# **BUSINESS PLAN**

# Pivott TechnoSports

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# CONFIDENTIAL

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### **EXECUTIVE SUMMARY**

Cricket is the first sport that springs to mind whenever there is a discussion regarding sporting events in India. Cricket is an extremely well-liked sport in India. It's more of a fanaticism than anything else. Added to the list of reasons why it shouldn't come as a surprise that cricket is watched by 93% of all sports fans in India.

TENNIS BALL CRICKET is an unassuming format that has produced many stars over the years and continues to be an important component of the unorganised cricket circuit in which it is played. The majority of today's prominent cricket players began their careers playing tennis ball cricket on the streets.

Take a stroll on any weekend at a patch of open space anywhere in the country, and you will find a game of tennis ball cricket in progress. This type of cricket is very popular and is played with gusto across the length and breadth of this country, these short format fast paced games have their own star players, with a formidable fan following as well, but this form of cricket is still very unorganised and is seen as a game that is only played for recreation and has no futility.

**PIVOTT TECHNOSPORTS** principal objective is to organize structure and govern Tennis Ball Cricket In India, with the help of technology through its IP **INDIAN TENNIS CRICKET FEDERATION. ITCF** will be responsible for the development and implementation of technology that will help unlock the value of data across the ITCF ecosystem, thus enabling more detailed information, faster decision making and more engaging experience for players, team owners and fans this data will specifically be aimed at monitoring player performance and towards improvement of the game.

#### **OUR PURPOSE**

Creation of a new transformative Cricket League that offers India's most talented Cricketers an alternative pathway to becoming a professional Athlete and also to engage and inspire a new generation of Fans.

# COMPANY OVERVIEW

Pivott Techno Sports is a Sports Technology startup firm dedicated to increasing the user experience via its application, which aims to empower the user to attain greater visibility and measure their performance in order to increase their market worth.	
The application's user interface contributes to a never-before-seen user experience.	

## PROBLEM & SOLUTION

#### THE PROBLEM

- Tennis Ball Cricket is a popular type of cricket played in India and its neighboring nations.
   This style of cricket has produced a number of significant stars who have left an indelible mark on the history of the game.
- Despite the fact that millions of people play this version of cricket on a daily basis, this style of the game remains unstructured and extremely disorganised.
- There are over 200 Million Active Cricketers in India
- 54% are Tennis Ball Cricketers
- 46% are Leather Ball Cricketers
- Only 60,000 Players are registered with the Sport's governing body, B.C.C.I

https://www.thequint.com/voices/opinion/beyond-ipls-glamour-is-an-unrecognised-phenomenon-tennis-ball-cricket-shashi-tharoor

https://www.dnaindia.com/sports/report-it-s-a-different-ball-game-2085012

https://economictimes.indiatimes.com/view-point/let-a-private-cricket-league-bloom/articleshow/2458359.cms?from=mdr

#### **OUR SOLUTION**

Creation of a League in order to structure, organise, and promote Tennis Ball Cricket as an alternative for people who are unable to play in the major cricket leagues. A chance for players to realise their cricketing dreams by playing for a Team Franchisee in front of their fans, as well as a chance to monetize their skill.

All of this is accomplished through the use of technology to determine the greatest players based on their exceptional performance during a playing season.

Additionally, the League will play a role in the facilitation of the creation of an ecosystem, which will help generate employment opportunities for anyone and everyone connected with the sport, such as coaches, trainers, physiotherapists, umpires, commentators, scorers, analysts, and ground support staff, amongst other positions.

https://timesofindia.indiatimes.com/sports/cricket/ipl/top-stories/tennis-ball-cricket-helped-meadd-speed-to-my-bowling-navdeep-saini/articleshow/68587456.cms

https://www.topsuccessstory.com/mohammed-siraj-indian-bowler-journey-from-tennis-ball-cricket-to-team-india/

https://timesofindia.indiatimes.com/sports/new-zealand-in-india-2016/interviews/money-from-tennis-ball-cricket-kept-my-bowling-dreams-alive-umesh/articleshow/26576129.cms

# TARGET MARKET

# MARKET SIZE& SEGMENTS

# Scalability of the Concept

- The Numbers given below is an Indication on the scalability module of this concept.
- Source: <a href="https://en.wikipedia.org/wiki/Demographics of India">https://en.wikipedia.org/wiki/Demographics of India</a>

* Population Esti	mates by Sex & Age	Group as of 1st Ma	rch 2021		
Age Group	Male Population	Target Audience	Total		
10 to 14 Years	6,12,66,000				
15 to 19 Years	6,48,62,000				
20 to 24 Years	6,67,70,000	Primary Target	31,25,13,000		
25 to 29 Years	6,29,44,000				
30 to 34 Years	5,66,71,000				
35 to 39 Years	5,00,27,000				
40 to 44 Years	4,44,50,000	Secondary Target	13,46,81,000		
45 to 49 Years	4,02,04,000				
	44,71,94,000				

# COMPETITION

# CURRENT ALTERNATIVES TARGET BUYERS ARE USING

Currently, this format is extremely fragmented, since there are Cricket Tournament Organisers in every major city that organise weekly or fortnightly tournaments and the occasional large-scale tournament with a short-term goal.  TCAI is an organisation that organises Tennis Ball Tournaments; however their primary purpose is to promote the sport in order to provide government jobs for its important players and office bearers.
OUR COMPETITIVE ADVANTAGES
First Mover Advantage
First Mover Advantage
First Mover Advantage Strong Fraternity Connections and Associated Members
First Mover Advantage Strong Fraternity Connections and Associated Members Use of Technology for Transparency and ease of use

## PRODUCT OR SERVICE OFFERINGS

#### PRODUCT OR SERVICE

- 1. The ITCF Platform is a database of all the teams and players registered with the league; the league will have access to all the data and statistics of each registered Team and player based on their performance.
- 2. The application's algorithm will rank teams and players based on their aggregate performance, and this ranking will select which team will represent their city, or state in ITCF's signature tournaments.

#### 3. ITCF Membership:

- Team Membership
- Professional Membership
- A. An ITCF Member can register a team that is eligible to compete in all ITCF signature tournaments, pending qualifying via the qualification rounds.
- B. The maximum number of team members for a registered team is 22, and the minimum is 15. All team members must be registered and authenticated on the ITCF network by December 31st, 2023, for the qualifying season of 2024.
- C. The qualifying season for ITCF flag ship events will begin in January 2024, and conclude in June 2024. During the qualification period a registered team MUST record a maximum of 18 games on the ITCF scoring platform, along with a video of each game. Qualifying periods may differ from state to state
- D. It is crucial that each game is documented and registered on the ITCF platform; this will help maintain and record a team's statistics and an Individual team member's performance, as well as rank them based on the number of victories of the team and the performance of each individual team member.
- E. At the conclusion of the qualifying season, the system will reconcile the records of all registered teams based on their performance and correspondingly rank them.
- F. The Top Ranked Teams will move on to play the ITCF Signature events, scheduled later in the calendar year.

#### ITCF Premier League( Professional Membership)

- A. ITCF PREMIER LEAGUE is the culmination of an Individual player's efforts during the full qualifying season.
- B. ITCF will invite Franchisee's interested in purchasing eight teams (Season 1) which will represent eight states.
- C. Based on their individual performance records, the TOP 500 players from the player's pool will make the auction pool during the ITCF PREMIER LEAGUE Auction.
- D. The algorithm of the ITCF rating system will assign the base value of an individual player, based upon his individual performance during the qualifying season.
- E. It is therefore essential for each registered player to record each game and score sheet in order to keep their individual and team records up to date, which will help improve their position in the overall team and individual standing.

### MARKETING

#### MARKETING PLAN

TG: Male 14 to 50 Years

Markets: Top 50 most populated Cities of India & 6 Metros

#### Pre Launch

(Q)

#### First Month

• Tennis Ball Cricket-related blogs and articles, the focus and narrative of the communication will be geared toward the potential and necessity of this format's organisation. Frequency of the Blogs/Articles: Once a week for 4 Weeks.

#### Second Month

- Social Media Campaign (Face book, Instagram & Twitter) the focus of communication will be on the
  approaching league, with an emphasis on HOPE and ASPIRATION.... An opportunity for cricketers who did
  not make it into a prominent league or club.
- Weekly new communication for 4 weeks.

#### Third Month

- Social Media Campaign (Face book, Instagram, and Twitter): This campaign will provide information about
  the future league, including registration prices, playing formats, and a landing page for registration and
  more facts.
- New communication every week for four weeks
- Press Coverage on the Launch of the New League, to be published in all of the country's top vernacular publications in addition to the leading media.

#### Post Launch: Q2

- Social Media Campaigns will focus on the subsequent: Introduction of the League, Benefits of joining the League, The leagues Standard Operating Procedure, Qualification Process, Registration Fees, ITCF Premier League, Registration Fees, Process, How the influence of technology will assist the players and their game.
- PR Campaigns

#### Q3

- Social Media Campaigns
- BTL Activities
- Tennis Ball Cricket Tournament Sponsor
- E-mail Marketing
- Whats app Push

#### Q4

- Social Media Campaigns (Face Book, Instagram& Twitter)
- Communication will be focused on the upcoming qualifying season of the League.
- Webinars featuring renowned coaches, trainers and Cricketers.
- 1<sup>ST</sup> 50 Registered Members get to attend a 1 Week training boot camp at the Center for Sports Science, Chennai.

# TIMELINE& METRICS

# TIMELINE

ACTIVITY	DESCRIPTION	COMPLETION DATE		
Finance	Seed Capital	31st January,2023		
Administrative	Company Formation & Statutory Compliances	28 <sup>th</sup> February,2023		

# **MILESTONES**

MILESTONE	DESCRIPTION	COMPLETION DATE		
Technical Specifications	Identification of App & Website Developer	31st January,2023		
Content	Content Writer	31st January,2023		
GTM Strategy	Agency	31st January,2023		
Creative	Agency	31st January,2023		

# KEY PERFORMANCE METRICS

ACTIVITY	DESCRIPTION	KEY METRIC
Marketing	Social Media Engagement	Average Engagement Rate
		Applause Rate
		Conversion Rate
		Click Through Rate

# FINANCIAL FORECASTS

### **KEY ASSUMPTIONS**

Financial Projections -2023-2025 Team & Professional Members Registrations

- Team Membership @ 300/- Per Member Per Annum( Minimum 15 Members Per Team)
- Professional Membership @1100/- Per Annum

		Registrations											Revenue							
2023	1	Team Registrations			ITCF Members			Pro	fession	al Memb	ers	ITCF Members			Professional Members					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Top 50 Cities	0	0	600	1050	0	0	9000	15750	0	0	1800	3150	0	0	27,00,000	47,25,000	0	0	19,80,000	34,65,000
Mumbai	0	0	582	1006	0	0	8736	15096	0	0	1747	3018	0	0	26,20,800	45,28,742	0	0	19,18,400	33,17,600
Delhi	0	0	437	683	0	0	6552	10238	0	0	1310	2047	0	0	13,10,400	20,47,680	0	0	14,42,100	22,53,900
Bangalore	0	0	825	1441	0	0	12375	21622	0	0	2475	4334	0	0	37,12,500	64,86,480	0	0	27,22,500	47,67,400
Chennai	0	0	546	943	0	0	8190	14152	0	0	1638	2831	0	0	24,57,000	42,45,696	0	0	18,04,000	31,18,500
AP	0	0	564	975	0	0	8463	14624	0	0	1705	2914	0	0	25,38,900	43,87,219	0	0	18,75,500	32,05,400
Telangana	0	0	309	535	0	0	4641	8020	0	0	935	1598	0	0	13,92,300	24,05,894	0	0	10,28,500	17,57,800
	0	0	3864	6633	0	0	57957	99502	0	0	11610	19892	0	0	1,67,31,900	2,88,26,712	0	0	1,27,71,000	2,18,85,600
																				8.02.15.212

ITCF Members ITCF Members Professional Members Professional Members 600 15750 40500 1800 5400 8100 27,00,000 Top 50 Cities 1050 1800 2700 9000 27000 3150 81,00,000 1,21,50,000 47,25,000 19,80,000 34,65,000 59,40,000 1747 1006 1440 1800 8736 15096 21600 27000 3016 4320 5400 26,20,800 30,19,162 64,80,000 81,00,000 33,17,600 59,40,000 437 683 524 819 6552 10238 7862 12286 1310 2047 1966 3072 19,65,600 30,71,520 23,58,720 36,85,824 21,61,500 825 1441 2491 4304 2475 4334 7480 37,12,500 64,86,480 12375 37362 64562 1,12,08,637 Bangalore 21622 12903 1,93,68,525 27,22,500 47,67,400 82,28,000 1,41,93,300 50,94,835 546 655 1132 8190 9828 16983 29346 1638 1966 3397 5869 24,57,000 29.48.400 88.03.875 Chennai 1956 18.01.800 21,62,600 37,36,700 64.55.900 564 677 1170 1404 8463 10156 17549 21059 847 2032 3509 4211 25,38,900 30,46,680 39,91,887 47,90,265 9,31,700 22,35,200 38,59,900 46,32,100 Telangana 371 642 770 465 1114 1925 13,92,300 25,41,000 3864 5884 9199 13753 88259 137980 206301 10282 17659 27997 41865 1,73,87,100 2,49,68,002 4,01,21,153 3,07,95,600 4,60,48,200 25,04,21,432

	Registrations											Revenue								
2025	1	Team Re	gistratio	ns		ITCF M	embers		Pro	ofessional Members			nbers ITCF Members Professional					nal Members	al Members	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Top 50 Cities	1050	1940	2850	3750	15750	29100	42750	56250	3150	5800	8550	11250	47,25,000	87,30,000	1,28,25,000	1,68,75,000	34,65,000	63,80,000	94,05,000	1,23,75,000
Mumbai	699	1208	1728	2160	10483	18115	25920	32400	3145	5435	7776	9720	31,44,960	36,22,994	77,76,000	97,20,000	34,59,500	59,84,000	94,05,000	1,06,92,000
Delhi	524	819	629	983	7862	12286	9435	14743	1966	3686	2831	4423	23,58,720	36,85,824	18,86,976	29,48,659	21,62,600	40,54,600	31,14,100	48,65,300
Bangalore	1073	1730	2989	5165	16088	25946	44835	77474	4026	6479	11209	19371	48,26,250	77,83,776	1,34,50,365	2,32,42,231	44,28,600	71,26,900	1,23,29,900	2,13,08,100
Chennai	655	786	1359	2348	9828	11794	20379	35216	2457	1769	4076	8804	29,48,400	23,58,720	40,75,868	70,43,100	27,02,700	32,42,800	56,05,600	96,84,400
AP	677	812	1404	1685	10156	12187	21059	25270	1016	2438	4211	5053	30,46,680	36,56,016	63,17,596	75,81,115	11,17,600	26,81,800	46,32,100	55,58,300
Telangana	371	446	770	924	5569	6683	11548	13858	557	1337	2310	2771	16,70,760	20,04,912	34,64,488	41,57,386	6,12,700	14,70,700	25,41,000	30,48,100
	5049	7741	11728	17014	75736	116110	175926	255211	16317	26944	40963	61392	2,27,20,770	3,18,42,242	4,97,96,293	7,15,67,490	1,79,48,700	3,09,40,800	4,70,32,700	6,75,31,200
																		•	•	33,93,80,195

67,00,16,839

# ITCF Premier League Revenue Projections 2026-30

ITCF Premier League Revenue Projections		2026	2027	2028	2029	2030
2026-2030		Year 1	Year 2	Year 3	Year 4	Year 5
Team Franchise Rights (8 Teams) for 5 Years 25 Cr Per Team	2,00,00,00,000	40,00,00,000	40,00,00,000	40,00,00,000	40,00,00,000	40,00,00,000
Centralised Players Endorsment	1,50,00,000					
Players Auction Pool	40,00,000					
	2,01,90,00,000					
2026-2030 Centrally Generated Revenue		Year 1	Year 2	Year 3	Year 4	Year 5
Media Rights	3,00,00,00,000	60,00,00,000	60,00,00,000	60,00,00,000	60,00,00,000	60,00,00,000
Sponsorship	1,00,00,00,000	20,00,00,000	20,00,00,000	20,00,00,000	20,00,00,000	20,00,00,000
In Stadium Branding	5,00,00,000	1,00,00,000	1,00,00,000	1,00,00,000	1,00,00,000	1,00,00,000
Gate Sales	2,00,00,000	40,00,000	40,00,000	40,00,000	40,00,000	40,00,000
Merchandise	2,00,00,000	40,00,000	40,00,000	40,00,000	40,00,000	40,00,000
Food n Beverage	3,00,00,000	60,00,000	60,00,000	60,00,000	60,00,000	60,00,000
	4,12,00,00,000					

ITCF Premier League Projected Revenue	6,13,90,00,000	1,02,70,00,000	1,02,70,00,000	1,02,70,00,000	1,02,70,00,000	1,02,70,00,000

# ITCF Premier League Revenue Distribution 2026-30

2026-2030 Centrally Generated Revenue	ITCF	Franchise Owners
Media Rights( TV,OTT,RADIO) 60/40	1,80,00,00,000	1,20,00,00,000
Sponsorship 60/40	60,00,00,000	40,00,00,000
In Stadium Branding 50/50	2,50,00,000	25,00,00,000
Gate Sales 50/30/20**	60,00,000	40,00,000
Food n Beverage 50/50	1,50,00,000	1,50,00,000
	2,44,60,00,000	1,86,90,00,000

<sup>\*\* 50%</sup> Revenue for Host City

# Expenses 2023-25

	2023				2024				2025			
Expenses	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Wages			14,70,000	18,30,000	48,05,250	52,32,750	53,82,750	53,82,750	81,87,300	81,87,300	81,87,300	81,87,300
Marketing & Advertising												
Digital		7,00,000	10,00,000	10,00,000	0	21,00,000	30,00,000	30,00,000	0	63,00,000	90,00,000	90,00,000
Creative		2,00,000	2,00,000	2,00,000	2,00,000	2,40,000	2,40,000	2,40,000	2,40,000	2,88,000	2,88,000	2,88,000
Content Writer	30,000											
PR	ļ	7,00,000	4,00,000	5,00,000		15,00,000		15,00,000		15,00,000		15,00,000
Collaterals Players Giveaways( Bats)	0	0	0 27,04,660	0 46,43,419	3,00,000 27,04,660	3,00,000	3,00,000 64,39,056	3,00,000	3,90,000 35,34,342	3,90,000	3,90,000 82,09,867	3,90,000 1,19,09,858
Technology	0	U	27,04,660	46,43,419	27,04,660	41,18,735	64,39,056	96,27,381	35,34,342	54,18,482	82,09,867	1,19,09,858
AAP Development	3,00,000	3,00,000	4,00,000	4,00,000	3,00,000	3,00,000	3,00,000	3,00,000	3,60,000	3,60,000	3,60,000	3,60,000
Website	20,000	20,000	20,000	0	0	0	0	0	0	0	0	0
Cloud Servers	.,	,,,,,,	30,000	30,000	30,000	30,000	36,000	36,000	36,000	36,000	43,200	43,200
Utilities												
Electricity			10,000	10,000	10,000	10,000	12,000	12,000	13,000	15,600	15,600	15,600
Water			5,000	5,000	5,000	5,000	6,000	6,000	6,000	6,000	7,200	7,200
Internet Fees	1,500	1,500	10,000	10.000	15,000	15.000	15,000	15.000	20.000	20.000	20.000	18,000
Housekeeping	1,500	1,500	10,000	10,000	5,000	5,000	5,000	5,000	6,000	6,000	6.000	6,000
Misc Expenses			10,000	10,000	10,000	10,000	12,000	12,000	12,000	12,000	14,400	14,400
Incentives	1		10,000	10,000	10,000	10,000	12,000	12,000	12,000	12,000	11,100	11,100
Employee @2%	0					9,42,052	15,49,882	19,54,609	6,11,131	11,36,756	18,98,649	23,92,544
Franchisee @ 10%	0			29,50,290	50,71,231	44,39,510	70,91,675	1,06,41,118	40,66,947	62,78,304	96,82,899	1,39,09,869
Rent	0			23,30,230	1,00,000	1,00,000	1,00,000	1,00,000	1,20,000	1,20,000	1,20,000	1,20,000
Travel	<del>                                     </del>	1,00,000	2,00,000	2,00,000	2,40,000	2,40,000	2,40,000	2,40,000	2,88,000	3,12,000	3,12,000	3,12,000
	+	1,00,000	1,00,000	1,00,000	1,20,000	1,20,000	1,20,000	1,20,000	1,44,000	1,56,000	1,56,000	1,56,000
Lodging & Boarding Professional Fees	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,20,000	1,00,000	1,00,000	1,00,000
	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,00,000	1,20,000	1,00,000	1,00,000	1,00,000
Legal Fees AMC	0	1,00,000	35,000	35,000	35,000	35,000	35,000	35,000	42,000	35,000	35,000	35,000
Employee Benefits	0		33,000	33,000	50,000	50,000	50,000	50,000	60,000	50,000	50,000	50,000
	+	25.000	25.000	25.000		· ·			· ·	· ·		·
Travel Reimbursments	0	25,000	25,000	25,000	50,000	50,000	50,000	50,000	60,000	50,000	50,000	50,000
Telephone & Mobile	5,000	5,000	5,000	10,000	50,000	50,000	50,000	50,000	60,000	50,000	50,000	50,000
Client Entertainment	+		50,000	50,000	50,000	50,000	50,000	50,000	60,000	50,000	50,000	50,000
Printing & Stationary	<u> </u>	35,000	35,000	35,000	35,000	35,000	35,000	35,000	42,000	35,000	35,000	35,000
Office Infrastructure	0				5,00,000				0			
Laptops & Software	1,00,000		1,60,000		1,50,000	0	0	0	0	0	0	0
Desk Top	60,000		1,20,000	1,20,000	1,50,000	0	0	0	0	0	0	0
Printers& Scanner	25,000											
Ground Operations												
Team Incentives: TOP 3							5,60,00,000				5,60,00,000	
Signature Tournament							2,86,18,667				3,72,04,267	
Pro Players Incentive							4,65,00,000				4,65,00,000	
	7,41,500	23,86,500	71,89,660	1,23,63,709	1,51,86,141	2,01,78,047	15,64,38,029	3,39,61,859	1,85,98,720	3,10,12,442	17,88,85,381	4,90,99,971
				2,26,81,369				22,57,64,076				27,75,96,515

52,60,41,960

ITCF Premier League Projected Expenses 2026-30

	ITCF Premier League Projected Revenue 2026-30	
2026-30	Team Franchise ITCF Premier League	2,01,90,00,000
2026-30	Centrally Generated Revenue	4,12,00,00,000
		6,13,90,00,000

2026-2030	ITCF Premier League Expenses	
•	Marketing Expenses	1,00,00,00,000
	Travel Boarding & Lodging	50,00,00,000
	Event Organisation	50,00,00,000
	Administrative Expenses	1,00,00,00,000
	Franchise Revenue Share	1,86,90,00,000
		4,86,90,00,000

1,27,00,00,000

## **FINANCING**

### **SOURCES OF FUNDING**

- Angle Investor
- Family & Friends
- Crowd Funding

### **USE OF FUNDING & UTILISATION PERCENTAGE**

Phase 1 Q1 Fund Needed @ 20,00,000/-

- Company Formation & Statutory Compliances @ 5%
- Product Development (APP & Website) @50%
- Legal Compliances @ 5%
- Market Amplification 25%
- Salary & Administrative Expenses 15%

Phase 2 Q2 Fund Needed @ 47,00,000/-

- Market Amplification @60 %
- Application Development @15%
- Business Travel @ 5 %
- $\bullet \qquad \hbox{Office Space Rental @ 5 \%}$
- Salary & Administrative Expenses @ 15 %

Phase 3 Q3 Fund Needed @ 36,00,000/-

- Market Amplification @ 75%
- Office Space Rentals @ 5%
- Salary & Administrative Expenses @ 15%
- Local & Business Travel @ 5%

Phase 4 Q4 Fund Needed @ 41,00,000/-

- Market Amplification @ 80%
- Office Space Rentals @ 5%
- Salary & Administrative Expenses @ 15%

# Key Personnel of PIVOTT TECHNOSPORTS

Founder



### O'Neill Noah

A Seasoned Professional with over 3 decades of experience in the Field of Logistics, Experiential Marketing, Training and Sports Marketing (Cricket)

Co-Founder



Dr. Poonam Bisht

PhD in Economics and CFA, with more than 13 years of experience in finance and financial planning.