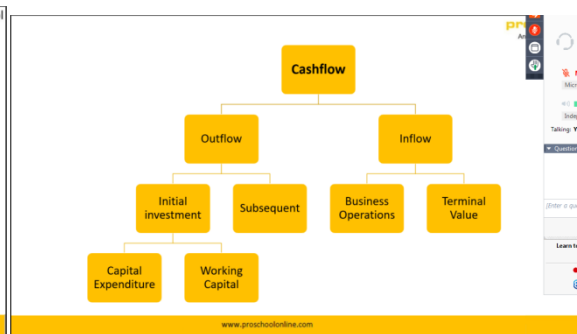
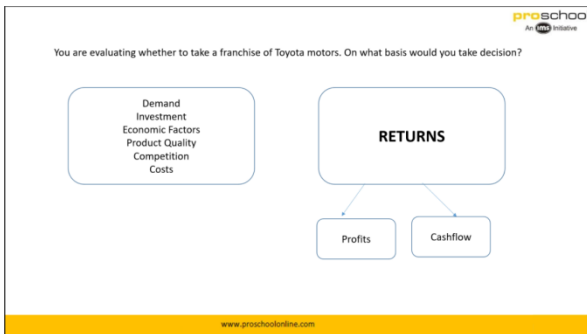


WEBINAR

How to create Start-up Business Model

Add-on Courses Cell, Aryabhata College had conducted a Webinar “How to create Start-up Business Model” on 18th April, 2020 in collaboration with IMS Proschool. The resource person for the session was Mr. Yogesh Sukania (Chartered Accountant, CIMA Strategic and CFA). Around 80 students participated in this webinar. It was successfully organised and well appreciated by the students.

Here are some of the glimpses of the session...



Set up a car showroom					
Requirements	Estimate Of Business	Number of Units Sold / month	Price	Commission (%)	Commission (Rs.)
5 Showroom 15,000 sqft	Pradho 1	30,00,000	4%		
6 Go Down 30,000 sqft	Furniture 12	22,00,000	4%		
7 Initial Renovation 25,00,000 Rs.	Camry 1	20,00,000	4%		
8 Deposit for Showroom (6 months rental) 1,85,00,000 Rs.	Corolla 10	12,00,000	3%		
9 Deposit for Go Down (6 Months Rental)	Innova 50	10,00,000	3%		
10 Monthly Rental	Eos 50	7,00,000	3%		
11 Rental Costs	Total Monthly Sales				
12 Rent for Showroom 150 Rs./sqft/Month					
13 Rent for Go Down 30 Rs./sqft/Month					
14 Staff	Profit Calculations				
15 Manager 1 35,000 Rs./Month	Revenues	Year - 1	Year - 2	Year - 3	Year - 4
16 Sales 3 25,000 Rs./Month	y/y (%) growth	10%	10%	10%	10%
17 Admin 2 20,000 Rs./Month	Rental - Showroom				
18 Go Down 3 12,000 Rs./Month	Rental - Go Down				
19 Increase in Salaries 10% per year	Salaries				
20 Operations & Maintenance 15% As % of Revenues	Operating profit				
21 Initial Funding	Expenses				
22 Debt - For 5 years	Operating profit				
23 Interest Rate - 50%	Interest Expense				
24 Commercial Loan 13% per year	Profit Before Tax				
25 Equity 50%	Tax @ 35%				
26	Net Profit				
27	Calculations				
28 Evaluate the proposal to run this business for 5 years by investing 50% in the business	Operating Cash Flows/Net Profit	Year - 1	Year - 2	Year - 3	Year - 4
29	Initial investment				
30	Debt amount raised / (repaid)				
31	At the end of 5 years deposit amount would be returned				
32	Total Cash Flows				
33	IRR				

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6 Go Down 30,000 sqft	Furniture 12	22,00,000	4%		10,56,000
7 Initial Renovation 25,00,000 Rs.	Camry 1	20,00,000	4%		80,000
8 Deposit for Showroom (6 months rental) 1,85,00,000 Rs.	Corolla 10	12,00,000	3%		3,60,000
9 Deposit for Go Down (6 Months Rental) 34,00,000 Rs.	Innova 50	10,00,000	3%		13,50,000
10 Monthly Rental 2,14,00,000 Rs.	Eos 50	7,00,000	3%		2,75,000
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