

MATHS  $\rightarrow 1 \text{ lac} = 10^5$

1 million  $= 10^6 = 10 \text{ Lakhs}$

1 crore  $= 10^7$

1 billion  $= 10^9 = 100 \text{ crore}$

1 trillion  $= 10^{12}$

CASE STUDY 1  $\rightarrow$  How many Maggi sold in a day in India.

Population in India: 1.2 billion  $= 120 \text{ crore}$

We are considering only Urban Population and above poverty line

Urban population:  $70\% = 120 * (0.7) = 84 \text{ crore}$

Population above poverty line:  $30\% = 84 * 0.3 = 25.2 \approx 25 \text{ crore}$   
Eligible Base population.

Urban population - 4 family members average  $\rightarrow$  monthly they buy 10 Maggi each month.  
Per head consumption  $\rightarrow 2.5 \text{ Maggi}$ .

Population Distribution  $\rightarrow 0-15 \rightarrow$  small child or kids  $= 20\%$  population  
~~less~~ - less than average, say 2 packets  
 $= 25 * (0.2) \text{ population} * 2 \text{ packets}$   
base population  $= 50 * (0.2) = 10 \text{ Lacs Maggi per month}$

15-50  $\rightarrow$  School students to Office people  $= 60\%$  population

- More than average, say 3 packets

$= 25 \text{ (base population)} * (0.6) \text{ population} * 3 \text{ packets}$   
 $= 75 * 0.6 = 45 \text{ Lacs Maggi per Month}$

50+  $\rightarrow$  Consume less than average  $= 2 * 2 = 25 * (0.2) * 2 = 50 * 0.2 = 10 \text{ Lacs}$

Total approximation  $= 10 + 45 + 10 = 65 \text{ Lacs Maggi per month}$

Per day  $= \frac{65}{30} = 2.16 \text{ lakhs Maggi per month}$



Maths  $\rightarrow 1 \text{ Lacs} = 10^5$

$10 \text{ Lacs} = 10^6 = 1 \text{ million}$

$100 \text{ Lacs} = 10^7 = 1 \text{ crore}$

~~$1000 \text{ Lacs} = 10^8 = 1 \text{ billion}$~~

$1 \text{ billion} = 10^9 = 100 \text{ crore}$

$1 \text{ trillion} = 10^{12}$

Q  $\rightarrow$  How many t-shirts e-commerce companies sell in India?

Total population of India = 1.2 billion = 120 crore.

e-commerce  $\rightarrow$  Population to access internet = 40% = 48 crore.

Population where e-commerce company delivers product = 60% = 28.8 crore.

We can divide the population into male and female.

For now let's take 50% male and 50% female.

Male, 0-15 years : 30% population

: Individual own around 4 t-shirt

$= 14 (\text{population}) * 0.3 * 4$

$= 56 * 0.3 = 16.8 \text{ Lacs}$

15-40 years : 40% population

- Own 8 shirts average

$= 14 * 0.4 * 8$

$= 112 * 0.4 = 44.8 \text{ Lacs}$

40+ years : 30% population

- Individual own around 4 t-shirt

$= 14 * 0.3 * 4 = 16.8 \text{ Lacs}$

Total t-shirt own by men

$= 16.8 + 44.8 + 16.8$

$= 78.4 \text{ Lacs}$

Female, For 0-15 and 15-40, let it be same

40+ years : 30% population

- Individual own around 2 t-shirt

$= 14 * 0.3 * 2 = 28 * 0.3 = 8.4 \text{ Lacs}$

Total t-shirt by women

$= 16.8 + 44.8 + 8.4$

$= 69.6$

Total t-shirt own =  $78.4 + 69.6 = 148 \text{ Lacs} = 1.48 \text{ crore}$

Average life of t-shirt = 2 years.

So Demand per year =  $1.48 / 2 = 74 \text{ lacs per year}$

Per day, how many t-shirt was sold =  $74 / 365 = 20.274 \text{ t-shirt}$

[this also contains customers who will buy from offline store]