



PUNE BRANCH OF WICASA OF ICAI

**The Institute of Chartered Accountants of
India**

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NEWSLETTER

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CA. Kashinath Pathare

Vice Chairman, Pune Branch of WIRC of ICAI (2021-22) Chairman, Pune Branch of WICASA of ICAI

Best wishes to all Dear Students, at the outset, I am very obliged for being appointed as the CHAIRMAN of Pune Branch of WICASA of ICAI for 2021-22. I take this opportunity to express my gratitude towards the fellow committee members and the members and students at large at Pune Branch of WIRC and WICASA. It takes immense pleasure in informing you that, PUNE BRANCH OF WICASA OF ICAI HAS AWARDED **"FIRST PRIZE" AT REGIONAL LEVEL** IN MEGA CATEGORY. Also, the PUNE BRANCH OF WIRC OF ICAI HAS AWARDED **"SECOND BRANCH" AT NATIONAL LEVEL** IN MEGA CATEGORY for the year 2020-21.

I must first address the students who have recently received their results. Those who have qualified to become chartered accountants, welcome to our fraternity. Technically you are no longer "students" yet I take this opportunity to congratulate you. To those who have had positive results in any other exams they have answered, another huge Congratulations. You have crossed yet another hurdle in this marathon race called Chartered Accountancy Course. Although you may be elated at your success, now is not the time to take the foot of the pedal. You need to continue working hard, and pursuing your dream of becoming a Chartered Accountant, with single minded focus, just like Arjuna. The race is long and hard, but you can do it! To those students who did not get the results they desired, do not be disheartened. One bad result is not the end of the world. You have to dust off the bitterness, and continue your journey. Remember the words of Swami Vivekananda: All Power is within you, you can do anything and everything! If you put your heart and soul into what you want to achieve, nothing can stop you. Analyse where you went wrong, what can be done to improve, and put in your best. Have faith in the creator and your own abilities, and success will be yours!

Pune WICASA will soon be expanding the features in its Newsletter, and will also be holding a variety of programs for CA students.

Stay Tuned!

Regards,
CA. Kashinath Pathare



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Emerging Startups in India and India's Growing Startup Culture

Covid-19 Pandemic turned to be an opportunity for some startups whereas some startups were worstly hit by this pandemic. But Indian startups are now recovering. A rise in hiring, improved funding and a more optimistic outlook are a few signs of recovery. With rise in technology, innovative thinking and entrepreneurial mindset, many startups have joined the unicorn club.

In 2021, Digit Insurance and Innovaccer are the latest Indian startups to have made it unicorn club so far.

BUT WHAT IS UNICORN???

There are three clubs in which startups are categorized on the basis of valuations

1. Unicorn - valued at \$ 1 billion or more (Eg - Zomato ,Ola, etc).
2. Decacorn - valued at \$ 10 billion or more. (Eg - Paytm, OYO, Byju's)
3. Hectocorn - valued at \$ 100 billion or more. Sometimes also called as "Super Unicorn". Currently from global view, Bytedance is the only hectocorn.

Let us understand what is so unique in these new age startups

- Over two-thirds of low-revenue startups have resorted to marketing spend cuts, salary cuts and travel restrictions
- Three-fourths of matured startups are artificial intelligence, internet of things and other technology-based solutions
- Over 30% businesses are moving online.

OPPORTUNITIES & THREATS DUE TO PANDEMIC

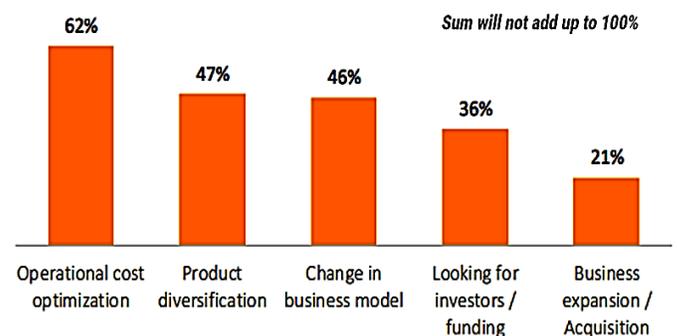


ED-TECH
HEALTH & WELLNESS
SAAS & REMOTE-WORKING TOOLS
E-COMMERCE & DELIVERY BASED SERVICES
OTT PLATFORMS & ONLINE GAMING
MANAGED OFFICE SPACES



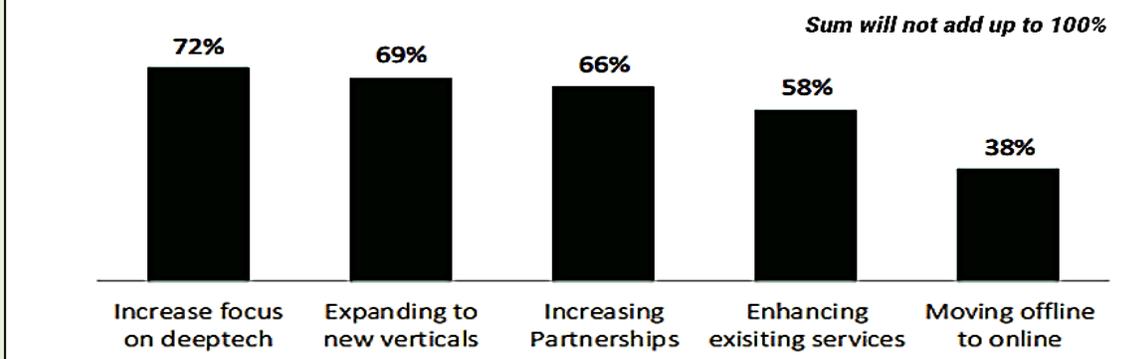
FOOD-TECH
AGRI-TECH
INFRA & REAL ESTATE
POWER & UTILITY
FIN-TECH
MEDIA & ENTERTAINMENT

Short-Term Priorities For India's Tech Startups



- Three-fourths of B2B startups are developing new products and verticals (Nasscom survey, 2020)

Long-Term Priorities For India's Tech Startups



Digit Insurance - The platform leverages technology to simplify the process of buying general insurance with services like smartphone-enabled self-inspection and audio claims. It is a tech-driven general insurance company building a technology platform that can offer customised insurance products at reduced costs and provide efficient customer service as well. Digit claims to have added more than 5 Million customers and having closed 1 Lakh claims.

Innovaccer –A Big Data & SaaS startup Innovaccer, helps to recognize high-risk patients that need attention and offer actionable insights at early stage. It provides data-backed intervention insights to healthcare providers that can lead to better care outcomes and bring down the cost of healthcare. Additionally, in the health insurance segment, claims are one important area that could benefit greatly from data analytics. Coupled with the fact that healthcare in the US is hellishly expensive, often running into thousands of dollars if you're not insured, the sector poses an enormous opportunity for startups like Innovaccer.

Not only this, there are potential soonicorns poised to turn unicorn in 2021 include agritech startup CropIn, social commerce SaaS Meesho, e-pharmacy startup Pharmeasy, logistics company BlackBuck, auto-tech startup CarDekho, hyperlocal consumer services firm Urban Company, and edtech startup Vedantu, among others.

Thank You.

Happy Learning:)



Rushabh Jamdade
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Startup

This is the best ever phase of Startup Ecosystem and Economic Environment is favoring the aspiring minds. However, you should take into consideration that 94% of Startups shut down their shutters within the first year of operation.

It is not necessary to have Innovative/New Business Idea to make your startup successful; you can also start an already existing Business with Innovative/New manner of doing Business.

If we look at the examples of above, Dream11 is one of the best example of Innovative/New Business Idea, because this idea is altogether Innovative.

However, if we look at Byju's or Ola, it is not altogether innovative. Because tuition classes and taxis were already into existence but it was unorganized then Byju's and Ola came up with Innovative ideas to organize these businesses in efficient and effective manner.

Stages in Startup

1. Ideation/Pre-Seed Stage

The stage where an entrepreneur has an idea and is working on implementation of the same. At this stage, there are very limited and mostly informal channels available for raising funds. Following are the most common sources of funding in this stage-

- **Bootstrapping/Self-financing**
It means relying on your own savings and revenue to operate and expand.
This is the first recourse for entrepreneurs as there is no pressure of pay back and dilution of control.
- **Friends and Family**
This is also a commonly utilized channel of funding by entrepreneurs still in the early stages. Benefit of this source of investment is that there is an inherent level of trust.
- **Business Plan/Pitching Events**

This is the prize money/grants/financial benefits that is provided by institutes or organizations that conduct business plan competitions and challenge

2. Validation/Seed Stage

To do this, the startup will need to conduct field trials, test the product on a few potential customers, onboard mentors, and build a formal team. Following are the most common sources of funding in this stage-

- **Incubators**
Incubators are organizations set-up with the specific goal of assisting entrepreneurs with building and launching their startups. They add lot of value added services.
- **Government Loan Schemes**
The government has initiated a few loan schemes to provide collateral-free debt to aspiring entrepreneurs and help them gain access to low-cost capital. Some such schemes include CGTMSE, MUDRA, and Stand-up India.
- **Angel Investors**
Angel investors are individuals who invest their money into high potential startups in return for equity.
- **Crowd funding**
Crowd funding refers to raising money from a large number of people who each contribute a relatively small amount. This is typically done via online crowd funding platforms.

3. Early Traction/Series A Stage

This is the stage where your startup's products or a service has been launched in the market. Key performance indicators such as customer base, revenue, and app downloads, etc. become important at this stage. Following are the most common sources of funding in this stage-

- **Venture Capital Funds**
Venture capital (VC) funds are professionally managed investment funds that invest exclusively in high-growth startups. Each VC fund has its own investment thesis – preferred sectors, stage of startup, and funding amount etc.
- **Banks/NBFCs**
Formal debt can be raised from banks and NBFCs at this stage as the startup can show market traction and revenue to validate their ability to finance interest payment obligations.
- **Venture Debt Funds**

Venture Debt funds are private investment funds that invest money in startups primarily in the form of debt. Debt funds typically invest along with an angel or VC round.

- TReDs

To decrease the financing concerns faced by MSMEs in India, RBI introduced the concept of TReDS in 2014, an institutional mechanism for financing trade receivables on a secure digital platform.

4. Scaling/Series B & Above Stage

At this stage, the startup is experiencing fast rate of market growth and increasing revenues. Following are the most common sources of funding in this stage-

- Venture Capital Funds

VC funds with larger ticket size in their investment thesis provide funding for late stage startups. It is recommended to approach these funds only after the startup has generated significant market traction.

- Private Equity/Investment Firms

Private equity/Investment firms generally do not fund startups however; lately some private equity and investment firms have been providing funds for fast-growing late-stage startups who have maintained a consistent growth record.

5. IPO

Initial Public Offer (IPO) refers to the event where a startup lists on stock market for the first time. Since the public listing process is elaborate and replete with statutory formalities, it is generally undertaken by startups with an impressive record of profits and who are growing at a steady pace.

One of the benefits of an IPO is that a public listing at times can increase the credibility of the startup and be a good exit opportunity for stakeholders.

Any Angel investor, VC, or PE fund may buy out investors of a previous round to get their equity share as well.

Simran Vivek Samel
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The person I met yesterday.....

I met my ideal for the first time yesterday
I met a childish experienced youth
I met a cherishing flora yesterday
I met an answer for all my doubts.

I met the best person in the world
I met a person always fine
I met a solution for all my worries
I met someone wholly mine.

I met a person ready to invest in me
I met a person with positive perspectives
I met a person with honest feedback
I met a person with all clear objectives.

The one I met yesterday was a great philosopher...
The one I met yesterday was a best mentor
The one I met yesterday was an awesome fantasy..
The one I met yesterday was a fabulous personality.

No stranger met me yesterday
No one unusual around me
It was just the moment when I stirred the mirror for a longer time
It was just the moment I actually recognized the person in front of me...

Aniket Mali Digital Work

