

KheloFit

India's AI Health + Sports + Events Super App

Complete Project Report
Marketing & Development Plan
Target: \$1,000,000 Revenue

February 2026 | Version 1.0
Confidential - KheloFit Internal Use Only

India's AI Health + Sports + Events Super App

Target: \$1M Revenue | Minimal Resources | Indian Market First

Table of Contents

1. [Executive Summary](#)
 2. [Market Analysis — India Deep Dive](#)
 3. [Product Vision & Feature Roadmap](#)
 4. [Revenue Model & \\$1M Pathway](#)
 5. [Development Plan & Timeline](#)
 6. [Marketing Plan — India Playbook](#)
 7. [Detailed Expense Breakdown](#)
 8. [Financial Projections \(24 Months\)](#)
 9. [Team & Hiring Plan](#)
 10. [Risk Analysis & Mitigation](#)
 11. [Legal & Compliance \(India\)](#)
 12. [Key Metrics & KPIs](#)
 13. [Exit Strategy & Scale-Up](#)
-

1. Executive Summary

KheloFit is India's first AI-powered super app that combines health tracking (with 50,000+ Indian foods), sports matchmaking (cricket, badminton, football, etc.), and an events marketplace (marathons, yoga retreats, corporate runs) — all in 8 Indian languages.

The Opportunity

- **969M** internet users in India, growing at 8% YoY
- **101M** Indians with diabetes, 136M pre-diabetic — massive health awareness gap
- **200M+** active sports fans with no meaningful fitness tracking for amateur play
- **1,500+** running events/year in India, fragmented discovery
- **ZERO** apps combining all three for the Indian audience

Current Status

- **■** Landing page live with waitlist collection
- **■** Backend (Node.js/Express/MongoDB) with waitlist API, referral system
- **■** Rate limiting, security headers, input validation in place
- **■** Phase 1 MVP in development (6-week sprint)

The \$1M Goal

- **Target:** \$1,000,000 (■8.35 crore) in revenue within 18-24 months of app launch
 - **How:** Blended revenue — Premium subscriptions (60%) + Event commissions (25%) + Corporate wellness (15%)
 - **Required Users:** 500,000 total registered users, 25,000 paying subscribers
 - **Total Investment Needed:** ■28-35 lakhs (\$33,500-\$42,000) in Year 1
-

2. Market Analysis — India Deep Dive

2.1 Total Addressable Market (TAM)

Segment	Size	Source
Indian Health & Fitness App Market	\$2.8B by 2028 (CAGR 18.2%)	Mordor Intelligence
Indian Sports Tech Market	\$1.3B by 2027	RedSeer Consulting
Indian Events & Ticketing Market	\$4.2B by 2027	FICCI-EY
Combined TAM	~\$8.3B by 2028	—

2.2 Serviceable Addressable Market (SAM)

- Smartphone users aged 18-45 in Tier 1+2 cities who are health/sports conscious
- **Estimated:** 80-100M users
- **SAM Value:** ~\$800M-\$1.2B

2.3 Serviceable Obtainable Market (SOM) — Year 1-2

- Target: 500K registered users, 25K paying
- **SOM Value:** ~\$1M-\$1.5M (our \$1M target sits perfectly here)

2.4 Competitor Landscape

App	Strength	Weakness (Our Edge)
HealthifyMe	Indian food DB, dietitian chat	No sports/events, ■1,999/yr expensive, no matchmaking
Cult.fit	Strong brand, gyms	Requires physical centers, no food tracking, no amateur sports
Nike Run Club	GPS running	No Indian sports, no food, no events, no Hindi
Dream11	Fantasy sports addiction	Zero real-world fitness, no health tracking
PlayO/Playo	Sports booking	No health tracking, no AI, limited events
Fittr	Community coaches	Expensive coaching model, no events/matchmaking
MyFitnessPal	Global food DB	Doesn't know Indian food, no Hindi, no events

2.5 Our Unique Position

KheloFit = HealthifyMe + Playo + Insider.in + AI Coach — All in 8 languages

No single app in India combines:

1. AI-powered Indian food calorie tracking (50K+ foods in regional languages)
2. Sports matchmaking (find cricket/badminton/football partners near you)

3. Events marketplace (marathons, yoga retreats, corporate runs)
4. Available in Hindi, Tamil, Telugu, Kannada, Bengali, Marathi, Gujarati, Malayalam

2.6 Indian Consumer Behavior Insights

- **Price Sensitivity:** Indian users expect free-tier value; premium conversion is 3-8% (vs 15-20% in US)
- **WhatsApp-First:** 500M+ WhatsApp users; viral loops MUST use WhatsApp sharing
- **Language Barrier:** Only 10% of India speaks English fluently; Hindi alone covers 40%+
- **Cricket = Religion:** 850M+ cricket viewers; any cricket feature gets instant virality
- **UPI Adoption:** 12B+ monthly UPI transactions; payment friction is near zero with Razorpay/UPI
- **Referral Culture:** Indians are 3x more likely to try an app recommended by family/friends
- **Festival-Driven:** Purchases spike 40-60% during Diwali, New Year, IPL season
- **Morning Culture:** 6-8 AM is peak fitness activity time; 8-10 PM is peak browsing time
- **Trust Signals:** Users trust apps with "Made in India" branding, Indian founder stories

3. Product Vision & Feature Roadmap

3.1 Phase 1 — MVP (Weeks 1-6) — "Foundation"

Goal: Working app with core loops — log food, track activity, find matches, browse events

Feature	Description	Priority
OTP Auth	Phone-based login via MSG91 (₹0.15/OTP)	P0
Onboarding	Language, goals, sports preferences	P0
AI Health Coach	Claude/OpenAI with Hindi/English guardrails	P0
Meal Logging	Text search on 50K Indian food DB + manual entry	P0
Activity Logging	GPS running + manual sports (cricket, gym, yoga)	P0
Health Score	Daily computed score (0-100) based on meals + activity	P0
Matchmaking	Create/Join match requests (sport/location/time/skill level)	P0
Events Listing	Browse 50 curated events + Razorpay test booking	P0
Points & Referrals	Gamification + referral codes (KF-XXXXX)	P0
Push Notifications	FCM for match reminders, health tips, streak alerts	P1

3.2 Phase 1.1 — Growth Features (Weeks 7-10) — "Virality"

Feature	Description	Priority
8 Languages	Hindi, Tamil, Telugu, Kannada, Bengali, Marathi, Gujarati, Malayalam	P0
Social Feed	Share health scores, match results, event check-ins	P0
Community Groups	City/sport-based groups (like WhatsApp but in-app)	P1
Wearable Integration	Noise, boAt, Mi Band, Fitbit sync	P1
Ayurveda Plans	Dosha-based meal suggestions	P1
Restaurant Calories	Scan menu / search restaurant dishes	P1
Voice AI Coach	"Alexa for Health" — talk to your coach in Hindi	P2
City Leaderboards	Compete with your city in fitness scores	P1

3.3 Phase 1.2 — Monetization (Weeks 11-16) — "Revenue"

Feature	Description	Priority
Premium Subscription	■299/mo or ■2,499/year — advanced AI, unlimited coach, ad-free	P0
Event Booking (Live)	Real Razorpay payments, 8-12% commission model	P0
Corporate Wellness	Dashboard for HR teams, ■99-199/employee/month	P0
Points Marketplace	Redeem points for event discounts, merchandise	P1
Advanced AI Reports	Weekly/monthly health reports with AI insights	P1
Cricket Scorecard	Track your actual cricket performance	P1
Family Dashboard	Family health tracking (parents + kids)	P2
Insurance Pilot	Health score → insurance discount partnership	P2

3.4 Phase 2 — Scale (Months 6-18) — "\$1M Sprint"

Feature	Description
AI Photo Food Recognition	Take photo of thali → auto-detect items + calories
Live Coaching	Video/chat with certified coaches (marketplace model)

Feature	Description
Tournament Platform	Organize amateur tournaments with entry fees
Brand Partnerships	Sponsored challenges (Bournvita Fitness Challenge, etc.)
Regional Event Curation	Auto-curate events from 50+ cities
B2B API	Sell health data insights to insurance/pharma (anonymized)

4. Revenue Model & \$1M Pathway

4.1 Revenue Streams (Detailed)

Stream 1: Premium Subscriptions (Target: 60% of revenue = ₹5.01 Cr)

Plan	Price	Target Subscribers	Monthly Revenue
Monthly Premium	₹299/mo	8,000	₹23.92L/mo
Annual Premium	₹2,499/yr (₹208/mo)	12,000	₹24.99L/mo
Total	—	20,000	~₹48.91L/mo

Premium Features:

- Unlimited AI coach conversations (free: 5/day)
- Advanced health reports & insights
- Photo food recognition
- Ad-free experience
- Priority matchmaking
- Early event access & exclusive discounts
- Ayurveda-based personalized plans
- Wearable sync
- Family dashboard (up to 4 members)

Conversion Strategy:

- Free tier gives enough value to build habit (meal logging, basic tracking)
- Paywall hits at the "aha moment" — when users want AI insights or unlimited coach
- 7-day free trial for premium on signup
- First 10,000 waitlist users: 3 months free premium (creates reviews + habit)

Stream 2: Events Marketplace Commission (Target: 25% of revenue = ₹2.09 Cr)

Metric	Value
Average Event Ticket Price	₹1,200
Our Commission	10% = ₹120/booking
Monthly Bookings Needed (at scale)	14,500
Monthly Revenue	₹17.40L/mo

Event Categories & Indian Pricing:

Event Type	Avg Price	Volume Potential	Commission
Marathons/Runs (5K/10K/Half)	■800-■2,500	Very High (1,500+ events/yr in India)	8-12%
Yoga/Wellness Retreats	■2,000-■15,000	High	10-15%
Cricket Tournaments (Amateur)	■500-■1,500/team	Very High	10%
Cycling Events	■800-■2,000	Medium	10%
Corporate Team Building	■5,000-■25,000/team	Medium	12-15%
Fitness Bootcamps	■500-■1,500	High	10%
Adventure Sports (Trekking etc.)	■3,000-■20,000	Medium	8-10%

Supply Strategy:

- Start with 50 manually curated events in Bangalore
- Partner with 20 event organizers in first 3 months
- Offer ZERO commission for first 10 events (to build supply)
- Scale to 500+ events across 8 cities by Month 6

Stream 3: Corporate Wellness (Target: 15% of revenue = ■1.25 Cr)

Plan	Price	Target	Revenue
Starter (up to 50 employees)	■99/employee/mo	30 companies	■14.85L/mo (avg 33 emp)
Growth (51-500 employees)	■149/employee/mo	10 companies	■22.35L/mo (avg 150 emp)
Enterprise (500+)	■199/employee/mo	3 companies	■17.91L/mo (avg 300 emp)
Total	—	43 companies	Builds to ■10.42L/mo

Corporate Features:

- Company leaderboard & team challenges
- HR dashboard with aggregated health metrics
- Custom events & step challenges
- Bulk onboarding + SSO
- Monthly health reports per team
- Dedicated account manager (for Enterprise)

Sales Strategy:

- Target IT parks in Bangalore first (Manyata, Outer Ring Road, Electronic City)
- Offer 1-month free pilot to 5 companies
- Use employee advocacy — employees already using KheloFit personally become internal champions
- Partner with corporate event companies (Decathlon Corporate, etc.)

Stream 4: Future Revenue (Not counted in \$1M target)

- **In-App Advertising:** After 100K DAU, CPM-based ads for health brands
- **Brand Sponsorships:** "Powered by Bournvita" challenges, Decathlon gear rewards
- **Data Insights (Anonymized):** Health trend reports for insurance, pharma, FMCG
- **Live Coaching Marketplace:** 20% cut on certified coach sessions (■500-■2,000/session)

- **Tournament Entry Fees:** 5-10% platform fee on amateur tournament registrations

4.2 Road to \$1M — Month-by-Month Revenue Projection

Month	Users (Total)	Paying Users	Subscription Rev	Event Rev	Corp Rev	Total Monthly	Cumulative
M1	5,000	150	■44,850	■0	■0	■44,850	■44,850
M2	15,000	600	■1,79,400	■30,000	■0	■2,09,400	■2,54,250
M3	35,000	1,750	■5,23,250	■1,20,000	■0	■6,43,250	■8,97,500
M4	60,000	3,600	■10,76,400	■3,60,000	■99,000	■15,35,400	■24,32,900
M5	90,000	5,400	■16,14,600	■6,00,000	■1,98,000	■24,12,600	■48,45,500
M6	1,20,000	8,400	■25,11,600	■9,60,000	■2,97,000	■37,68,600	■86,14,100
M7	1,50,000	10,500	■31,39,500	■12,00,000	■3,96,000	■47,35,500	■1,33,49,600
M8	1,85,000	12,950	■38,71,050	■14,40,000	■4,95,000	■58,06,050	■1,91,55,650
M9	2,20,000	15,400	■46,04,600	■16,80,000	■5,94,000	■68,78,600	■2,60,34,250
M10	2,60,000	18,200	■54,41,800	■19,20,000	■6,93,000	■80,54,800	■3,40,89,050
M11	3,00,000	21,000	■62,79,000	■21,60,000	■7,92,000	■92,31,000	■4,33,20,050
M12	3,50,000	24,500	■73,22,050	■24,00,000	■8,91,000	■1,06,13,050	■5,39,33,100
M13	3,80,000	26,600	■79,51,400	■27,60,000	■9,90,000	■1,17,01,400	■6,56,34,500
M14	4,10,000	28,700	■85,81,300	■30,00,000	■10,39,500	■1,26,20,800	■7,82,55,300
M15	4,30,000	30,100	■89,99,900	■31,20,000	■10,89,000	■1,32,08,900	■9,14,64,200
M16	4,50,000	31,500	■94,18,500	■32,40,000	■11,38,500	■1,37,97,000	■~■10,50,00,000

■ \$1M (■8.35 Cr) hit between Month 14-15 on cumulative revenue

■ \$1M ARR (Annual Run Rate) hit at Month 10-11 when monthly revenue exceeds ■69.6L

4.3 Pricing Psychology for Indian Market

Tactic	Detail
■299/mo not ■300	Left-digit pricing works strongly in India
Annual = "Save 30%"	■2,499/yr vs ■3,588/yr monthly — frame as savings

Tactic	Detail
Family Plan ₹449/mo	"Per person sirf ₹112!" — Indian families love shared value
Festival Offers	Diwali: 50% off annual, IPL season: Cricket-themed 30% off
Student Plan ₹149/mo	College students = viral + future lifelong users
Free Forever Tier	Critical: 5 AI coach chats/day, basic food logging, limited matchmaking
₹1 Trial	₹1 for 7-day premium trial (UPI makes this frictionless)
Referral Rewards	Refer 3 friends = 1 month free premium

5. Development Plan & Timeline

5.1 Current Tech Stack

Layer	Technology	Status
Backend	Node.js + Express 5	🟢 Running
Database	MongoDB (Mongoose 9)	🟢 Connected
Frontend (Landing)	Vanilla HTML/CSS/JS	🟢 Live
Mobile App	React Native (planned)	🟡 Not started
Payments	Razorpay (planned)	🟡 Test mode
AI/LLM	Claude/OpenAI API (planned)	🔴 Not integrated
OTP	MSG91/Twilio (planned)	🔴 Not integrated
Push	Firebase Cloud Messaging (planned)	🔴 Not integrated
Security	Helmet, CORS, Rate Limiting	🟢 In place

5.2 Development Timeline (Detailed)

Phase 1: MVP — Weeks 1-6 (Total Dev Cost: ~₹3.5L)

Week 1-2: Foundation Sprint

Task	Details	Hours	Owner
OTP Auth System	MSG91 integration, JWT tokens, session management	24h	Backend Dev
User Profile Schema	Goals, language prefs, sports prefs, body metrics	12h	Backend Dev

Task	Details	Hours	Owner
Database Schemas	Users, meals, activities, events, referrals, notifications	16h	Backend Dev
Food DB Pipeline	Import 50K Indian foods from IFCT/NIN dataset	20h	Backend Dev
CI/CD Setup	GitHub Actions — lint, test, deploy to staging	8h	Backend Dev
React Native Init	Project setup, navigation, auth screens	20h	Mobile Dev
Onboarding UI	Language picker, goal setting, sports preference	16h	Mobile Dev

Week 2-4: Core Features Sprint

Task	Details	Hours	Owner
AI Coach Integration	Claude API with system prompts, Hindi/English guardrails	24h	Backend Dev
Prompt Library	50+ prompts for health advice, meal suggestions, motivation	12h	Backend Dev
Meal Logging API	Text search, autocomplete, nutrition breakdown, daily aggregates	20h	Backend Dev
Health Score Engine	Algorithm: meals + activity + streaks + goals → 0-100 score	16h	Backend Dev
GPS Activity Tracking	Running route tracking, distance, calories, pace	20h	Mobile Dev
Manual Sports Logging	Cricket, gym, yoga, badminton — duration + intensity	12h	Mobile Dev
Home Dashboard UI	Health score circle, today's stats, quick action cards	20h	Mobile Dev
Meal Logging UI	Search, recent meals, manual entry, nutrition view	20h	Mobile Dev

Week 4-5: Social & Commerce Sprint

Task	Details	Hours	Owner
Matchmaking API	Create/join requests, location/sport/time/level matching	24h	Backend Dev

Task	Details	Hours	Owner
Events Model + Seed	Event schema, seed 50 curated Bangalore events	16h	Backend Dev
Razorpay Integration	Test checkout flow, payment confirmation, ticket generation	16h	Backend Dev
Matchmaking UI	Create match, browse matches, join, share invite link	20h	Mobile Dev
Events UI	Browse, filters, detail page, booking flow, ticket view	24h	Mobile Dev

Week 5-6: Polish & Launch Sprint

Task	Details	Hours	Owner
Points & Streaks	Earn points for logging, booking, referrals; streak tracking	12h	Backend Dev
Referral System	Link to waitlist referral codes; reward tracking	8h	Backend Dev
Push Notifications	FCM setup, match reminders, health tips, streak alerts	12h	Backend Dev
Admin Panel	Simple web UI for food/event curation, user metrics	16h	Backend Dev
Localization (HI/EN)	Hindi + English strings for entire app	16h	Mobile Dev
QA & Bug Fixes	End-to-end testing, crash fixes, edge cases	20h	Both
App Store Submission	Screenshots, description, store listing optimization	8h	Mobile Dev

Phase 1 Total: ~480 dev hours over 6 weeks

Phase 1.1: Growth — Weeks 7-10 (Dev Cost: ~\$2.5L)

Feature	Hours	Notes
6 More Languages (Tamil, Telugu, Kannada, Bengali, Marathi, Gujarati)	40h	i18n framework + translation
Social Feed	32h	Share health scores, match wins, event check-ins
Community Groups	24h	City + sport based groups with chat
Wearable Integration	32h	Noise/boAt/Mi Band BLE + Fitbit API

Feature	Hours	Notes
Ayurveda Plans	20h	Dosha quiz → personalized meal plans
Restaurant Calorie Search	16h	Zomato/Swiggy menu item calories
Voice AI Coach	24h	Hindi speech-to-text → AI → text-to-speech
City Leaderboards	12h	Ranking by city, sport, age group
Total	200h	—

Phase 1.2: Monetization — Weeks 11-16 (Dev Cost: ~₹3L)

Feature	Hours	Notes
Premium Subscription (IAP)	24h	Razorpay subscriptions + Google/Apple IAP
Live Event Payments	16h	Production Razorpay, refund flow, invoicing
Corporate Wellness Dashboard	40h	Employer portal, team challenges, reports
Points Marketplace	20h	Redeem for discounts, merchandise
Advanced AI Health Reports	24h	Weekly/monthly PDF reports with graphs
Cricket Scorecard	20h	Ball-by-ball tracking for casual matches
Family Dashboard	16h	Add family members, shared health goals
Insurance API Pilot	16h	Health score → partner API for quotes
Total	176h	—

Phase 2: Scale — Months 5-16 (Dev Cost: ~₹6L)

Feature	Hours	Notes
AI Photo Food Recognition	40h	Camera → food detection → calorie estimate
Live Coaching Marketplace	48h	Coach profiles, booking, video chat, payments
Tournament Platform	40h	Create tournaments, brackets, entry fees
Brand Partnership Module	24h	Sponsored challenges, branded content
Regional Event Auto-Curation	32h	Scrape/API from event platforms, auto-list

Service	Choice	Why	Monthly Cost
AI/LLM	Claude Haiku (cheap) + Sonnet (premium)	Haiku: \$0.25/1M tokens, Sonnet: \$3/1M	■5,000-■40,000
OTP	MSG91	■0.15/OTP, Indian provider, reliable	■3,000-■15,000
Push	Firebase Cloud Messaging	Completely free	■0
Email	Resend / SendGrid	Free 100/day → \$20/mo	■0-■1,670
Payments	Razorpay	2% per transaction, no monthly fee	Commission-based
CDN	Cloudflare	Free tier is excellent	■0
Monitoring	Sentry (free) + UptimeRobot	Free for errors + uptime	■0
App Store	Google Play + Apple Dev	■2,100 one-time + \$99/year Apple	■10,400/year
Domain	khelofit.com (already have?)		■800/year
SSL	Cloudflare / Let's Encrypt	Free	■0

Monthly Infra Cost by Phase:

Phase	Monthly Cost	Notes
Pre-Launch (Now)	■0-■500	Free tiers everywhere
MVP Launch (M1-M3)	■15,000-■25,000	LLM is biggest cost
Growth (M4-M8)	■40,000-■70,000	Scaling DB + LLM
Scale (M9-M16)	■80,000-■1,50,000	High LLM usage, bigger DB

6. Marketing Plan — India Playbook

6.1 Marketing Philosophy

"Community-First, Content-Led, Virality-Built-In"

We will NOT spend heavily on paid ads. Instead:

1. Build organic virality into the product (Health Score sharing, match invites)
2. Create content that Indians actually search for (Indian food calories, cricket fitness)
3. Use WhatsApp + Instagram as primary channels (where Indians actually are)
4. Leverage festivals, IPL, and cultural moments for spike campaigns

6.2 Pre-Launch Phase (Current → App Launch) — Budget: ■1.5L

Goal: 10,000 waitlist signups, 50+ event partner leads, build content library

Activity		Detail	Cost	Timeline
Landing Page Optimization		A/B test headlines, add testimonials, city-specific pages	₹0 (in-house)	Week 1-2
Instagram Content		30 Reels/Stories: "Biryani mein kitni calories?", cricket fitness tips	₹15,000 (freelance editor)	Ongoing
YouTube Shorts		20 shorts: Indian food calorie reveals, "What I eat in a day (desi edition)"	₹10,000 (editing)	Ongoing
WhatsApp Campaign	Status	Shareable health score cards, "Tag your cricket group"	₹0	Ongoing
College Ambassador Recruitment		10 ambassadors in Bangalore colleges (free premium + ₹2K/mo)	₹20,000/mo	Month 1-2
SEO Blog		20 articles: "Dosa calories", "Best running events India 2026"	₹20,000 (content writer)	Month 1-2
Event Outreach	Organizer	Cold email/call 100 event organizers in Bangalore	₹0 (founder effort)	Month 1-2
Micro-Influencer Seeding		Send beta access to 20 fitness micro-influencers (5K-50K followers)	₹30,000 (₹1,500 each for post)	Pre-launch
PR: Founder Story		Pitch to YourStory, Inc42, Entracker — "Made in India" angle	₹0-₹25,000	Pre-launch
WhatsApp Community		Create KheloFit early adopter group, share dev updates	₹0	Ongoing

6.3 Launch Phase (Month 1-3) — Budget: ₹4.5L

Goal: 35,000 registered users, 1,750 paid subscribers, K-factor ≥ 0.5

Channel		Monthly Budget	Expected CPI	Users/Month	Notes
Instagram Reels (Organic)		₹15,000 (content creation)	₹0	3,000-5,000	"Biryani calories" series goes viral
Instagram/Meta Ads		₹60,000	₹15-25	2,500-4,000	Target: 18-35, metro cities, fitness interest
Google Search Ads		₹30,000	₹20-30	1,000-1,500	Keywords: "Indian calorie counter", "health app Hindi"
YouTube Shorts (Organic)		₹10,000 (editing)	₹0	1,500-3,000	Cricket + food content

Channel	Monthly Budget	Expected CPI	Users/Month	Notes
Micro-Influencers	■40,000	■8-15	2,700-5,000	15-20 influencers/month (fitness, food, cricket)
College Ambassadors (20)	■40,000	■5-10	4,000-8,000	Highest ROI channel in India
WhatsApp Viral Loops	■0 (product-led)	■0	2,000-4,000	Health score sharing, match invites
Referral Program	■15,000 (reward costs)	■5	3,000	Refer 3 = 1 month free premium
ASO (App Store Optimization)	■5,000 (tool subscription)	■0	500-1,000	Keywords, screenshots, A/B testing
Running Event Partnerships	■15,000 (banners/booths)	■10-15	1,000	Booth at 2 marathons/month
PR & Media	■20,000	■2-5	1,000-4,000	Tech media + health magazines
Total Monthly	■2,50,000	Avg ■12	~15,000-20,000	—

6.4 Growth Phase (Month 4-8) — Budget: ■8L

Goal: 120,000 users, 8,400 paid, launch in Mumbai + Delhi

Channel	Monthly Budget	Strategy
Meta Ads (Scaled)	■1,00,000	Lookalike audiences from paying users, retargeting
Google Ads (Scaled)	■50,000	Brand + generic keywords, YouTube pre-rolls
Influencer Marketing	■60,000	2-3 macro influencers (100K-500K), 20+ micros
Content Production	■30,000	Studio-quality reels, testimonial videos
College Program (Scaled)	■60,000	30 ambassadors across 3 cities
Event Partnerships	■30,000	Title sponsor small events, booth at big ones
Corporate Demo/Sales	■20,000	Collateral, demo setup, LinkedIn InMails
WhatsApp/Telegram Groups	■10,000	City-specific fitness communities
Total Monthly	■3,60,000	—

6.5 Scale Phase (Month 9-16) — Budget: ■15L

Channel	Monthly Budget	Strategy
Performance Ads (Meta + Google)	■2,00,000	Fully optimized for LTV:CAC ratio
Influencer Program	■1,00,000	5 regional influencers per new city
IPL Season Campaign	■2,00,000 (one-time)	"Track your gully cricket" massive push
Diwali/NY Campaign	■1,50,000 (one-time)	"New Year, New Health Score"
Corporate Sales Team	■80,000	1 part-time sales person
Content & SEO	■40,000	Evergreen content engine
Event Title Sponsorships	■50,000	"KheloFit Bangalore 10K"
Regional Language Content	■30,000	Tamil, Telugu, Marathi content creators
Total Monthly	■5,00,000-■6,00,000	—

6.6 Growth Loops Built Into Product

These are FREE and drive most of our growth:

Loop	Mechanic	Expected K-Factor Contribution
Health Score Sharing	Beautiful card for Instagram/WhatsApp story with your daily score	+0.15
Match Invites	"Need 2 more for Sunday cricket" → WhatsApp share with deep link	+0.12
Referral Rewards	Refer 3 → 1 month free premium; visual progress bar	+0.10
Event Check-In	Post-event medal/completion card for social sharing	+0.08
Leaderboard Brag	"I'm #3 in Bangalore for running this week!" share card	+0.05
Streak Celebration	"7-day streak! ■" auto-shareable card	+0.05
AI Coach Nuggets	"My AI coach said this about paneer tikka ■" screenshot-friendly	+0.05
Total K-Factor	—	~0.60

A K-factor of 0.60 means every 10 users organically bring 6 more. This dramatically reduces CAC over time.

6.7 Content Calendar (First 3 Months — Detail)

Content Pillars

- Indian Food Calories** (40%) — "Vada Pav mein kitni calories?", "Dosa vs Roti", "Festival food guide"
- Cricket/Sports Fitness** (25%) — "Virat Kohli ki diet", "Cricket ke baad kya khaye?", "Sunday cricket tracking"
- Event Discovery** (15%) — "Best marathons in India 2026", "Yoga retreats under ■5K"

4. **Health Tips in Hindi** (10%) — "Diabetes se kaise bache?", "Weight loss desi style"
5. **Product Updates/BTS** (10%) — "We're building this for you", founder journey, beta sneak peeks

Weekly Content Schedule

Day	Instagram	YouTube	Twitter/X	Blog
Mon	Reel: Indian food calorie reveal	—	Stat/fact thread	—
Tue	Story: Poll/Quiz ("Guess the calories")	—	Engagement tweet	—
Wed	Reel: Sports fitness tip	Short: "Biryani calories breakdown"	—	SEO article
Thu	Story: User feature/testimonial	—	Product update	—
Fri	Reel: Weekend event recommendation	Short: Cricket fitness challenge	—	—
Sat	Story: Weekend warrior content	—	Community highlight	—
Sun	Reel: "What I ate Sunday (desi edition)"	—	—	—

6.8 Micro-Influencer Strategy (India-Specific)

Why Micro (5K-50K) over Macro:

- 3-5x higher engagement rate in India
- ■1,500-■5,000 per post (vs ■50K-■5L for macro)
- More authentic, relatable content
- Easier to negotiate, faster turnaround
- City-specific targeting (Bangalore foodie, Mumbai runner)

Influencer Categories:

Category	Example Content	Budget/Post	Posts/Month
Fitness Trainers	"My client's transformation with KheloFit"	■3,000-■5,000	5
Food Bloggers	"I tracked my cheat day on KheloFit"	■2,000-■4,000	5
Cricket/Sports Pages	"Track your weekend match"	■1,500-■3,000	5
Running Community	"Marathon season: my KheloFit tracking"	■2,000-■4,000	3
Hindi Lifestyle	"Health tips jo actually kaam kare"	■2,000-■5,000	3

Category	Example Content	Budget/Post	Posts/Month
College Creators	"Hostel mein fit kaise rahe"	■1,000-■2,000	5
Total	—	—	~26 posts/month

6.9 City-by-City Launch Strategy

Wave	Cities	When	Why First
Wave 1	Bangalore	Month 1-2	India's fitness capital, startup ecosystem, event-rich
Wave 2	Mumbai, Delhi-NCR	Month 3-4	Largest metros, marathon culture, corporate density
Wave 3	Pune, Hyderabad	Month 5-6	IT hubs, growing fitness culture, cricket-crazy
Wave 4	Chennai, Kolkata	Month 7-8	Regional language validation (Tamil, Bengali)
Wave 5	Jaipur, Ahmedabad, Lucknow, Chandigarh	Month 9-12	Tier-2 city expansion
Wave 6	Pan-India (30+ cities)	Month 12+	Organic + word of mouth in Tier 2-3

City Launch Playbook (Repeatable):

1. Week -4: Recruit 5 local micro-influencers + 5 college ambassadors
2. Week -2: Seed 20 local events on platform (runs, yoga, cricket tournaments)
3. Week -1: Influencer content goes live (5 Reels, 10 Stories)
4. Launch Day: Local PR hit (regional media/WhatsApp forwards) + ■20K Meta ads geo-targeted
5. Week +1: Host free event ("KheloFit Sunrise Run — Track Your First Run!") — ■15K cost
6. Week +2: Activate corporate demos in city's top IT parks
7. Week +4: Evaluate metrics; double down or optimize

7. Detailed Expense Breakdown

7.1 Pre-Launch Phase (Current → Launch) — 2 Months

Category	Item	Monthly	Total (2 Mo)
Development	Full-stack developer (contract)	■60,000	■1,20,000
Development	React Native developer (contract)	■70,000	■1,40,000
Design	UI/UX designer (freelance, part-time)	■25,000	■50,000

Category	Item	Monthly	Total (2 Mo)
Infrastructure	Hosting + DB + services (free tiers)	■2,000	■4,000
Tools	GitHub Pro, Figma, Sentry	■3,000	■6,000
Marketing	Pre-launch content + influencer seeding	■35,000	■70,000
Legal	Company registration + compliance	■15,000	■15,000
Miscellaneous	Domain, App Store accounts, testing devices	■15,000	■15,000
TOTAL	—	■2,25,000	■4,20,000

7.2 Year 1 Expense Projection (Month 1-12)

Category	M1-M3 (Monthly)	M4-M6 (Monthly)	M7-M9 (Monthly)	M10-M12 (Monthly)	Year 1 Total
Salaries/Contracts	■1,80,000	■2,30,000	■3,00,000	■3,50,000	■31,80,000
Infrastructure	■20,000	■50,000	■80,000	■1,20,000	■8,10,000
LLM API Costs	■15,000	■35,000	■60,000	■1,00,000	■6,30,000
OTP/SMS Costs	■5,000	■15,000	■25,000	■35,000	■2,40,000
Marketing	■1,50,000	■2,50,000	■3,60,000	■5,00,000	■37,80,000
Tools & SaaS	■5,000	■8,000	■12,000	■15,000	■1,20,000
Legal & Compliance	■10,000	■5,000	■5,000	■5,000	■75,000
Office/Misc	■10,000	■10,000	■15,000	■15,000	■1,50,000
Contingency (10%)	■29,500	■40,300	■55,700	■74,000	■5,98,500
TOTAL	■3,24,500	■4,43,300	■6,12,700	■8,14,000	■95,83,500

7.3 Year 1 Summary

Metric	Value
Total Year 1 Expenditure	■95.84 lakhs (~\$11,500 USD)
Wait — let me recalculate properly	—

Corrected Year 1 Total Expenditure:

Category	Year 1 Total (■)	Year 1 Total (\$)
Team (Salaries/Contracts)	■31,80,000	\$38,100

Category	Year 1 Total (₹)	Year 1 Total (\$)
Infrastructure & Hosting	₹8,10,000	\$9,700
LLM/AI API Costs	₹6,30,000	\$7,550
OTP/SMS Costs	₹2,40,000	\$2,875
Marketing & Ads	₹37,80,000	\$45,270
Tools & Software	₹1,20,000	\$1,440
Legal & Compliance	₹75,000	\$900
Office & Misc	₹1,50,000	\$1,800
Contingency (10%)	₹8,98,500	\$10,760
GRAND TOTAL	₹98,83,500	~\$1,18,400

Year 1 all-in cost: ~₹99 lakhs (\$118K) to build and market a \$1M revenue product

7.4 Cost Optimization Strategies

Strategy	Savings
Use AI coding tools (Copilot, Cursor) to 2x dev speed → need fewer devs	₹8-10L/year
Free tier everything (MongoDB Atlas M0, Cloudflare, Firebase, Sentry)	₹3-5L/year
Claude Haiku for 80% of AI calls (vs Sonnet for premium only)	₹3-4L/year
Founder handles sales/marketing initially (no marketing hire until M6)	₹6-8L/year
Organic-first marketing (content + virality > paid ads)	₹10-15L/year
Remote-first team (no office rent)	₹3-4L/year
Freelancers over full-time for design, content, QA	₹5-6L/year
College ambassador army (₹2K/mo each vs paid ads)	₹5-8L/year

Ultra-Lean Scenario (Founder + 1 Dev + Freelancers):

Category	Year 1 Total
1 Full-time developer	₹8,40,000
Freelance RN developer (6 months)	₹4,20,000
Freelance designer (3 months)	₹75,000
Infrastructure	₹3,00,000
LLM/SMS costs	₹5,00,000
Marketing (organic-heavy)	₹12,00,000
Tools, legal, misc	₹2,00,000
GRAND TOTAL	₹35,35,000 (~\$42,350)

Ultra-lean: ₹35 lakhs (\$42K) Year 1 if founder codes + manages marketing

8. Financial Projections (24 Months)

8.1 P&L; Projection

Quarter	Revenue	Expenses	Net Profit/Loss	Cumulative
Pre-Launch	■0	■4,20,000	-■4,20,000	-■4,20,000
Q1 (M1-M3)	■8,97,500	■9,73,500	-■76,000	-■4,96,000
Q2 (M4-M6)	■77,16,600	■13,29,900	+■63,86,700	+■58,90,700
Q3 (M7-M9)	■1,74,20,150	■18,38,100	+■1,55,82,050	+■2,14,72,750
Q4 (M10-M12)	■2,78,98,850	■24,42,000	+■2,54,56,850	+■4,69,29,600
Q5 (M13-M15)	■3,75,31,100	■28,00,000	+■3,47,31,100	+■8,16,60,700
Q6 (M16-M18)	■4,20,00,000	■30,00,000	+■3,90,00,000	+■12,06,60,700

8.2 Break-Even Analysis

Metric	Value
Monthly Break-Even Revenue	~■4,00,000 (Month 3-4)
Break-Even Users	~3,000 paying subscribers
Months to Break-Even	Month 3-4 (with lean operations)
Months to \$1M Cumulative	Month 14-15
Months to \$1M ARR	Month 10-11

8.3 Unit Economics

Metric	Value	Notes
CAC (Customer Acquisition Cost)	■45-■80	Blended across all channels
CAC (Paid Only)	■120-■200	Meta/Google ads
CAC (Organic)	■10-■25	Content + referrals + viral
LTV (Lifetime Value)	■1,800-■3,600	Avg 6-12 month subscription
LTV:CAC Ratio	22:1 to 45:1	Excellent (healthy is >3:1)
Monthly Churn (Premium)	8-12%	Target <8% by M6
Payback Period	<1 month	Subscription covers CAC in first payment
ARPU (Avg Revenue Per User)	■25-■35/month	Including free users
ARPPU (Paying Users)	■280-■310/month	Subscription + events

8.4 Sensitivity Analysis

Scenario	Users (M12)	Paying (M12)	Revenue (M12)	Hits \$1M?
Bull Case (8% conversion)	4,00,000	32,000	■1,20,00,000/mo	Month 13
Base Case (6% conversion)	3,50,000	24,500	■1,06,00,000/mo	Month 15
Bear Case (4% conversion)	2,50,000	10,000	■45,00,000/mo	Month 22
Worst Case (2% conversion)	1,50,000	3,000	■12,00,000/mo	Never needed) (pivot)

Even in the bear case, \$1M is achievable within 22 months. The worst case signals a need to pivot pricing or strategy.

9. Team & Hiring Plan

9.1 Current Team Requirement (Minimal)

Role	Type	Monthly Cost	When
Founder/CEO	Full-time (equity-only initially)	■0 (or ■30K living costs)	Day 0
Full-Stack Developer	Contract/Part-time	■60,000-■80,000	Day 0
React Native Developer	Contract	■70,000-■90,000	Week 1
UI/UX Designer	Freelance (part-time)	■25,000-■35,000	Week 1
Total Monthly Burn	—	■1,55,000-■2,35,000	—

9.2 Hiring Roadmap

Phase	Hire	Salary	Why
M1	— (founding team only)	—	Keep burn low
M3	1x Content Creator (part-time)	■20,000	Reels, Shorts, blog content
M4	1x Backend Developer	■60,000	Scale features, handle growth
M6	1x Community Manager	■30,000	Manage groups, influencers, support
M6	1x Part-time Sales (Corporate)	■40,000 + commission	Corporate wellness pipeline
M9	1x QA/Support Engineer	■35,000	Quality + user support
M12	1x Data Analyst	■50,000	Metrics, ML, personalization

9.3 Where to Hire (India-Specific)

Source	Best For	Cost Advantage
Instahyre / Cutshort	Developers, designers	Startup-focused talent
Toptal / Upwork	Short-term specialists	Pay per deliverable
LinkedIn	Corporate sales hires	Professional network
College Placement Cells	Interns → full-time pipeline	■10K-■15K/mo interns
Twitter/X Tech Community	Dev Relations, open-source devs	Passionate, lower cost
Peerlist	Verified developer profiles	Indian developer community
Internshala	Content, marketing, design interns	■5K-■15K/mo

9.4 Equity & Compensation Structure (Suggested)

Role	Cash	Equity (ESOP)	Vesting
Founder/CEO	■0-■30K	60-80%	—
Co-Founder/CTO (if applicable)	■0-■40K	15-25%	4yr, 1yr cliff
Early Developer (Employee #1)	■60K-■80K	1-3%	4yr, 1yr cliff
Early Developer (#2)	■70K-■90K	0.5-2%	4yr, 1yr cliff
Advisors	■0	0.25-0.5% each	2yr

10. Risk Analysis & Mitigation

10.1 Product Risks

Risk	Likelihood	Impact	Mitigation
Low retention after download	High	Critical	Streaks, points, push reminders, social features; onboarding optimization; first-week experience critical
AI coach gives bad health advice	Medium	High	Strict guardrails, "not a doctor" disclaimers, human-verified food DB, prompt testing pipeline
Indian food DB inaccurate	Medium	High	Use IFCT (Indian Food Composition Tables) from NIN as primary source; community corrections; manual QA of top 500 foods

Risk	Likelihood	Impact	Mitigation
React Native performance issues	Medium	Medium	Optimize with Hermes engine, lazy loading, FlatList optimization; benchmark on 8K-12K phones (Redmi, Realme)
Razorpay integration delays	Low	Medium	Start with test mode; have PhonePe/Paytm PG as backup

10.2 Market Risks

Risk	Likelihood	Impact	Mitigation
HealthifyMe copies our features	High	Medium	Move faster; our differentiation is sports + events (they won't build that); language-first approach
Cult.fit launches app-only tier	Medium	Medium	We're free-first; they're premium brand. Different TG (Tier 2 vs Tier 1 only)
Low willingness to pay	High	High	Keep free tier generous; ₹299 is < 1 Swiggy order; festival discounts; ₹1 trial
Event supply chicken-and-egg	High	High	Manually seed 50+ events; offer organizers 0% commission for 3 months; create our own events initially
Economic downturn	Low	Medium	Health is less discretionary; corporate wellness is HR budget (different wallet)

10.3 Technical Risks

Risk	Likelihood	Impact	Mitigation
LLM API cost explosion	Medium	High	Use Haiku (cheap) for 80% of calls; cache common responses; set per-user daily limits
MongoDB performance at scale	Low	Medium	Indexing strategy from Day 1; Atlas auto-scaling; consider read replicas at 100K+ users

Risk	Likelihood	Impact	Mitigation
OTP delivery failure	Medium	Medium	MSG91 as primary (99.5% delivery in India); Twilio as fallback; WhatsApp OTP as alternative
App store rejection	Low	High	Follow guidelines strictly; health disclaimer; no medical claims; review Apple health guidelines
Data breach / security	Low	Critical	Helmet.js, rate limiting (already done), PII encryption, DPDP compliance, regular security audit

10.4 Financial Risks

Risk	Likelihood	Impact	Mitigation
Runway runs out before revenue	Medium	Critical	Ultra-lean operations; founder takes no salary; revenue from Month 2 (events); keep 3-month buffer
CAC higher than projected	Medium	High	Double down on organic channels (content, viral loops); kill underperforming paid channels fast
Delayed payment from Razorpay	Low	Medium	T+2 settlement for Razorpay; maintain working capital buffer
Exchange rate fluctuation	Low	Low	Most costs and revenue in INR; LLM API costs in USD (hedge by caching more)

11. Legal & Compliance (India)

11.1 Company Registration

Item	Detail	Cost	Timeline
Company Type	Private Limited Company (Pvt Ltd)	■7,000-■12,000	7-15 days
Registrar	MCA (Ministry of Corporate Affairs)	Included above	—

Item	Detail	Cost	Timeline
GST Registration	Mandatory if revenue > ₹20L/year	₹0 (self-file)	7 days
PAN/TAN	For the company	Included in registration	—
DPIIT Startup Recognition	Tax benefits, self-certification for labor laws	₹0 (online)	7-14 days
Trademark	"KheloFit" — Class 9 (software) + Class 41 (sports/education)	₹4,500-₹9,000	6-12 months
Total	—	₹15,000-₹25,000	—

11.2 Data Protection (DPDP Act 2023)

India's Digital Personal Data Protection Act is now in effect. Requirements:

Requirement	Implementation
Consent	Clear opt-in before collecting phone/email/health data
Purpose Limitation	State why data is collected; don't use for other purposes
Data Minimization	Only collect what's needed (we already do this)
Right to Erasure	Users can delete their account and all data
Data Breach Notification	Notify DPBI (Data Protection Board of India) within 72 hours
Children's Data	No processing of under-18 data without parental consent
Cross-Border	Health data should ideally stay in India (MongoDB Atlas Mumbai region)

Implementation Checklist:

- Privacy policy on landing page
- In-app consent flow with granular toggles
- Data export (JSON) on user request
- Account deletion flow
- Data retention policy (delete inactive accounts after 2 years)
- DPO (Data Protection Officer) designation (can be founder initially)

11.3 Health App Disclaimers

Disclaimer	Where
"KheloFit is not a substitute for professional medical advice"	App onboarding, Settings, AI coach responses
"Calorie counts are estimates and may vary"	Every food logging screen
"Consult a doctor before starting any fitness program"	Activity tracking screens

Disclaimer	Where
"AI coach provides general wellness tips, not medical diagnosis"	AI chat header

11.4 Payment Compliance

Item	Detail
PCI DSS	Not needed — Razorpay handles card data; we never touch it
GST on Subscriptions	18% GST on digital services; ■299 includes GST → our revenue is ■253.39
GST on Event Commission	18% on our commission portion
TDS	Not applicable for consumer payments
Razorpay Compliance	PG agreement, KYC done once, auto-settlement to bank

12. Key Metrics & KPIs

12.1 North Star Metric

Weekly Active Health Actions — Total (meals logged + activities tracked + matches played + events booked) per week

This single metric captures engagement across ALL product pillars.

12.2 KPI Dashboard

Acquisition Metrics

Metric	M3 Target	M6 Target	M12 Target
Total Registered Users	35,000	1,20,000	3,50,000
MAU (Monthly Active Users)	12,000	50,000	1,40,000
DAU/MAU Ratio	≥20%	≥25%	≥30%
CAC (Blended)	■80	■60	■45
Organic : Paid Acquisition	50:50	60:40	70:30

Engagement Metrics

Metric	M3 Target	M6 Target	M12 Target
Meals Logged/User/Day	≥1.2	≥1.8	≥2.2
Activities/User/Week	≥0.8	≥1.5	≥2.0
AI Coach Conversations/User/Day	≥0.5	≥1.0	≥1.5

Metric	M3 Target	M6 Target	M12 Target
Avg Session Duration	≥3 min	≥5 min	≥7 min
Push Notification Open Rate	≥12%	≥15%	≥18%
7-Day Retention	≥30%	≥40%	≥45%
30-Day Retention	≥15%	≥22%	≥28%

Revenue Metrics

Metric	M3 Target	M6 Target	M12 Target
Paying Subscribers	1,750	8,400	24,500
Free → Premium Conversion	3%	5%	7%
Monthly Subscription Revenue	■5.23L	■25.12L	■73.22L
Event Bookings/Month	400	3,200	8,000
Corporate Clients	0	5	20+
Monthly Revenue (Total)	■6.43L	■37.69L	■1.06Cr
MRR Growth Rate	—	15-20% MoM	10-15% MoM

Virality Metrics

Metric	M3 Target	M6 Target	M12 Target
K-Factor	≥0.3	≥0.5	≥0.6
Referral-Driven Signups	≥10%	≥15%	≥20%
Health Score Shares/Day	500	3,000	10,000
Match Invite Conversions	20%	25%	30%

12.3 Tools for Tracking

Need	Tool	Cost
Product Analytics	Mixpanel (free up to 20M events) or PostHog (self-hosted, free)	■0
Crash Reporting	Sentry (free tier)	■0
Revenue Analytics	Razorpay Dashboard + custom MongoDB queries	■0
Marketing Analytics	Meta Business Suite + Google Analytics 4	■0
User Feedback	Typeform (free) or in-app feedback widget	■0
Uptime Monitoring	UptimeRobot (free 50 monitors)	■0

Need	Tool	Cost
App Store Analytics	Google Play Console + App Store Connect	■0

13. Exit Strategy & Scale-Up

13.1 After \$1M — What Next?

Milestone	Strategy
\$1M Revenue	Prove unit economics → prepare for seed funding
\$3M ARR	Series A readiness — 1M+ users, 50K+ paying, strong retention
\$10M ARR	Category leader in India — expand to SEA (Indonesia, Philippines)

13.2 Funding Strategy (Optional — Can Bootstrap to \$1M)

Round	When	Amount	Use
Bootstrap	Now → M6	■15-35L (personal + friends)	Build MVP, launch, get first 50K users
Angel/Pre-Seed	M6-M8	■50L-■1Cr (\$60K-\$120K)	Scale marketing, hire 2-3 more people
Seed	M12-M15 (at \$1M ARR)	■3-5Cr (\$360K-\$600K)	National expansion, corporate sales team, advanced AI

Indian Angel Investors to Target:

- Kunal Shah (CRED founder) — consumer apps expert
- Nikhil Kamath (Zerodha) — health-conscious, sports-focused
- Ritesh Agarwal (OYO) — scale-up expertise
- Indian Angel Network (IAN)
- Mumbai Angels
- Titan Capital
- Better Capital (Vaibhav Domkundwar) — pre-seed specialist
- 2am VC — early-stage consumer

13.3 Potential Acquirers (Long-Term)

Company	Why They'd Be Interested
PhonePe/Paytm	Super app play — add health to financial services
Dream11	Real-world sports complement to fantasy sports
Cult.fit	Digital-first health data + events marketplace + matchmaking

Company	Why They'd Be Interested
Swiggy/Zomato	Health companion to food delivery — "order healthy" feature
boAt/Noise	Software layer for their wearable hardware
Decathlon India	Community + events for their retail customers

13.4 Moonshot Scenarios

Scenario	Revenue Impact	Probability
IPL Partnership	■5-10Cr/season	Low (Year 2-3)
Government Health Scheme Tie-Up	■10-20Cr	Low (Year 3+)
Insurance Integration Goes Live	■3-5Cr/year	Medium (Year 2)
White-Label Corporate Wellness	■2-4Cr/year	Medium (Year 2)
Acquired by Major Tech Co	\$10M-\$50M exit	Low (Year 3-5)

Appendix A: Indian Food Database Sources

Source	Items	Quality	License
IFCT (Indian Food Composition Tables) — NIN/ICMR	528 core foods, expandable	Gold standard for Indian nutrition	Government data (free)
FoodDB India (various compilations)	5,000+	Medium — needs QA	Open data
USDA + Indian mapping	8,000+	Good for raw ingredients	Public domain
Crowdsourced (Community)	40,000+	Variable — needs moderation	User-generated
Restaurant Menu Scraping	Dynamic	Good for branded items	Fair use (display only)

Our Target: 50,000 items seeded with NIN as ground truth, community-corrected

Appendix B: Indian Fitness Market Consumer Research Summary

Insight	Data Point	Source
Mobile health app users in India	150M+ by 2025	NASSCOM
Willingness to pay for fitness app	38% of urban Indians	RedSeer
Most important feature	Calorie tracking (67%)	HealthifyMe Survey
Language preference	73% prefer non-English	Google-KPMG

Insight	Data Point	Source
Peak fitness app usage time	6-8 AM (activity), 8-10 PM (logging)	App Annie
Cricket participation	200M+ play recreationally	ICC
Running event participants	8L+ annually in organized events	IIFL/RunAdam
Average money spent on events	■1,200-■2,500/event	Insider.in data
Corporate wellness market	■4,000Cr and growing 22% CAGR	Deloitte India
Trust in Ayurveda	77% of Indians trust Ayurvedic principles	ASSOCHAM

Appendix C: Competitive Pricing Comparison

App	Free Tier	Premium Price	What You Get
HealthifyMe	Basic tracking	■1,999/year (■167/mo)	AI coach, diet plans, detailed tracking
Cult.fit	None (pay per class)	■667-■1,500/mo	Gym access + classes (physical only)
Nike Run Club	Everything free	N/A	Running only, no food, English only
Fittr	Community access	■15,000-■35,000 (coaching)	Human coach for 3-6 months
MyFitnessPal	Basic tracking	■6,499/year (\$79)	Advanced insights, no Indian food
KheloFit	Food + basic AI + matchmaking	■299/mo or ■2,499/yr	Full AI, all sports, events, 8 languages

KheloFit is 33% cheaper than HealthifyMe with 3x more features (sports + events + matchmaking)

Appendix D: Monthly Milestone Checklist

Month 1

- App on Play Store (Bangalore-only invite)
- 5,000 registered users
- 50 events seeded
- 10 micro-influencer posts live
- AI coach handling 500+ daily conversations
- First premium subscriber

Month 3

- 35,000 registered users
- 1,750 paying subscribers
- ■6.43L monthly revenue
- Launch Mumbai + Delhi

- 20 event organizer partnerships
- K-factor ≥ 0.3

Month 6

- 1,20,000 registered users
- 8,400 paying subscribers
- ■37.69L monthly revenue
- 8 languages live
- 5 corporate clients
- First press mention in YourStory/Inc42

Month 12

- 3,50,000 registered users
- 24,500 paying subscribers
- ■1.06Cr monthly revenue (\$127K/mo)
- \$1M ARR achieved
- 20+ corporate clients
- 500+ events on platform
- 8 cities active
- Seed funding closed (or profitable enough to skip)

Month 15-16

- ■ \$1M CUMULATIVE REVENUE ACHIEVED
- 4,50,000 registered users
- 31,500 paying subscribers
- ■1.38Cr monthly revenue
- National presence (20+ cities)
- Series A readiness

Summary

Parameter	Value
Product	AI Health + Sports + Events Super App for India
Market	\$8.3B TAM, \$1.2B SAM, \$1.5M SOM (Year 1-2)
Revenue Target	\$1,000,000 (■8.35 Crore) in 14-16 months
Revenue Model	Subscriptions (60%) + Events (25%) + Corporate (15%)
Pricing	Free tier + ■299/mo premium
Year 1 Spend (Lean)	■35-99 lakhs (\$42K-\$118K) depending on team size
Break-Even	Month 3-4
Team Size	2-4 people (Year 1)
Tech Stack	Node.js, MongoDB, React Native, Claude AI, Razorpay
Launch City	Bangalore → Mumbai/Delhi → 8 cities in 12 months

Parameter	Value
Unfair Advantage	Only app combining AI health + sports + events in Indian languages

Report prepared: February 2026

Version: 1.0

Confidential — KheloFit Internal Use Only