Quino

Making Education More Compatible with the **Next Generation**

Problems

Top 3 problems that make higher education institutions

Rapid changes in courses

Teachers struggle with course development which can be rapidly changing in today's world

Learning has changed + AI

The way students study and pay attention has changed in the last decade and many institutions don't know how to handle or integrate AI

Limited personalization

Limited personalization causes overwhelming in educators' work when trying to manage a course with hundreds of students

Problems

What does it mean financially?

High non-completion rate

The average in the Western world is about 30–35% depending on the country.
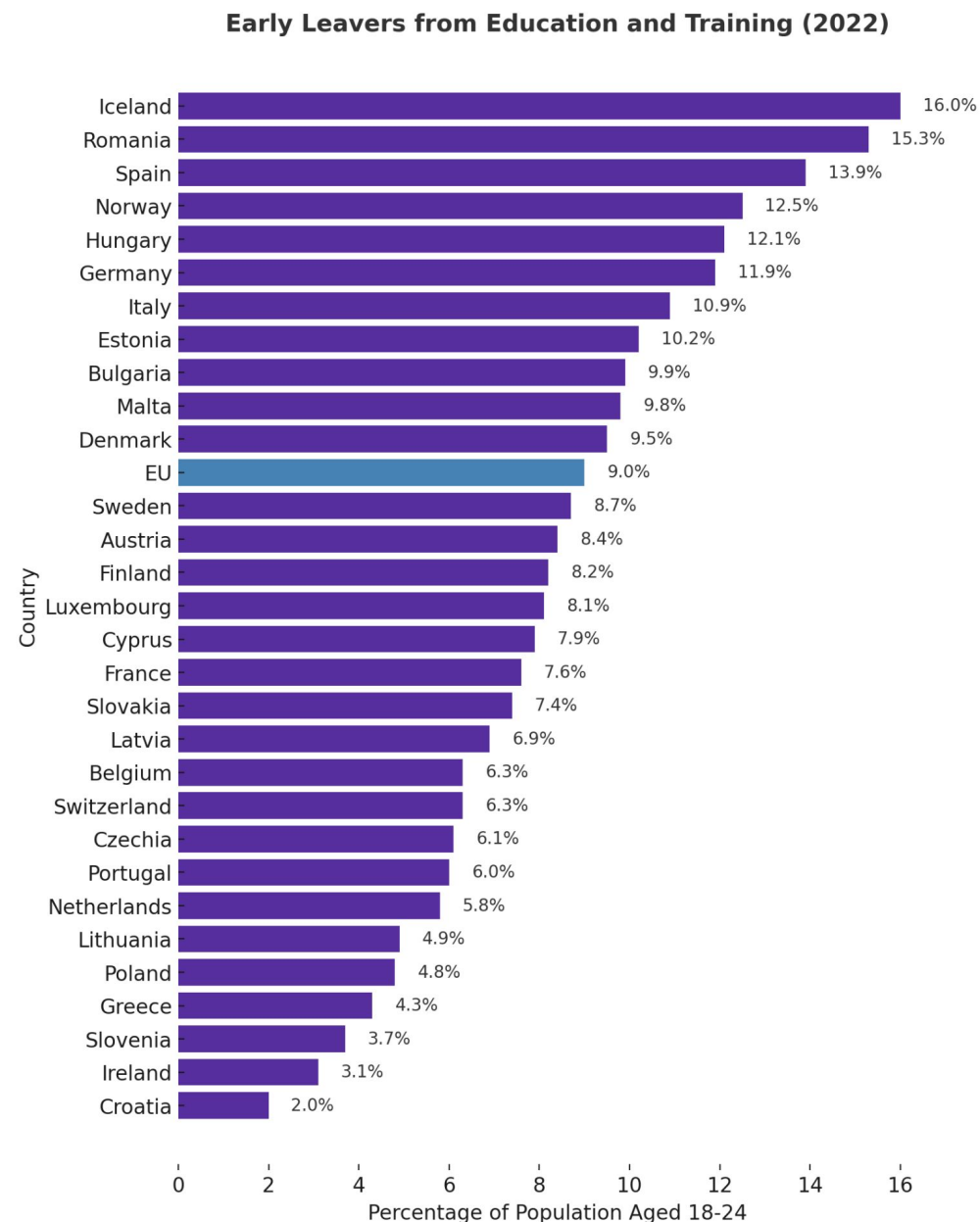
Dropout rate year-to-year

The EU Y2Y dropout averages at about 10% in 2023.

Financial loss for institutions

Even a 5% dropout rate at 10k student with a $2k semester tuition fee could cause a loss revenue of about $2M per year

Sources:
https://www.frontiersin.org/journals/education/articles/10.3389/feduc.2023.1159864/full

Early Leavers from Education and Training (2022)

Country	Percentage
Iceland	16.0%
Romania	15.3%
Spain	13.9%
Norway	12.5%
Hungary	12.1%
Germany	11.9%
Italy	10.9%
Estonia	10.2%
Bulgaria	9.9%
Malta	9.8%
Denmark	9.5%
EU	9.0%
Sweden	8.7%
Austria	8.4%
Finland	8.2%
Luxembourg	8.1%
Cyprus	7.9%
France	7.6%
Slovakia	7.4%
Latvia	6.9%
Belgium	6.3%
Switzerland	6.3%
Czechia	6.1%
Portugal	6.0%
Netherlands	5.8%
Lithuania	4.9%
Poland	4.8%
Greece	4.3%
Slovenia	3.7%
Ireland	3.1%
Croatia	2.0%

Percentage of Population Aged 18-24

Source: Eurostat

Quino breaks down **complex topics** to **fun micro-learning games** that you students can use even while **OTG** 🚐 or even during **a quick break** 🚽 .
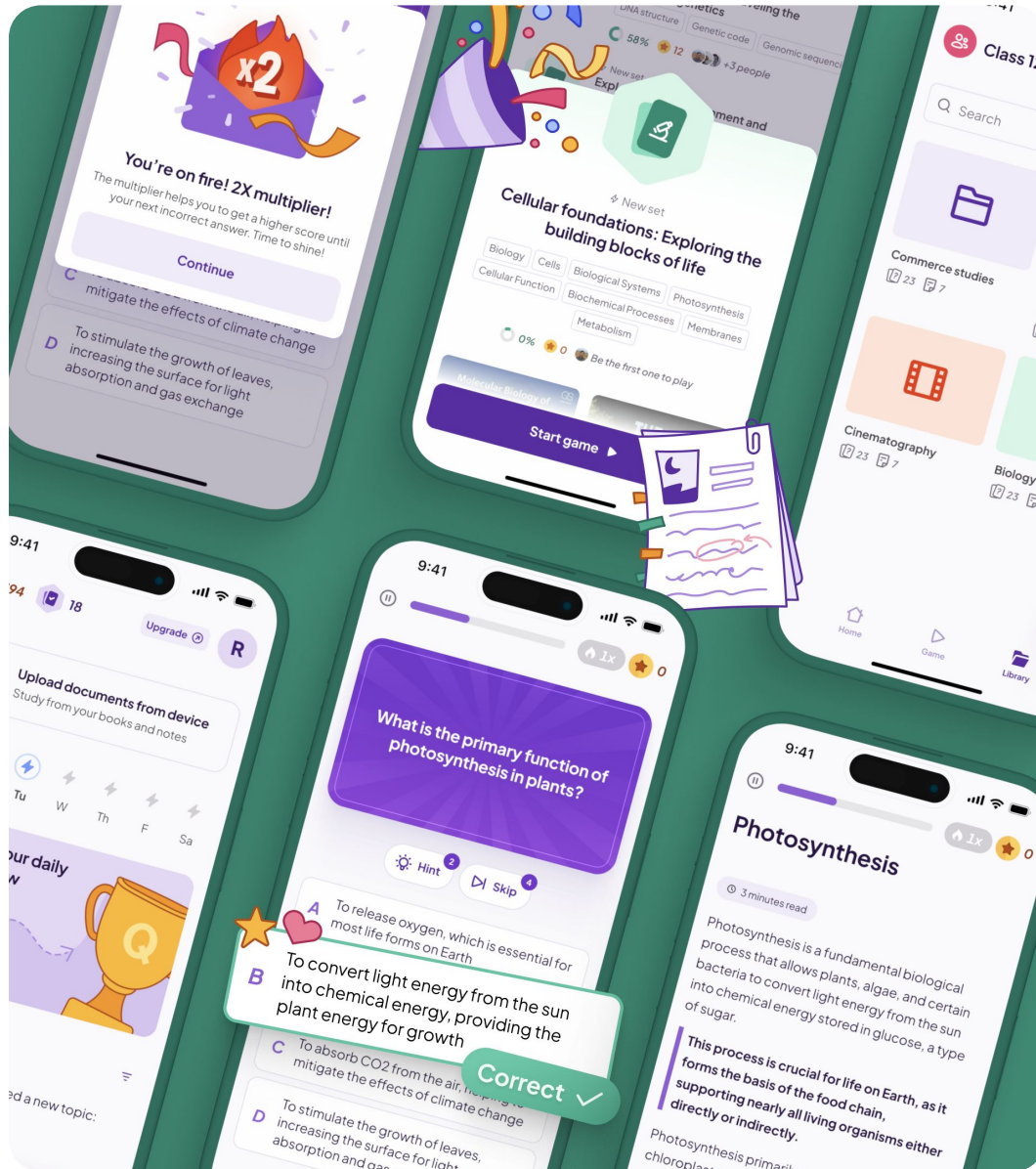
How Quino aims to solve this problem?

Quino manages **systematic learning** for your students

From **uploading your learning materials** to **help in grading**

Weekly **micro-learning challenges** from the educator's **own sources**

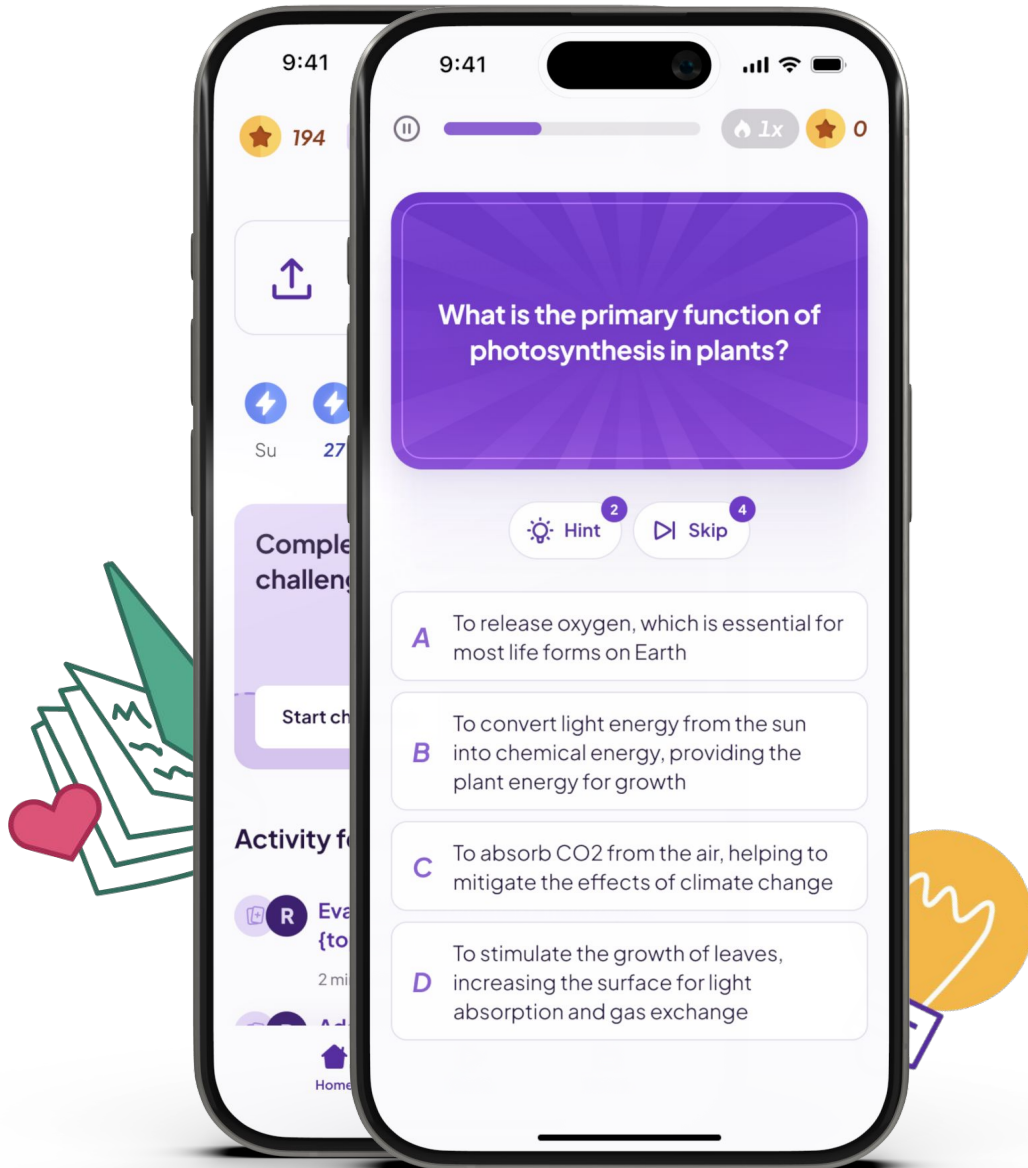Streak system, **gamification**, rewards

How Quino reforms education?

Create fun **mini games** instantly based on **your own education materials.**

Let your students study on the go **with bite sized, personalized** lessons.

Control their **learning journey** with Quino's admin interface on the web

194

1x   0

What is the primary function of photosynthesis in plants?

Hint 2   Skip 4

A To release oxygen, which is essential for most life forms on Earth

B To convert light energy from the sun into chemical energy, providing the plant energy for growth

C To absorb CO2 from the air, helping to mitigate the effects of climate change

D To stimulate the growth of leaves, increasing the surface for light absorption and gas exchange

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Home

Competitors

What do we offer that none of these AI or EdTech companies have?

- Most of the educators that we talked to complained how their **students got bored** of Kahoot! and Gimkit already.

- A **continuous interaction** with learning materials that connects students with educators is Quino's vision.

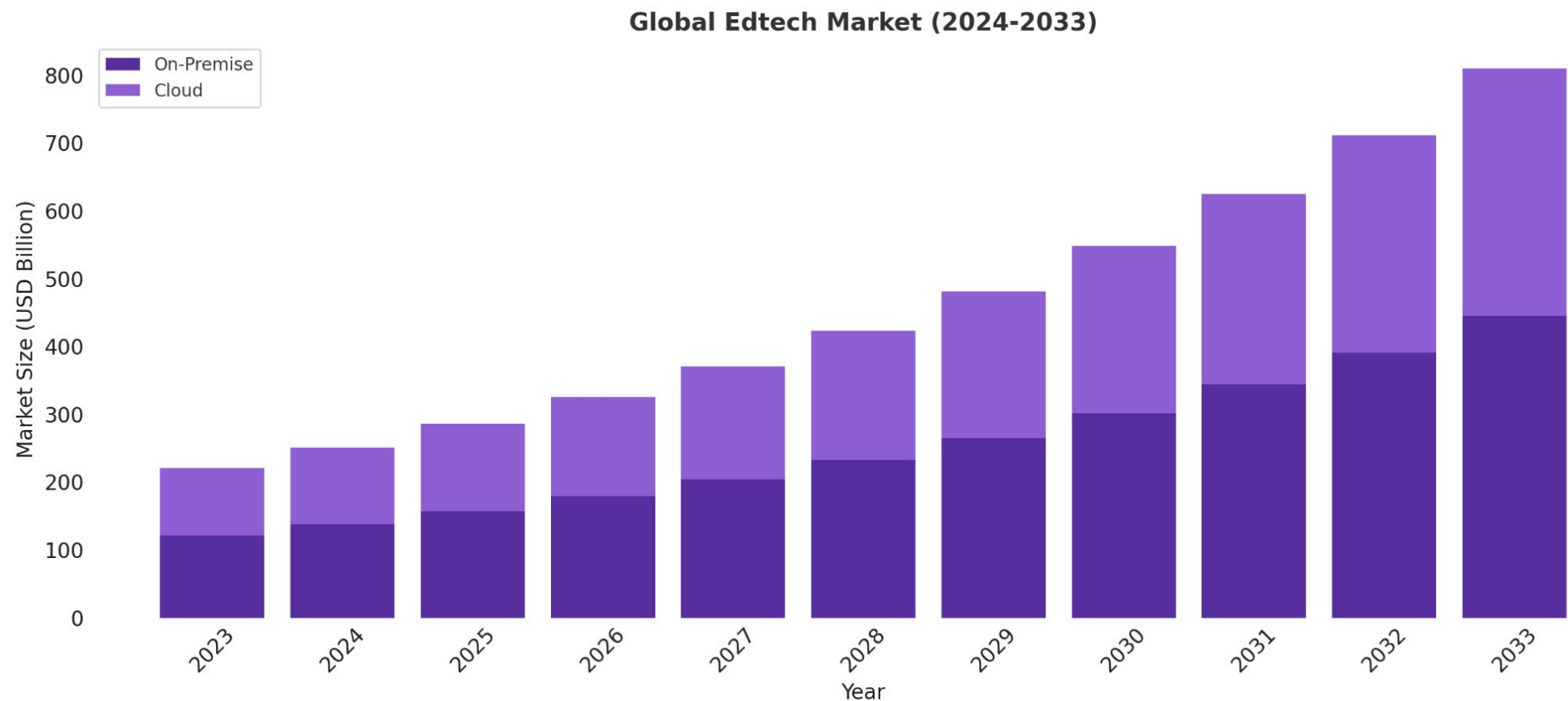GIMKIT

QUIZIZZ

Kahoot!

MAGIC SCHOOL

Quizlet

StudySmarter

Why now?

In the **age of information,** people need help **navigating the noise.**
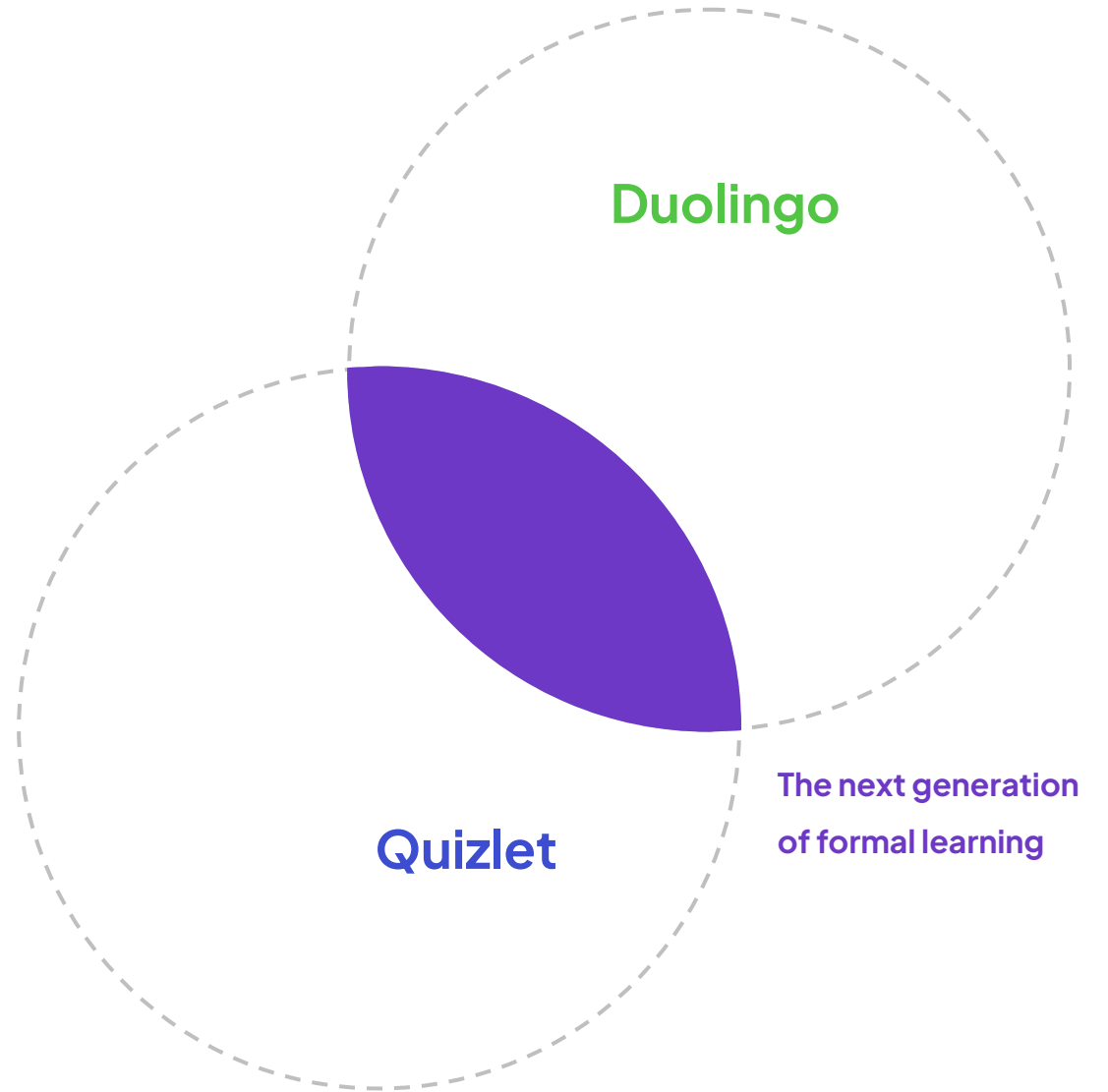
NLP technologies 40.4% CAGR
Edtech 14.6% CAGR
Productivity software 13.8% CAGR

Global Edtech Market (2024-2033)

Positioning

Quino aims to revolutionize the **next generation of formal learning in higher education** and later in K-12.

Duolingo

Quizlet

The next generation of formal learning

Demand and Traction

Quino launches pilots and collaborations in multiple countries and institutions

Monetization

Free Pilots

$0

One free semester for the university

We provide every feature for free so they can commit to Quino

We provide every feature for free so they can commit to Quino

Institutional Plan

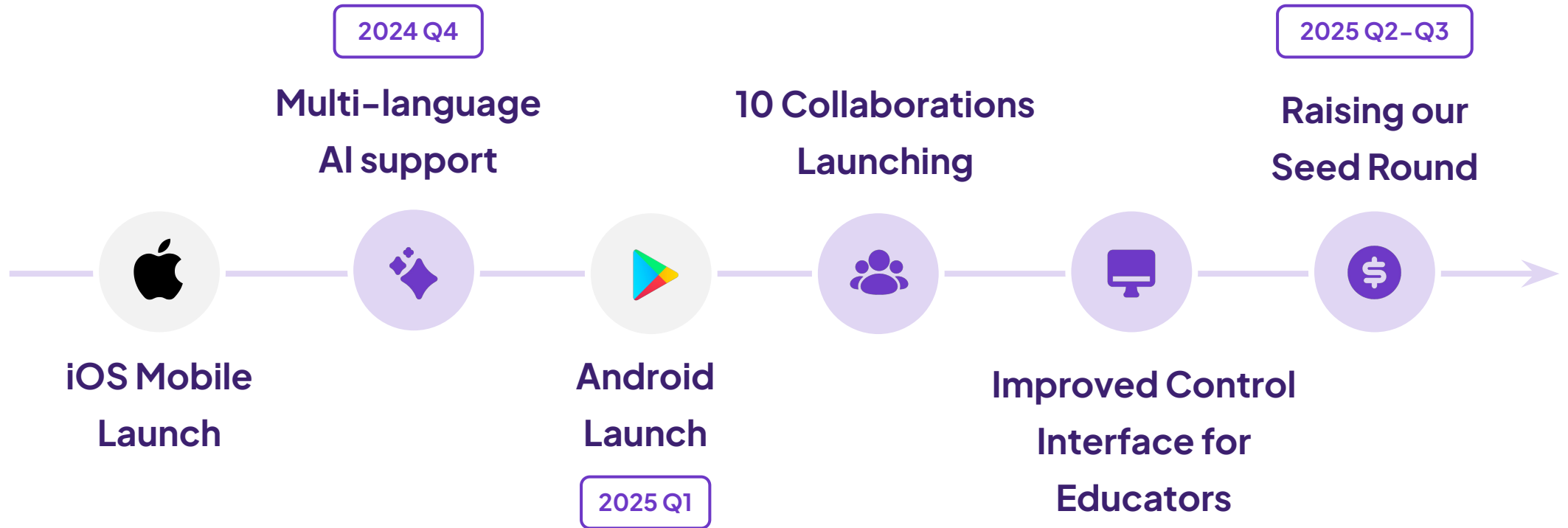### $ 5 / educator / month

Unlimited hints, skips, and explanations

Unlimited uploads & exports in multiple formats

Unlimited FDS, chat, flashcards, voice

Development and Business Roadmap

iOS Mobile Launch

2024 Q4

Multi-language AI support

Android Launch

2025 Q1

10 Collaborations Launching

Improved Control Interface for Educators

2025 Q2–Q3

Raising our Seed Round

Team

An experienced team behind the product...

Tamás Imets
CEO

Ex-Robotics
Engineer

Ákos Jakub
CTO

Ex-Morgan Stanley
Quantitative Analyst

Paul Boylan
COO

Chief of Staff

Gergő Sebestyén
CFO

Ex-OTP Bank Asset
Manager

The Ask and Use of Funds

We have to raise funds to keep up with the demand:

Seeking 💰 $1.5M to. . .

- Grow in the CEE region
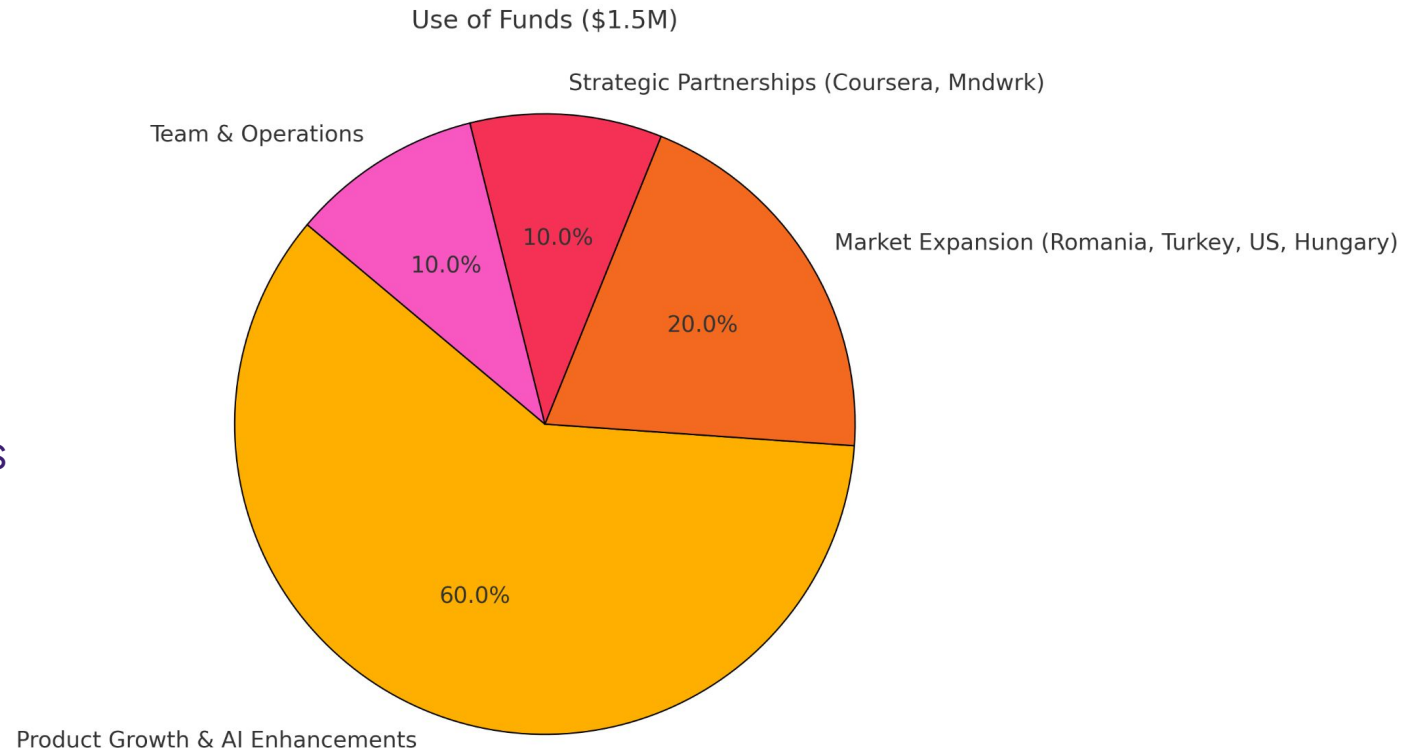- Start expanding in the US and MENA
- Improve our product and features

Use of Funds

60% Product Growth & AI Enhancements

20% Market Expansion

10% Strategic Partnerships

10% Team & Operations

Use of Funds ($1.5M)

Strategic Partnerships (Coursera, Mndwrk)

Team & Operations

Market Expansion (Romania, Turkey, US, Hungary)

10.0%

10.0%

20.0%

60.0%

Product Growth & AI Enhancements

Contact

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