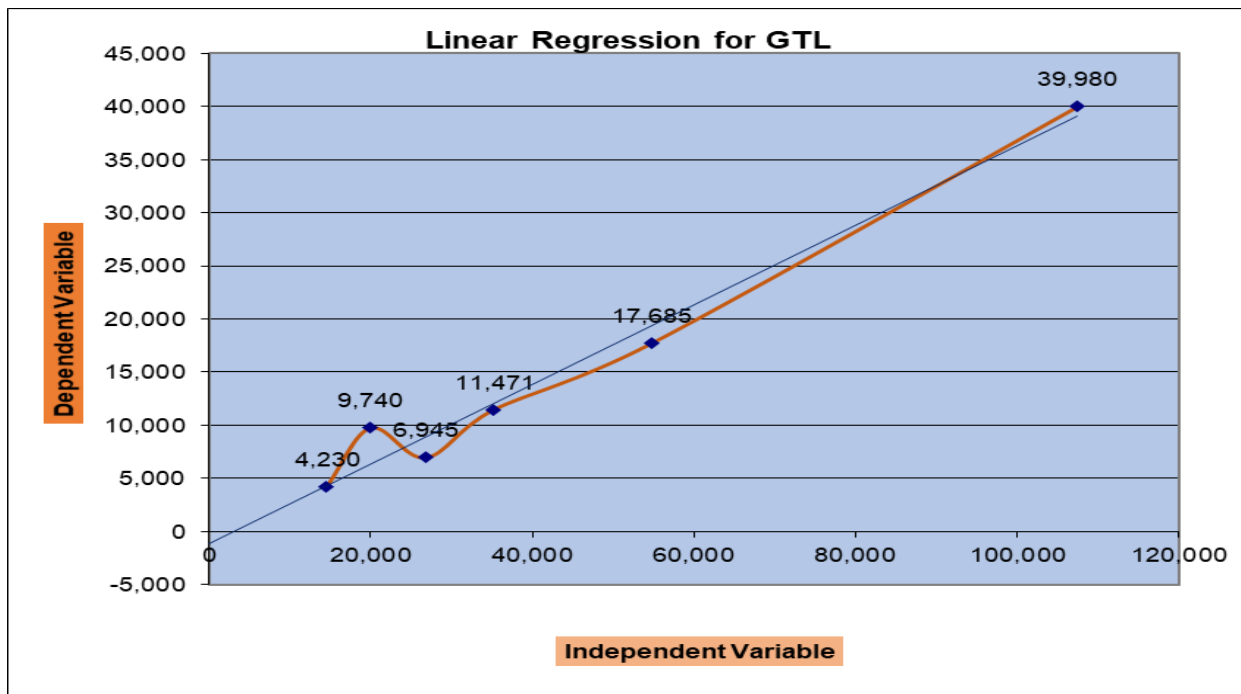
$Y = \text{Income}$

$X = \text{Sales}$

a = the intercept.

b = the slope.

GTL Linear Regression				Linear Regression Line		Range Name		Cells	



Here, I have taken Income as independent variable then the value of Y is 7,799 and the intercept which is a=3912.85 and the slope of the variables is b=2.61. From the independent line of revenue

or income we find the revenue begins from 4,230,000/- in the year of 2013 and it reaches up to 39,980,000/- in 2018 that shows that the company does not face any losses or bad situation and the revenue was really very good for the Greenland Technologies Limited.

R-Square Value: R-squared (R²) could be a applied mathematics that represents the proportion of the variance for a variable that is explained by regression model. Whereas correlation explains the strength of the connection by independent variables or variable, R-squared explains to what extent the variance of 1 variable explains the variance of the second variable. So, if the R² of a model is .50, then about half the discovered variation are often explained by the model's inputs.

The Formula For R-Squared Is

$$R^2 = 1 - \frac{\text{Explained Variation}}{\text{Total Variation}}$$

R-Square is always from Zero-100%

- Value 0% tells that the model shows none of the variability of the response data around its mean.
- And value 100% says that the model explains all the variability of the response data around its mean.

R Square equals 0.98, which is a really very good fit. 98% of the variation in Quantity Sold is explained by the independent variables income and sales. The closer to 1, the better the regression line fits the data. Here, I get .98 as R-Squared value what tells me that the GTL has high R-Squared value which is comparatively good but it is not always good for the company.

Limitations Of R-Squared

R-squared offers us an estimate of the connection between movements of a variable supported independent variable's movements. It does not tell us whether our model is nice or dangerous, nor can it tell us whether or not the information and predictions are biased. A high or low R-square is not essentially good or dangerous, because it does not convey the responsibility of the model, nor whether or not we've got chosen the proper regression. We'll get a low R-squared for a good model, or a high R-square for a poorly fitted model, and the other way around. Finally, it is easily explained that the company "Greenland Technologies Limited" is in good position.

Chapter-6- Conclusion & Recommendation



Conclusion

In the finish of the report I might want to state that as another organization the execution of GTL up to now is extremely great. As, they have an excellent system which they develop with their working knowledge. Contract buy is one in everything about essential types of financing a closeout of monetary vehicles. It's most well known kind of subsidizing with its advantages over various sorts. A few firms region unit jumping up with the lease buy framework to deliver fund to the business vehicles and up the monetary measures by making the capacity gainful and cost successful. Greenland Technologies Limited is one of the significant players in Hire Purchase industry by giving truck money to the little proprietors the nation over. Greenland Technologies Limited is very productive in gathering their due obligations and that they take a gander at the accumulation time frames given to every customer despite the fact that they once in a while prosecute their customers if default happens, liking to re-arrange and aid the customer's capacity to pay.

Recommendation and Suggestion

- The contract buy office ought to be made simple for the Farmer.
- The time of Installment ought to be reached out for the clients.
- The client ought not feel hard about the contract buy portions.
- The organization should help the client in owning the propelled vehicles.
- The loaning rates ought to be sensible thinking about the financial state of the general public.
- I think Greenland Technologies Limited ought to instruct their customers about their contract buy strategies so both the current and potential customers wishing to apply for a contract buy office and purchase the Tractor.
- It has dangers a numerous because of the high cost of the Greenland Technologies Limited Machineries and contenders are increasingly agreeable in light of the fact that they are built up. In this way, GTL requires to create valuing system for expanding their sells.
- Credit deals can makes separation in Bangladesh. In this way, GTL needs appropriate arranging, system and full sorting out ability

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The End