

CA












THE INSTITUTE OF
CHARTERED ACCOUNTANTS OF SRI LANKA

HYPERLEAP

39th National Conference of
Chartered Accountants

New Breed of Business Models

In disruptive environments

COMPANY	MARKET VALUE 2006	MARKET VALUE 2016	% CHANGE
	\$27.8B	\$1.1B	↘ 96%
	\$18.1B	\$2.6B	↘ 86%
	\$12.4B	\$8.3B	↘ 33%
	\$24.2B	\$8.8B	↘ 64%
	\$24.2B	\$11.0B	↘ 55%
	\$28.4B	\$13.2B	↘ 54%
	\$51.3B	\$40.6B	↘ 21%
	\$214.0B	\$212.4B	↘ 1%
	\$17.5B	\$355.9B	↗ 1,934%



E-Commerce Business Model

Process Simplification – Business Model



SRI LANKANS
WANTS TO SOURCE / BUY FROM
GLOBAL WEBSITES



SMEs



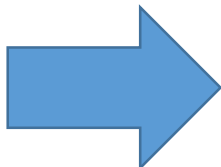
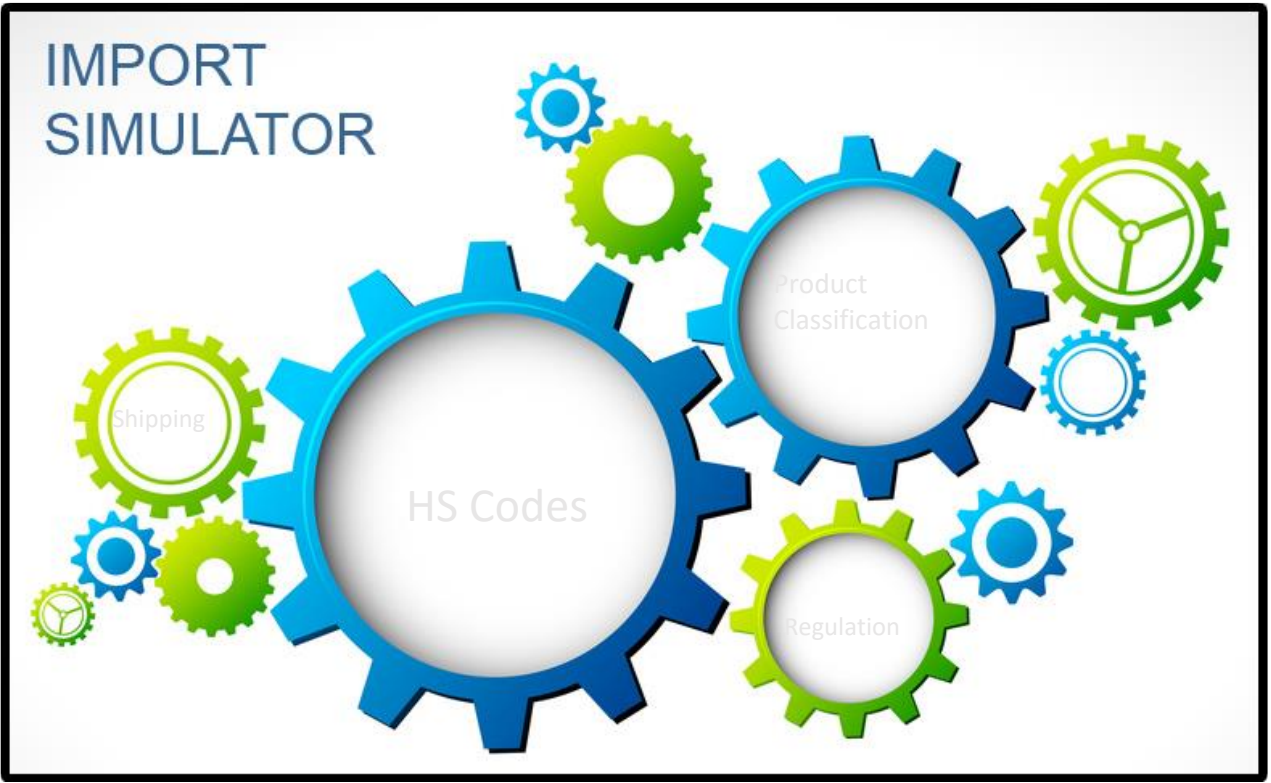
Individuals



Solution – “Global Price Checker”

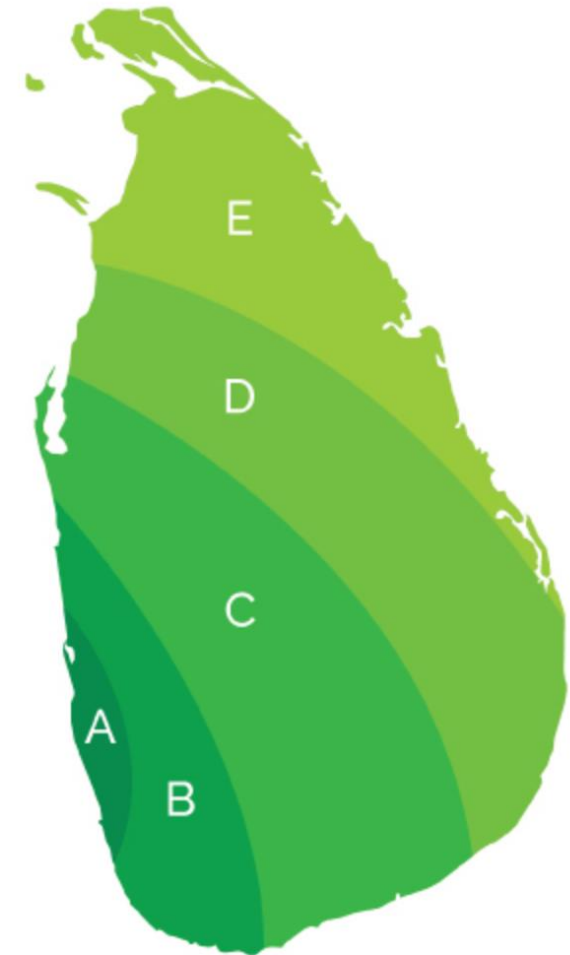


Epson VS230, SVGA, 2800 Lumens Color Brightness (color light output), 2800 Lumens White Brightness, 3LCD Projector
by Epson
★★★★☆ 427 customer reviews | 216 answered questions
List Price: \$369.99
Price: \$310.77 Prime
You Save: \$49.22 (14%)
In Stock.
Ships from and sold by Amazon.com. Gift-wrap available.
Want it Monday, Oct. 5? Order within 36 hrs 8 mins and choose One-Day Shipping at checkout. Details
Style: SVGA



Item Price	\$310
Duty	\$37
Shipping	\$16
Our Fee	\$14
<hr/>	
Total	\$377

Gig Economy Business Models







Price Simplification Model

Dilmah Premium 100 Tea Bags x 3 Pack =(Total 300 Bags)
by Dilmah



51 customer reviews | 6 answered questions



Price: **\$39.90** (\$13.30 / Count) & **FREE Shipping**
Get \$10 off instantly: Pay \$29.90 upon approval for the
Prime Store Card.

In Stock. Ships from and sold by 5.star.shop.

4 Sizes: 3 Pack

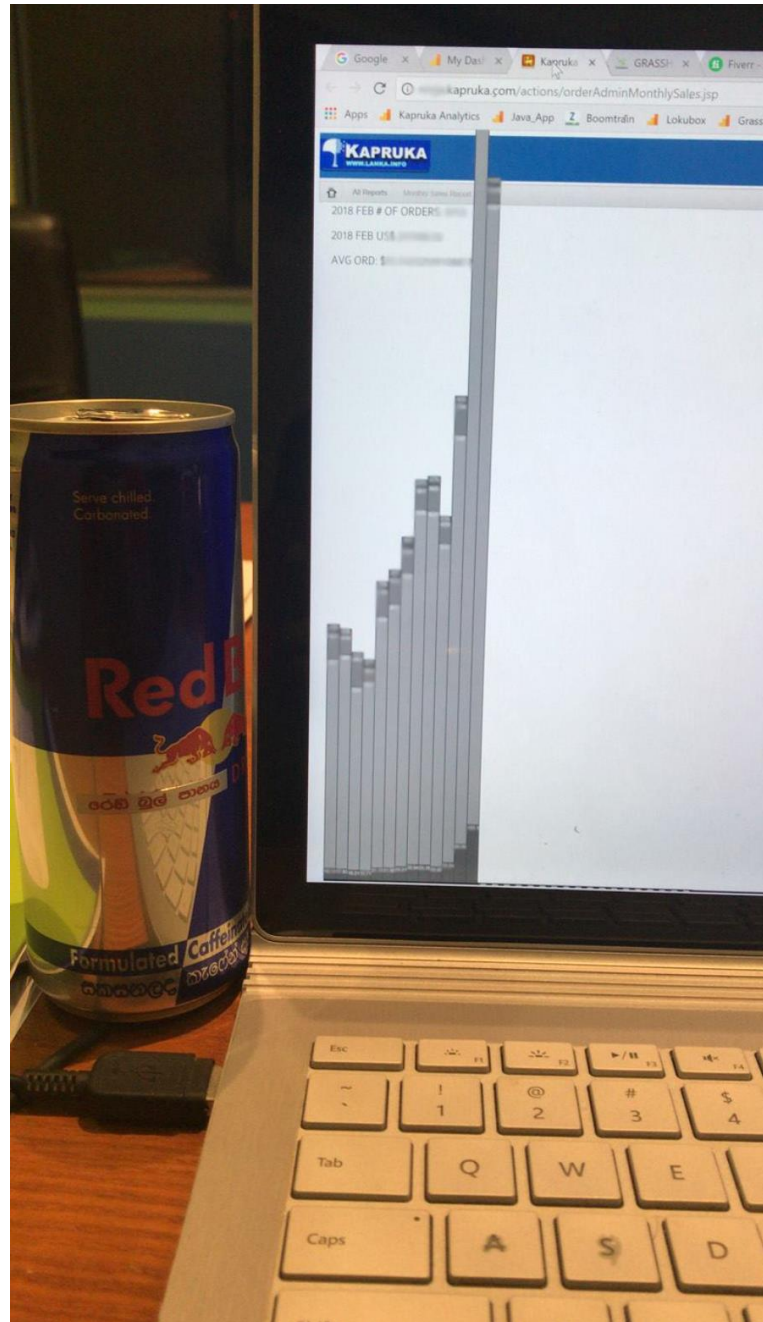
1 Pack	2 Pack	3 Pack
\$9.90	\$28.90 (\$14.45 / Count)	\$39.90 (\$13.30 / Count)

Get it as soon as Oct. 12 - 17 when you choose **Expect**
at checkout.

Select delivery location

Qty: 1

Turn on 1-click c





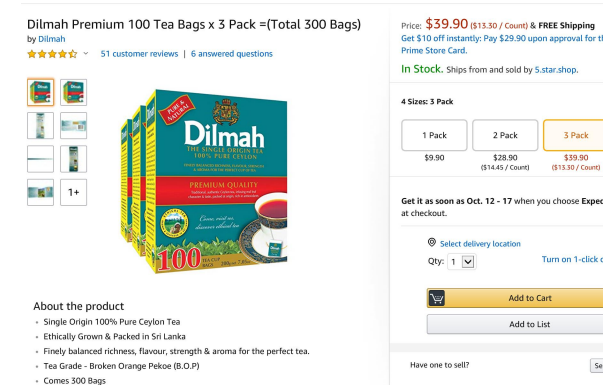
E-commerce Model



Process simply
Model



Gig Economy Model



Price Simplification Model