

STRATEGIC INVESTMENT OPPORTUNITY

Building India's Luxury Capability Infrastructure
Platform

Enabling scale for India's premium and luxury ecosystem

THE CONTEXT

India's luxury and premium economy is scaling from **~\$60B to \$200B+ by 2030.**

The Market

India's luxury and premium economy is scaling from ~\$60B to \$200B+ by 2030.

The Constraint

Demand is no longer the constraint. **Execution is.**

The Gap

The infrastructure required to deliver consistent luxury experiences at scale does not yet exist.

THE OPPORTUNITY

A structural capability gap is emerging across the ecosystem:

Inconsistent Frontline Execution

Frontline delivery of luxury experiences lacks the consistency required to meet rising consumer expectations at scale.

Leadership Capability Shortages

The ecosystem faces a critical shortage of trained leaders capable of managing premium and luxury operations.

No Scalable Talent Pipeline

There is no structured, scalable pipeline to continuously produce luxury-ready talent for the growing industry.

❏ **This is not a training gap. It is an infrastructure gap.**

THE LCBS PLATFORM

LCBS operates as a capability infrastructure platform for India's luxury ecosystem.



Talent Creation Engine

Structured programs that build luxury-ready professionals at scale.



Leadership & Enterprise Capability

Targeted capability development for leaders and enterprise teams across the luxury sector.



Outcome-Linked Talent Infrastructure

Delivery models tied to measurable outcomes — not academic completion.

Built to enable industry-scale execution — not academic completion.

PROOF OF EXECUTION

This business is proven. Capital accelerates scale.

5,000+

Professionals
Trained

50+

Corporate
Engagements

₹3.5Cr

Revenue
Without external capital

14+

Years
Category creation and
execution

BUSINESS MODEL

Cohort-Led, High-Margin Delivery

Structured cohort programmes designed for high margins and repeatable delivery.

Strong Pricing Power

Driven by brand authority and the premium positioning of the LCBS platform.

Asset-Light Model

Operating leverage driven model with minimal fixed asset requirements.

Repeatable, Scalable Revenue Engine

A revenue model built for consistent, scalable growth across geographies and segments.

SCALE & TRAJECTORY

Growth is driven by scaling existing, validated programmes:



Scale is a function of execution — not experimentation.

CAPITAL RAISE

Phase I Capital Raise

₹3 Cr

Scalable up to ₹5 Cr based on strategic alignment, structured as Phase I scale capital.

100% growth capital.

Deployment Focus

- Platform & technology
- Capacity expansion
- City expansion
- Leadership build
- Brand & market development

FUTURE UPSIDE (NOT PRICED IN)



Sector-Specific Capability Platforms

Dedicated capability platforms built for specific luxury and premium sectors.



Enterprise Capability Infrastructure (B2B)

Scalable B2B capability infrastructure serving enterprise clients across the luxury ecosystem.



International Expansion

Expansion into high-potential international markets including the Middle East and Southeast Asia.



Follow-On Capital

Follow-on capital at higher valuation as the platform scales and matures.

EXIT PATHWAYS

Indicative horizon: **4–6 years**

1

Strategic Acquisition

(Primary) — Acquisition by a strategic luxury, retail or capability platform seeking established luxury capability infrastructure.

2

Strategic Stake Sale

Partial or full stake sale to a strategic investor aligned with the platform's growth vision.

3

SME IPO

(Optional) — Public listing on the SME exchange as the platform reaches appropriate scale.

4

Buyback

(Optional) — Structured buyback of investor stake at an agreed valuation milestone.

FOUNDER

Abhay Gupta

Founder & Chairman

■ Category Creator Since 2012

Pioneered the luxury capability infrastructure category in India over more than a decade.

■ 14+ Years Execution Track Record

A sustained and proven record of building and delivering at the intersection of luxury and capability.

■ Built Without External Capital

Achieved significant scale and revenue entirely through organic growth and disciplined execution.

CLOSING

LCBS is building the capability backbone of India's luxury economy.

A Proven Platform

14+ years of execution, 5,000+ professionals trained, ₹3.5 Cr revenue — without external capital.

A Structural Opportunity

India's luxury economy scaling to \$200B+ by 2030, with execution infrastructure as the critical missing link.

A Disciplined Scale Story

Capital deployed with precision — scaling what is validated, not experimenting with what is unproven.

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