

Biblosphere

WHERE YOUR **NEXT BOOK** FINDS YOU

FOUNDER

 20+ YEARS IN FINTECH

Programmer, agile-coach, architect

 FOUNDER OF ECO-MOVEMENT

120 thousands people gathered for cleanup

 PUBLISHED AUTHOR

4000 copies sold

 FULL TIME IN THIS STARTUP

CEO, architect, developer, marketing

 3+ YEARS RUNWAY

Income from royalties and property

BOOK SHARING COMMUNITY



DENIS STARK

CURRENT STAGE



149

users

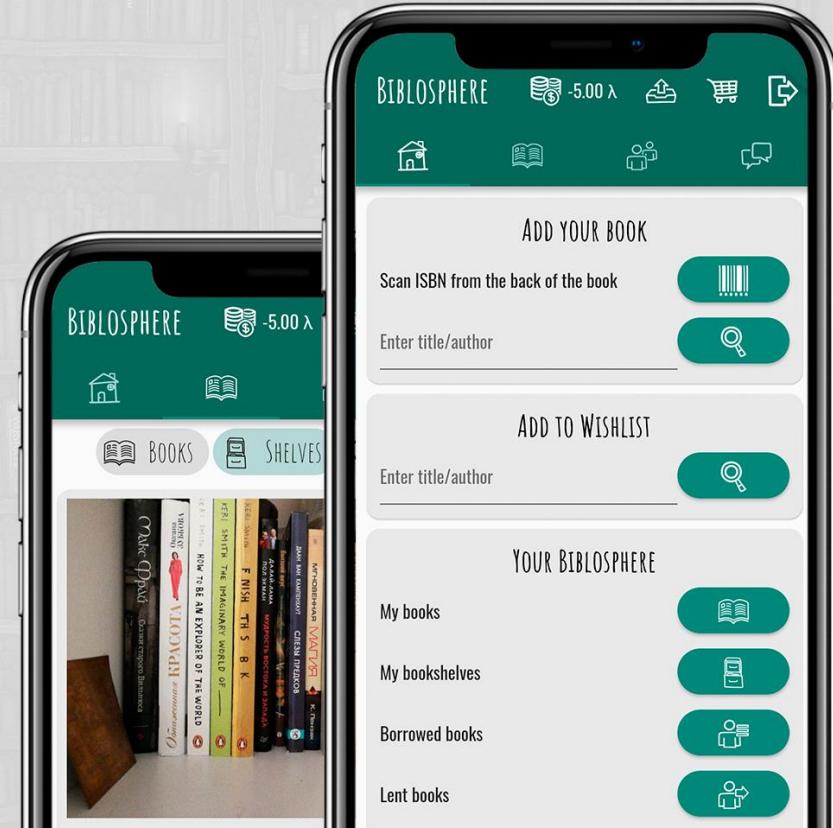


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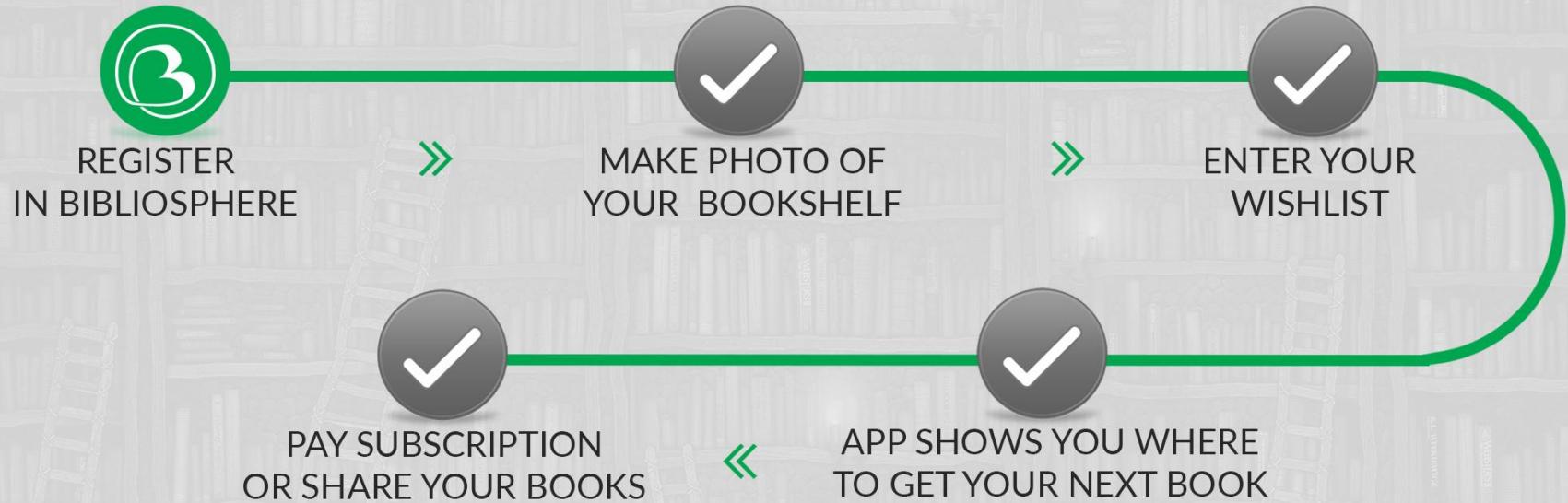
paid users



Multiple TA (to validate)



USER EXPERIENCE



BUSINESS MODEL



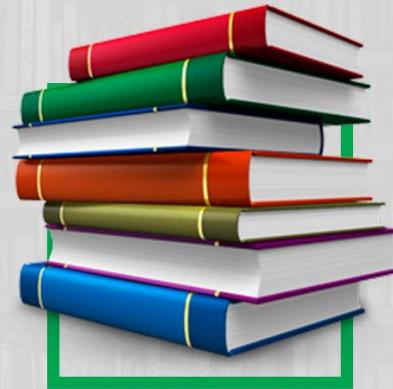
FREEMIUM

Share your books and
use app for free



IN-APP CURRENCY

get reward for sharing



SUBSCRIPTION

buy subscription if
you are not sharing

FREEMIUM BUSINESS MODEL

BASIC

- 5 bookshelves
- 1 own location
- 1 community
- 10km radius
- Free book sharing
- Access to free and paid book

Free

MEMBER PLAN

- 10 bookshelves
- 3 own locations
- 3 communities
- 50km radius
- Free and paid book sharing
- Access to free and paid book

\$5 Per Month

COMMUNITY PLAN

- 20 bookshelves
- 5 own locations
- 5 communities
- 200km radius
- Free and paid book sharing
- Profit share

\$10 Per Month

COMPETITORS

BUY & SELL
BOOKS



FUN AROUND
BOOKS





CAN WE CREATE BETTER EXPERIENCE?



Seamless



Faster



Cheaper



Trustful



Social

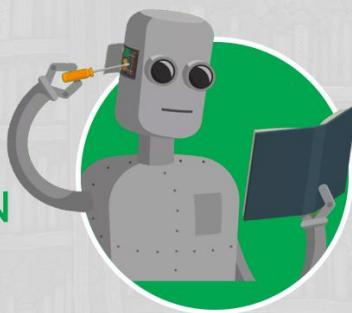


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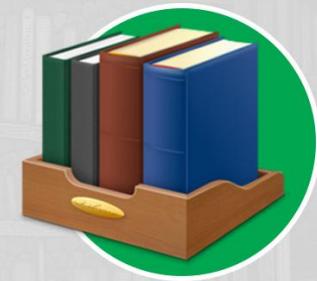
WHAT'S THE TECHNOLOGY SHIFT?



MOBILE
PENETRATION



COMPUTER
VISION



BIG
DATA



SHARING AND
SUBSCRIPTION



PAYMENT
ECOSYSTEM

SHARE MY DREAM



CATALOGUE A **TRILLION** BOOKS



PRINT LESS BUT READ MORE



EASY **ACCESS** TO ALL KIND OF
BOOKS FOR EVERYONE



CONNECTING READERS



TARGET AUDIENCE



★ EXPATS

books in native language



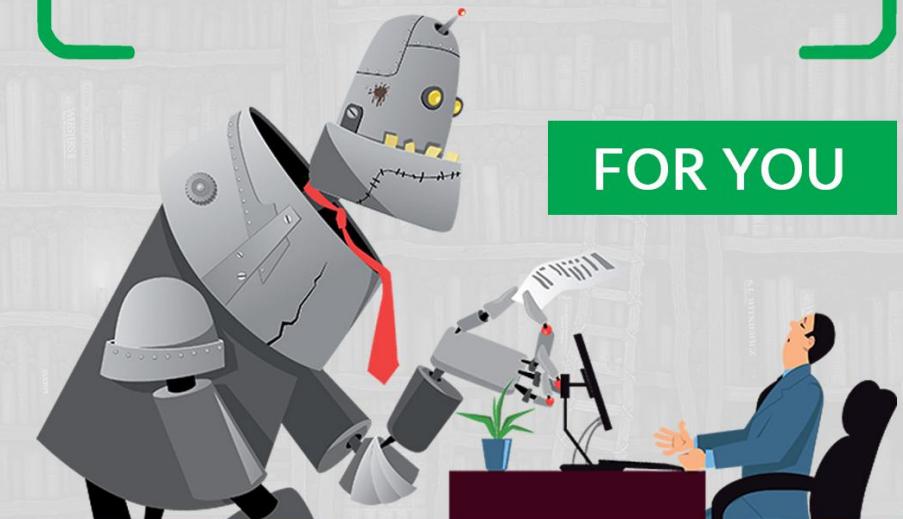
★ LANGUAGE LEARNERS

books in foreign language



★ PARENTS

children books



CHANNELS



BRITISH COUNCIL, INSTITUT FRANCAIS,
CERVANTES INSTITUTE, GOETHE INSTITUT

LANGUAGE
SCHOOLS

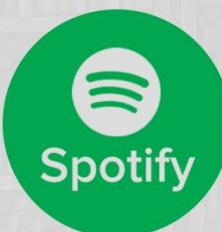
EXPAT
FORUMS/PUBLICS

READING
ACTIVISTS

UNICORN RECIPE



- Huge fragmented market
- Technology shift
- Social



METRICS & FUNNEL



Users



Books/wishes registered



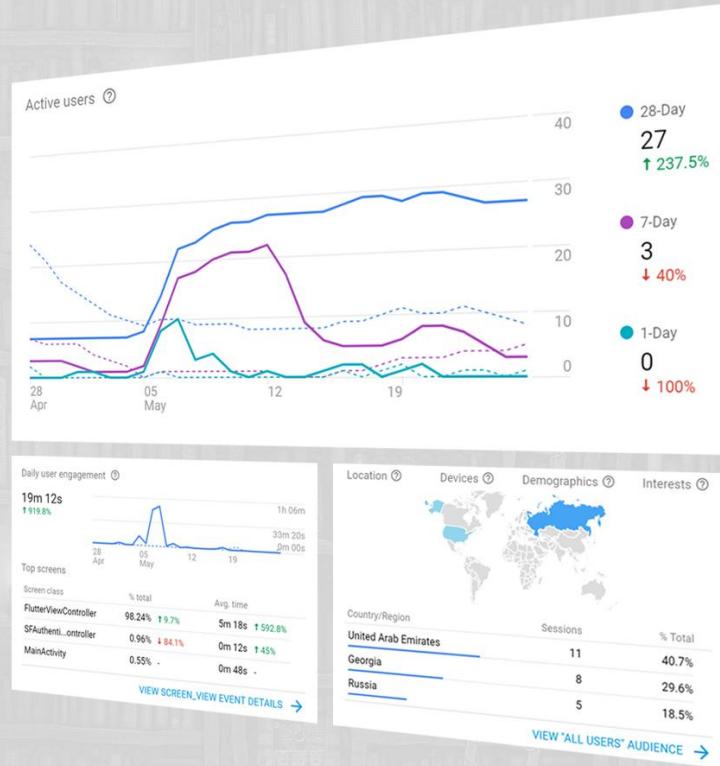
Book handovers



Paid subscriptions



CAC, ARPPU



LOOKING FOR CO-FOUNDER



Self-funded, multi-talented:
marketing, legal, UI-design



MOBILE & WHATSAPP

+995 599 002 198



E-MAIL

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DENIS STARK

EFFICIENCY

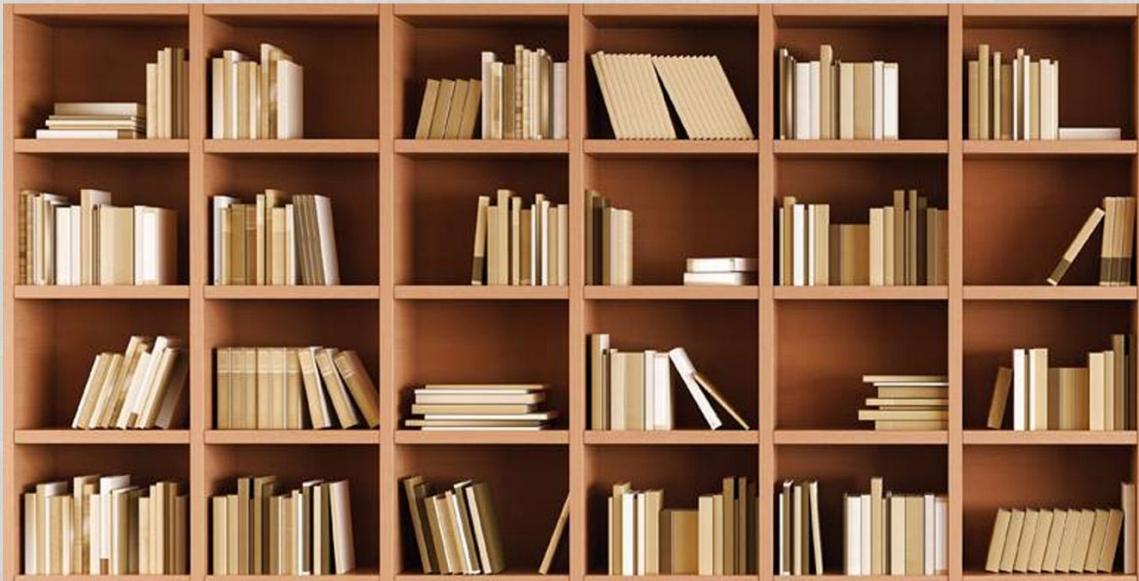
IMAGINE

you have 100 houses
and live in only one of them



EFFICIENCY

IS IT APPLICABLE TO BOOKS ?



PAPERBACK BOOK MARKET

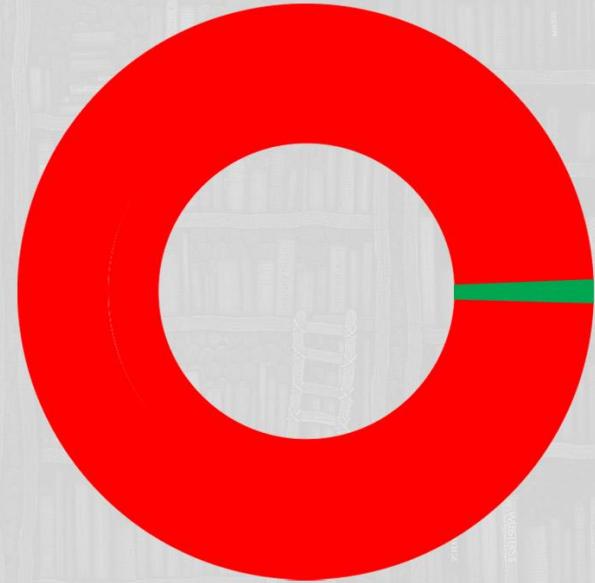
ESTIMATED MARKED SIZE

\$122B



EFFICIENCY OF **1%** MEANS

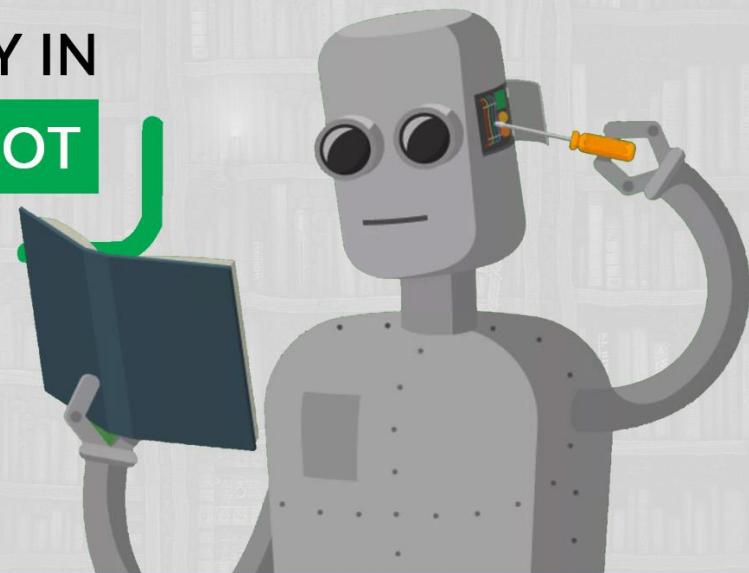
\$120B IS WASTED



CONVENIENCE

Computer vision and machine learning
make it possible to

CATALOGUE YOUR LIBRARY IN
ONE PHOTO SHOT



COMMUNITY

IT'S A COMMUNITY ORIENTED TOOL

That's there **trust** is already exist
and people meet each other regularly



Universities



Offices



Neighborhoods



Theme communities