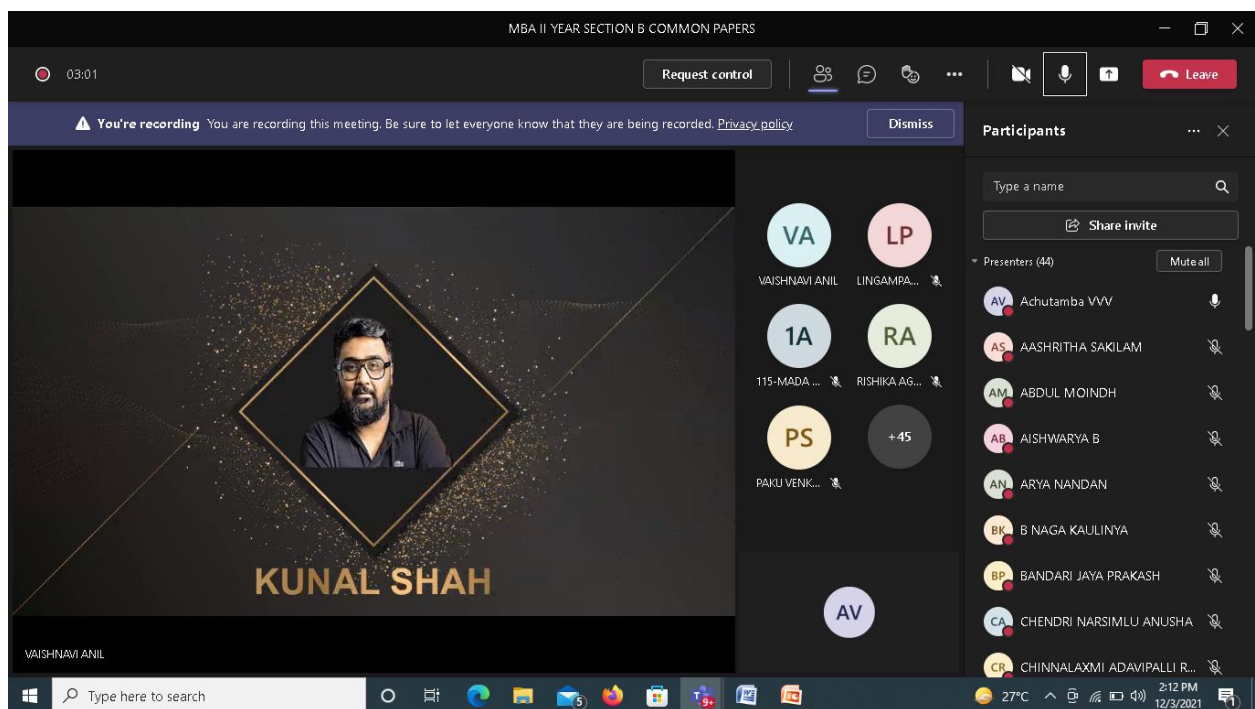


INDIA START UP DAY

On the occasion of India Start Up Day a case study presentation was organised to students. They were given an open choice to select any one topic related to entrepreneurship and startups and real time case studies about the entrepreneurs were presented.



MBA II YEAR SECTION B COMMON PAPERS

10:10

Request control

You're recording You are recording this meeting. Be sure to let everyone know that they are being recorded. [Privacy policy](#) Dismiss

Participate Mute (Ctrl+Shift+M) ... X

Type a name

Share invite

Presenters (59) Mute all

- AV Achutamba VVV
- AS AASHRITHA SAKILAM
- AM ABDUL MOINDH
- AB AISHWARYA B
- AN ARYA NANDAN
- BK B NAGA KAULINYA
- BP BANDARI JAYA PRAKASH
- BR BOLAGONI RUPESHWARI
- CA CHENDRI NARSIMLU ANUSHA

VAISHNAVI ANIL

Type here to search

27°C 2:17 PM 12/3/2021

REVENUE MODEL

- LISTING FEES**
 - Cred partners with businesses to provide the offers.
 - Users receive CRED coins as reward for bill payment, which users then redeem with offers available.
 - CRED receives a fee from the business every time a user redeems CRED coins from the app to pick an offer.
- DATA MONETIZATION**
 - CRED collects users financial data to offer you offers in the future.
 - To gain access to this data, financial companies pay CRED.

MBA II YEAR SECTION B COMMON PAPERS

11:21

Request control

You're recording You are recording this meeting. Be sure to let everyone know that they are being recorded. [Privacy policy](#) Dismiss

Participate Mute (Ctrl+Shift+M) ... X

Type a name

Share invite

Presenters (61)

- AV Achutamba VVV
- AS AASHRITHA SAKILAM
- AM ABDUL MOINDH
- AB AISHWARYA B
- AN ARYA NANDAN
- BK B NAGA KAULINYA
- BP BANDARI JAYA PRAKASH
- BR BOLAGONI RUPESHWARI
- CA CHENDRI NARSIMLU ANUSHA

VAISHNAVI ANIL

Type here to search

27°C 2:18 PM 12/3/2021

CRED PRODUCTS

CRED offered five distinct products –

- CRED RentPay
- CRED Cash
- CRED Pay
- CRED Store
- CRED Travel Store



RITESH AGARWAL

FOUNDER & CEO OF OYO ROOMS AND 2ND YOUNGEST BILLIONAIRE IN INDIA
2021



Bharatiya Vidya Bhavan

Bhavan's Vivekananda College
of Science, Humanities and Commerce
Accredited with 'A' grade by NAAC
Autonomous College Affiliated to Osmania University
Sainikpuri, Secunderabad - 500094

India Startup Day
Organized by
Department of Management Studies

INSTITUTION'S INNOVATION COUNCIL
University of Hyderabad, Hyderabad

MBA II YEAR SECTION... 55:58

LP

Slide 1 of 1 "Flow"

MBA II YEAR SECTION B COMMON PAPERS

30:09

CF OB MS RA 1A OA +68 AV

CLEMENTINA S... ORION AROGY... MULA PHA... RISHIKA AG... 115-MADA... 081 N AVIN...

Indian Billionaire investor, Businessman and founder of DMart

Radhakishan Damani

ORION AROGVAM BHASKARAN

Participate Mute (Ctrl+Shift+M) ... X

Type a name

Share invite

Presenters (65) Mute all

- AV Achutamba VVV
- AR A NAVEENKUMAR REDDY
- AS AASHRITHA SAKILAM
- AM ABDUL MOINDH
- AB AISHWARYA B
- AN ARYA NANDAN
- AM ATMAKURI MANISHA
- BK B NAGA KAULINYA
- BR BANALA ROHIT REDDY

Type here to search

27°C 2:39 PM 12/3/2021

MBA II YEAR SECTION B COMMON PAPERS

30:18

CF LP MS RA OR OA +68 AV

CLEMENTINA S... LINGAMPA... MULA PHA... RISHIKA AG... 070 ramya (... 081 N AVIN...

About Radhakishan Damani

RK Damani is the 4th richest person in India, with a net worth of over \$16.5 Billion, which is equivalent to over Rs 123,117 Crores

- Current Age: 67 (Born 1954)
- Net worth: \$16.5 Billion
- Occupation: Trader, Investor, Businessman
- Status: Self-Made Billionaire

ORION AROGVAM BHASKARAN

Participate Mute (Ctrl+Shift+M) ... X

Type a name

Share invite

Presenters (65) Mute all

- AV Achutamba VVV
- AR A NAVEENKUMAR REDDY
- AS AASHRITHA SAKILAM
- AM ABDUL MOINDH
- AB AISHWARYA B
- AN ARYA NANDAN
- AM ATMAKURI MANISHA
- BK B NAGA KAULINYA
- BR BANALA ROHIT REDDY

Type here to search

27°C 2:40 PM 12/3/2021

37:21



Participant avatars and names: NS (N RAM KRIS...), PP (P SRI PRAB...), OB (ORION AROGY...), LP (LINGAMPA...), CF (CLEMENTIN...), MS (MULA PHA...), +72, AV (AV).

Participants


Type a name

Share invite

Presenters (69) Mute all

- AV Achutamba VVV
- AR A NAVEENKUMAR REDDY
- AS AASHRITHA SAKILAM
- AM ABDUL MOINDH
- AB AISHWARYA B
- AN ARYA NANDAN
- AM ATMAKURI MANISHA
- BK B NAGA KAULINYA
- BR BANALA ROHIT REDDY

But How DMart can afford such low priced offerings ?

RELATIONSHIP WITH PARTNERS	OWNING INSTEAD OF RENTING	STORE DEMOGRAPHICS
<p>Payments are made to its distributors within 48 hours of delivery unlike its competitors who loan it for 30-60 days</p>  <p>Vendors are paid in 10 days unlike the usual 60 day credit cycle</p>  <p>Implication DMart can push partners to avail good concessions and hence can afford to sell the products at discounted price to customers</p>	<p>DMart is one of the few retail chains which owns 90% of its stores while the rest are leased for 30 years</p>  <p>Reason Huge savings on rental costs</p>  <p>Bumper returns in long term with increase in property value</p>	<p>Most of the DMart stores are in the outskirts of metros, tier II, and tier III cities, thus lowering their operating expenses</p> <p>Spending on store interiors is minimal for simplicity and efficiency</p> 

ORION AROGVAM BHASKARAN