



Pitch Deck

Investor Pitch Deck

Ascend with Us

Presented by:

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Problem” Statement

65%

of parents struggle to balance sports + academics for their children due to limited integrated academies.

80%

of sports aspirants can't afford quality equipment, safe transport, and hostel facilities under one roof.

40%

of talented athletes in India drop out due to lack of proper training infrastructure and guidance.

70%

of young athletes in Tier-2 & Tier-3 cities don't have access to professional coaching or exposure.



Solution

IBSA provides an integrated sports academy with professional training, safe transport, hostel/PG, and an in-house sports mart—all under one roof. We make world-class sports accessible and affordable for young athletes, especially in Tier-2 and Tier-3 cities.

Key benefits include:



Affordable Access

→ Cost-effective training programs, hostel/PG options, and equipment pricing tailored for families.



All-in-One Ecosystem

→ Training, accommodation, transport, and equipment—everything in a single academy to reduce dropouts.



Professional Coaching & Exposure

→ Certified coaches, advanced facilities, and links with sports federations for national-level opportunities.

Market Opportunity

There's a huge chance for a multi-sports academy with hostel, PG, and sports mart because India's youth population is rising, fitness awareness is growing, and sports beyond cricket are becoming big business.



The Indian sports and fitness goods market is valued at \$4.88 billion (2024), growing at 7.4% CAGR (2025–2034)

\$4.88 billion

(Source: Expert Market Research)



The Indian sports industry is projected to reach \$130 billion by 2030

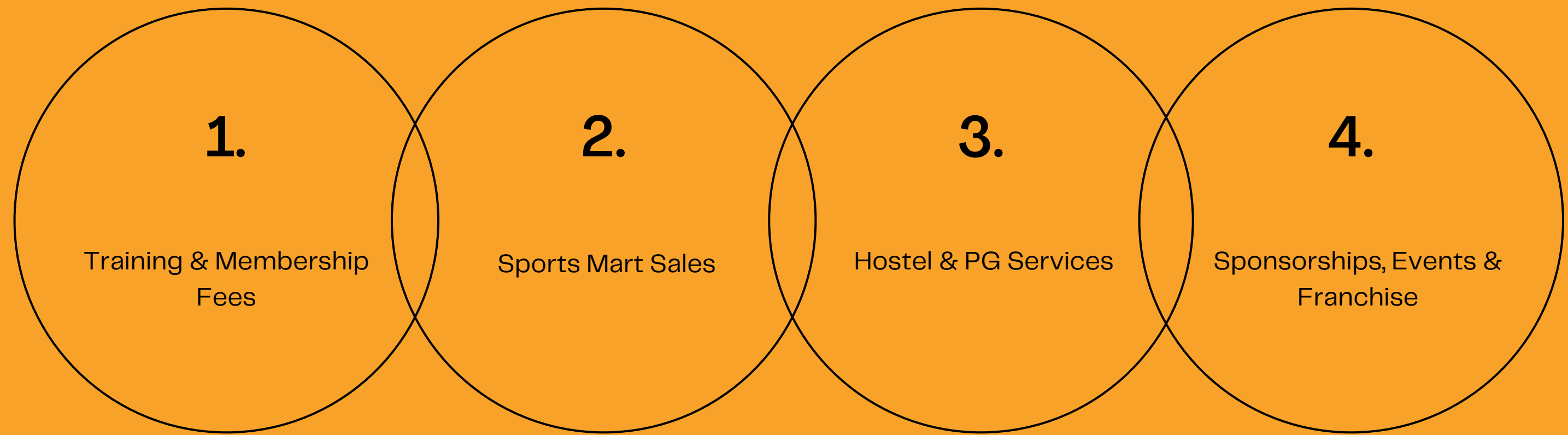
\$130 billion

(Source: Economic Times (Deloitte–Google Report))

Business Model

We operate on a multi-revenue model, combining sports training, retail, and accommodation services to maximize growth.

Our primary revenue streams include:



Competitive Landscape

Our competitors include:

Agasthyam Kalaripayattu

130-year heritage martial arts academy in Kerala. Strong in tradition and residential training but limited to Kalaripayattu only, with no sports mart or PG network across India.

Tiger Martial Arts Academy

Popular locally with good training, but lacks integrated hostel and retail facilities.

Zen Martial Arts School

Offers quality martial arts programs but fewer sports options and no dedicated athlete ecosystem.

IBSA Advantage

Unlike others, IBSA combines martial arts training + hostel/PG + sports mart into one ecosystem, giving students a full sports lifestyle hub.

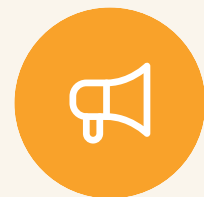


Go-to-Market Strategy

IBSA's Go-to-Market strategy is to attract students, athletes, and parents by combining professional martial arts training, sports retail, and residential facilities (PG & hostel) under one ecosystem.

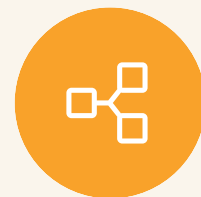


We plan to acquire customers through:



Digital marketing

Targeted social media campaigns (Instagram, YouTube, Facebook) showcasing student success stories, facilities, and events.



Partnerships

Tie-ups with schools, colleges, and local sports clubs for student referrals and collaborative programs.



Participating

Hosting tournaments, workshops, and talent hunts to engage the community and onboard new students.

Traction



IBSA has already built a strong foundation in the sports & martial arts ecosystem.

10,000+

active Followers over all Social Media platforms

100+

Medals in National and State Championships

250+

Students enrolled across different martial arts disciplines.



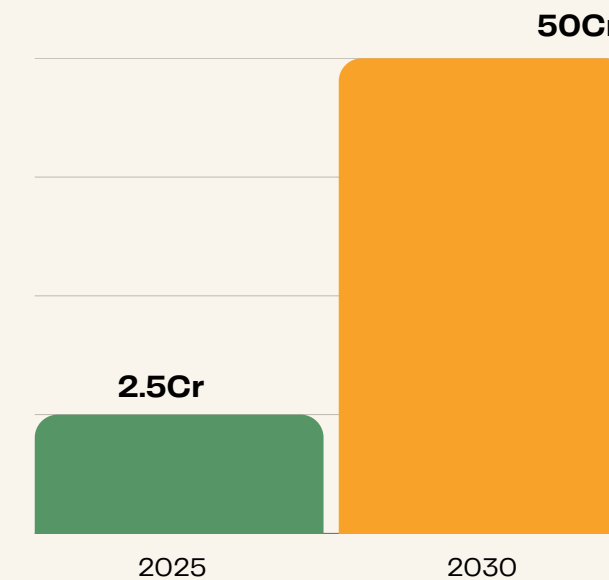
Financial Projections Module (IBSA)



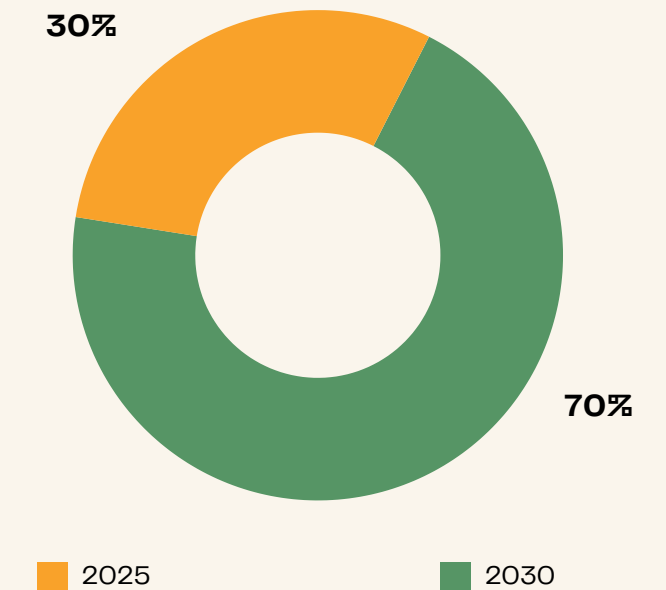
Financial projections highlight IBSA's expected revenues and expenses, helping us plan sustainable growth for our academy while showcasing profitability and scalability to potential investors.

Financial Projections

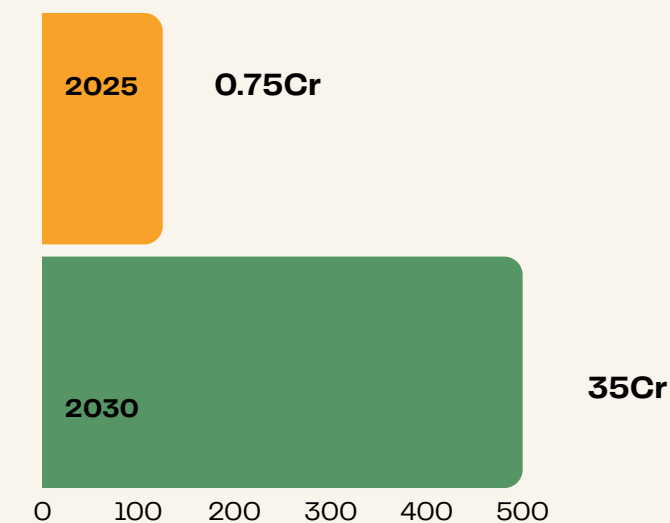
Projected Revenue



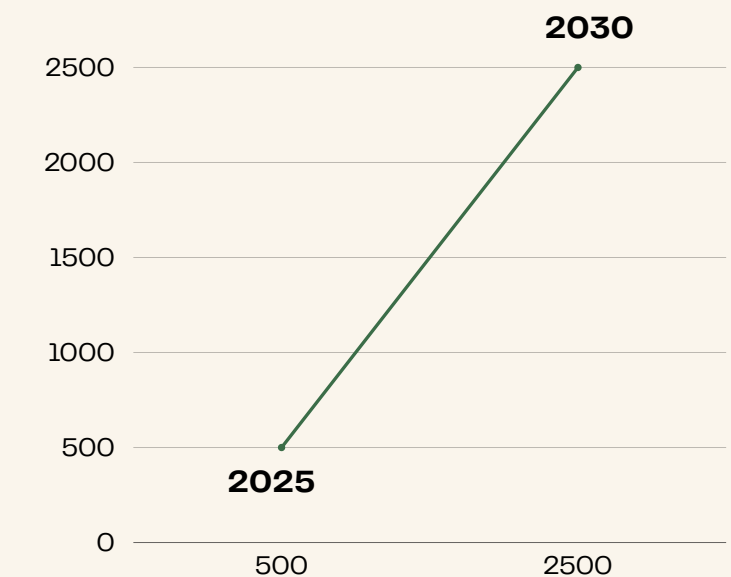
Anticipated Profit Margin



Gross Profit



Operational Costs



Funding Ask

We are seeking **50,00,000 INR** to scale our operations. Funds will be allocated to



20,00,000 INR

Hostel & PG
development



20,00,000 INR

IBSA Mart
Development



10,00,000 INR

Promotion
& Marketing

Team Overview

VAIBHAV YADAV
FOUNDER



PRIYANSHU YADAV
VICE- PRESIDENT



MANSI JAISWAL
GENERAL SECRETARY



Advisory Board

We are guided by our advisory board, which includes:



**Praveen
Garg**

President of Vovinam
Association of India



**Sarvesh
Rawat**

Director of Auraa Wonder
world Pvt. Ltd.



**Umesh
Negi**

Founder of Stratific,
a business solution firm

Exit Strategy



We have two strategic options:

1. Expand our franchise network worldwide.
2. Launch an IPO to scale and attract investors.

IPO Possibility

The Sports market is worth \$40 billion and growing by 8%–10% each year. An IPO could help us raise money and grow even faster.

Valuation

Academies in our industry are valued at 4x–6x revenue. We believe IBSA can achieve similar multiples as we grow, with projected revenue of ₹50 Cr+ by 2030.

Next Steps

We are building premium hostels & PGs for athletes, along with IBSA Sports Mart, training sessions, and value-added services. These initiatives enhance our ecosystem, grow revenue, and position IBSA for acquisition or IPO

Milestones

2021- 2022



Achieved 35+ National, State & District medals, including top Gold, Silver, and Bronze finishes.

2023-2024



Over 50 medals at National, State & District levels – Gold, Silver, and Bronze.

2025-2026



Over 70 medals at National, State & District levels, with more on the way.



Risk Analysis

Market Competition
from established
Academies

Potential risks include :

Number of
Players



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We will tackle these challenges by working closely with our coaches, partners, and suppliers while maintaining clear communication. We'll continuously enhance our training programs, facilities, and services to meet athletes' needs and stay ahead of industry trends

**“We welcome
your questions
and feedback.”**

Please reach out at

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Thank you for considering **IBSA.**

We're excited about the opportunity to partner with you in creating a sustainable future!





www.teamibsa.com