

Activity

Design 5 Slides Explaining a Company of Your Choice

5 Slides to be Included

- Company Overview
- Team
- Products & Services
- Financials
- How Company Works?

Company Overview

- An Indian company that delivers groceries and essentials, fruits and vegetables, meat, pet supplies, food, and medicines in major cities. It also has a separate service to pick up and deliver packages within the same city.
- Company currently provides its delivery services in eight Indian cities including Bangalore, Delhi, Gurgaon, Pune, Chennai, Jaipur, Mumbai and Hyderabad.
- The company also operates a bike taxi service in Gurgaon
- Company is headquartered in Bangalore and was founded in 2014
- Company raised its first round of funding of US\$650k in March 2016 from Blume Ventures
- In December 2017, company received US\$12 million in a fresh round from Google
- On 29 August 2019, company raised ₹34.56 crore funding by issuing debentures
- In January 2022, Reliance Retail led a US\$240 million funding round along with company's existing investors
- Around 900 employees work in the company currently

Team

- Mukund Jha CTO.
- Ankur Aggarwal Co-Founder.
- Dalvir Suri Co-Founder.
- Anupam Nath Operations Manager.
- Nikhil Taneja Senior Product Manager.
- Kabeer Biswas Co-Founder & CEO.
- Warner Queeny Founding Partner & Chief Executive Officer.
- Vir Kashyap Founding Investor.

Products & Services

- Delivers groceries and essentials, fruits and vegetables, meat, pet supplies, food, and medicines in major cities.
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- The company also operates a bike taxi service in Gurgaon

Financials

- Company reported its revenue from operations to be \$6.22 mn (Rs 45.8 crore) during FY21, jumping around 66.5% from \$3.73 mn (Rs 27.5 crore), which the company earned in FY20. The company earned revenue of INR 3.5 crores in FY19
- firm has witnessed the GMV on its platform surge by nearly 64% to \$80.17 mn (Rs 590 crore) in FY21, which was announced to be \$48.92 mn (Rs 360 crore) in FY20.
- Employee benefit expenses have taken up a relatively large space for company. It accounts for around 37.4% of the annual costs incurred. In FY21, these expenses have grown by 24.7% to Rs 91.6 crores.
- Company reported a loss of \$23.4Million (INR 169.7 crores) in FY19, an increase of 671% compared to a loss of \$2.9 Million (INR 21.9 crores) in the previous year. The annual losses suffered in FY20 were \$45.98 mn (Rs 338.4 crore), which was successfully reduced by 33.3% to \$30.67 mn (Rs 225.7 crore) in FY21

How Company Works

- Company functions through an app and a website. It provides on-demand concierge service in the hyper-local market. It offers many features under one roof, i.e., its app suffices for all possible needs. Home groceries, food, medicines, pet supplies, health and wellness, gifts, bike rides, pick and drop, laundry delivery, and various other categories/services
- Company works through a data-driven platform where it connects a delivery person to the nearest user. The activity of this person can be tracked throughout the delivery. When there are any purchases to be made, the users can even use the chatbox, send relevant images of the specific product, and communicate accordingly.
- Company provides cash and other digital payment options.
- Company uses Artificial Intelligence with its platform to give the users a satisfactory and smooth experience.

Thank You