

Appendix - 12Computation of BEP in case of Punjab Wireless
Systems Limited, Mohali (as per project report)

(Rs in lacs)

	1977-78	78-79	79-80	80-81	81-82
1 Sales	30.00	128.00	220.00	281.00	331.00
<u>Less Variables expenses</u>					
Raw materials (2)	6.50	43.00	77.60	97.45	129.05
Wages & allowances (3)	2.80	5.64	7.20	9.04	9.36
Power, water & utilities for factory (4)	0.60	1.80	2.40	2.40	3.00
Consumable stores (5)	-	-	-	-	-
Selling Commission (6)	-	-	-	-	-
Royalties (7)	0.30	2.39	4.27	5.08	5.08
Selling expenses (including freight and insurance) (8)	7.12	23.62	37.66	46.36	54.12
Total (2 to 8) (8a)	17.32	76.45	129.13	109.33	200.61
Contingencies 5% (9)	0.66	3.82	6.45	7.95	10.03
Interest on borrowings (10)	0.79	4.51	8.16	10.32	12.92
Grand Total (8a+9+10) (11)	18.97	84.78	143.74	177.61	223.56
Surplus (1-11) (12)	11.03	43.22	76.26	103.39	107.44
Rent, Rate and insurance (13)	0.00	1.80	2.40	2.40	3.00
Depreciation (14)	3.08	3.31	2.95	2.65	2.39
Salaries and allowances (15)	3.96	6.60	7.92	8.52	8.88

Contd...

Appendix -12 (concluded)

		(Rs in lacs)				
		1977-78	78-79	79-80	80-81	81-82
Travelling Allowances	(16)	0.79	1.32	1.58	1.70	1.78
Directors' fees	(17)	0.48	0.51	0.54	0.57	0.60
Audit fee	(18)	0.04	0.06	0.08	0.10	0.12
Interest on loans	(19)	3.60	3.60	2.88	2.16	1.44
Others	(20)	0.08	0.16	0.16	0.20	0.20
Total (13+20)	(21)	13.23	17.36	18.51	18.30	18.41
Contingencies	(22)	0.66	0.87	0.93	0.92	0.92
Grand Total (21+22)	(23)	13.89	18.23	19.44	19.22	19.33
BEP*	(24)	126%	42.2%	25.5%	18.6%	18%

* As a percentage of normal capacity.