



Knowledge Partner



Category: Manufacturing Sector

(Evaluation Methodology- Quantitative Section)

S.No.	Particulars	Formula	Marks
1.	Manufacturing System		25
(A)	Electricity consumption ratio per unit of production	$[(\text{Total Energy Consumption in present year} / \text{Total No. of Product Produced}) / (\text{Total Energy Consumption in last year} / \text{Total No. of Product Produced})]$	5
(B)	Finished Goods Ratio	$\text{Total Quality Goods Produced} / \text{Total No. of Product Produced}$	7.5
(C)	Inventory Turnover	$\text{Cost of Goods Sold} / \text{Average Inventory}$	5
(D)	Production Loss	$\text{Quantity of Finished Products} / \text{Quantity of Raw Material}$	7.5
2.	Technology & Innovation		10
(A)	Investment towards technological innovations & R&D	$\text{Investment towards technological innovations, R\&D} / \text{Annual Sales Turnover}$	10
3.	Sales & Marketing		10
(A)	Export vs Total Sales	$\text{Total Export} / \text{Annual Sales Turnover}$	10
4.	Financial Management		15
(A)	Profitability Ratio	$\text{Profit before tax} / \text{Annual sales turnover}$	10

(B)	% Annual Financial Growth	$(AST2-AST1) \times 100 / T1$	5
5.	HR Management		10
(A)	Expenses towards employee salary Vs Operating Expenses	Expenses towards employee salary / Operating Expenses	<u>2.5</u>
(B)	Expenses towards employee training Vs Annual Sales Turnover	Expenses towards employee training / Operating Expenses	<u>2.5</u>
(C)	Expenses towards employee welfare Vs Annual Sales Turnover	Expenses towards employee welfare / Operating Expenses	<u>2.5</u>
(D)	Expenses towards CSR activities Vs Annual Sales Turnover	Expenses towards CSR activities / Operating Expenses	<u>2.5</u>

** AST2 = Annual turnover of present financial year

** AST1 = Annual turnover of previous financial year