Expansion Endeavours

Your Client is a Non banking financial company and functions as a public sector undertaking. Suggest a suitable growth strategy.

Growth

COMPANY NAME

Boston Consulting Group





Expansion Endeavours Same expansion, different day!



Problem Statement

Your Client is a Non banking financial company and functions as a public sector undertaking. Suggest a suitable growth strategy.

Case Overview

CASE TYPE

Growth Case

COMPANY NAME

BCG

ROUND

Partner Round

DIFFICULTY



CLARIFYING QUESTIONS ASKED

What type of projects do they invest in? Is there any particular to be achieved?

structure.

Only mention the ways and

strategies for growth.

What is the competition the company faces?

Case Approach



- 1. Reducing operating expenses
- 2. Benefits of government schemes.
- 3. Ways to increase net cash flow
- 4. Current schemes in Bank Rates



STEP 4

Venture into more B2C channels of Growth

Example: Retail investing in the EV sector.

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