Hibar.ai

Personal Intelligence

April 26, 2025

AI Acceleration

Companies in the AI space are achieving $100M in ARR in record time...

First: models; **then:** tooling; **now:** <u>verticals</u>

OPEN AI	Together AI	Cursor
4	**10**	**12**
months	months	months

Q: **What AI company will next reach $100M ARR in its first year, with a trajectory to double again in the next?**

HIBAR AI

Next fastest to $100M ARR. New model, for a new era.

Hibar.ai is shattering the old "one-size-fits-all" playbook with autonomous learning agents that continuously map each learner's goals, mastery gaps, and motivation, then design, deliver, and refine micro-paths in real time—giving teachers super-powers to deliver measurable outcomes like never before.

The result is a living, self-optimizing curriculum that scales expert-level instruction to millions while freeing educators to focus on high-impact coaching.

We scale through value added resellers (VARs) already selling to hundreds of institutions, harnessing their proven multi-year relationships and client retention dynamics

AI Education

AI is transforming every aspect of society.

Every educational institution is now scrambling to best prepare for the AI turmoil impacting 2/3 jobs worldwide while also continuing to attract the best students and compete in the market.

VARs

Need a reliable, expandable platform that satisfies the insatiable demand for AI-driven learning systems, that they can not only support but customize and leverage for continual upselling.

Schools

Are desperately competing for students based on AI-readiness and sophistication. Schools will live or die based on how they are perceived to be delivering the cutting edge AI systems necessary for student success.

Students

Independent school students are selective in school choices based on track record of reputation and modern approaches to learning. Only Hibar provides the proven outcomes and continually improving algorithms that deliver consistent success.

Solution

a new agentic learning platform.

Multiplying not Replacing

Platforms that upskill and empower teachers, rather than seek to replace them, are most in demand. Hibar is the fastest growing solution in the category.

Hibar cuts tutoring costs from $ thousands/student per year to sub $20/student per year, with a target in the coming years of under $10/student per year..

Purpose: to ensure every student in the world has an AI tutor at their fingertips.

AI-generated Question Recommendation   Context-based Search with Intent Identification
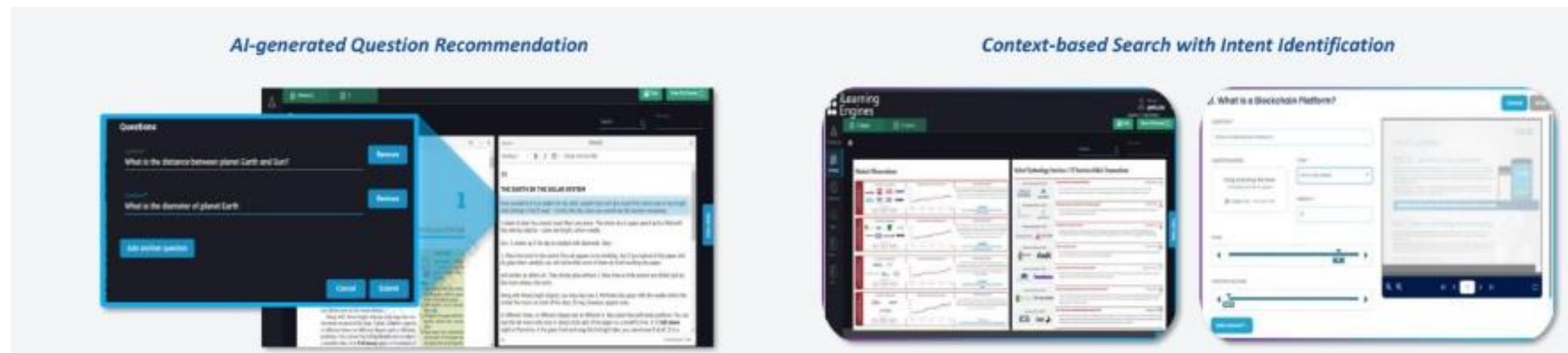
Product

TRADITIONAL SCHOOLS → "AI SCHOOLS"

AI is driving a tectonic shift in education as impactful as electricity or the printing press. Hibar brings AI tutoring and value-added services to schools, helping them to become **certified 'AI Schools'**, dramatically improving their measurable outcomes and allowing them to compete more effectively.
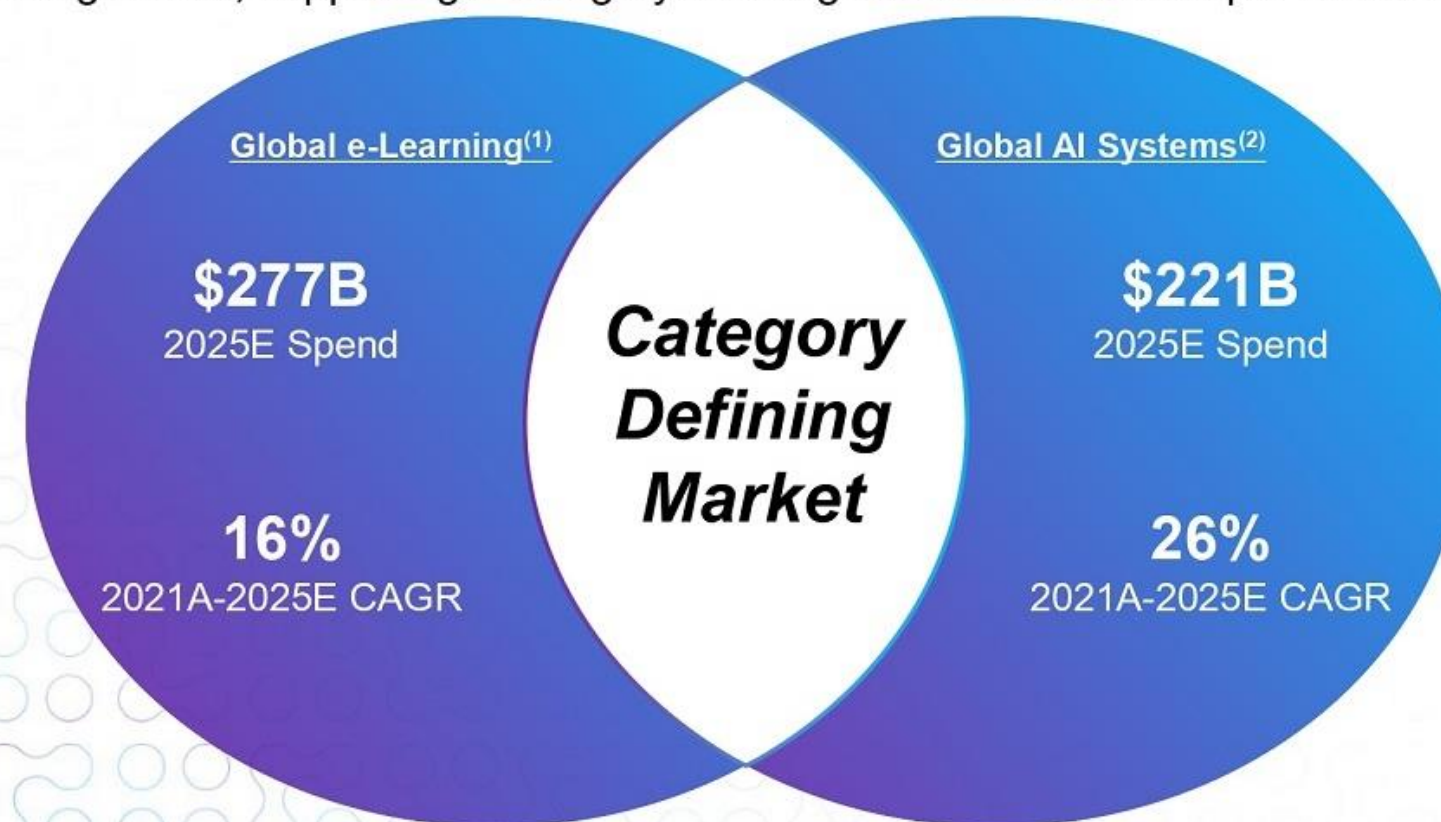
The Hibar platform includes:
- Curated learning journeys for individuals using advanced AI models
- Captures event triggers to deliver learning assets to employee and partners
- Automates workflows and deliver learning into enterprise processes
- Organizes and collate content using Smart AI tagging
- Builds a repository of detailed reports for learners, trainers and managers
- Marketplace of continuously updated courses, agents, tutoring modules, collaborative learning apps, and content from partners.
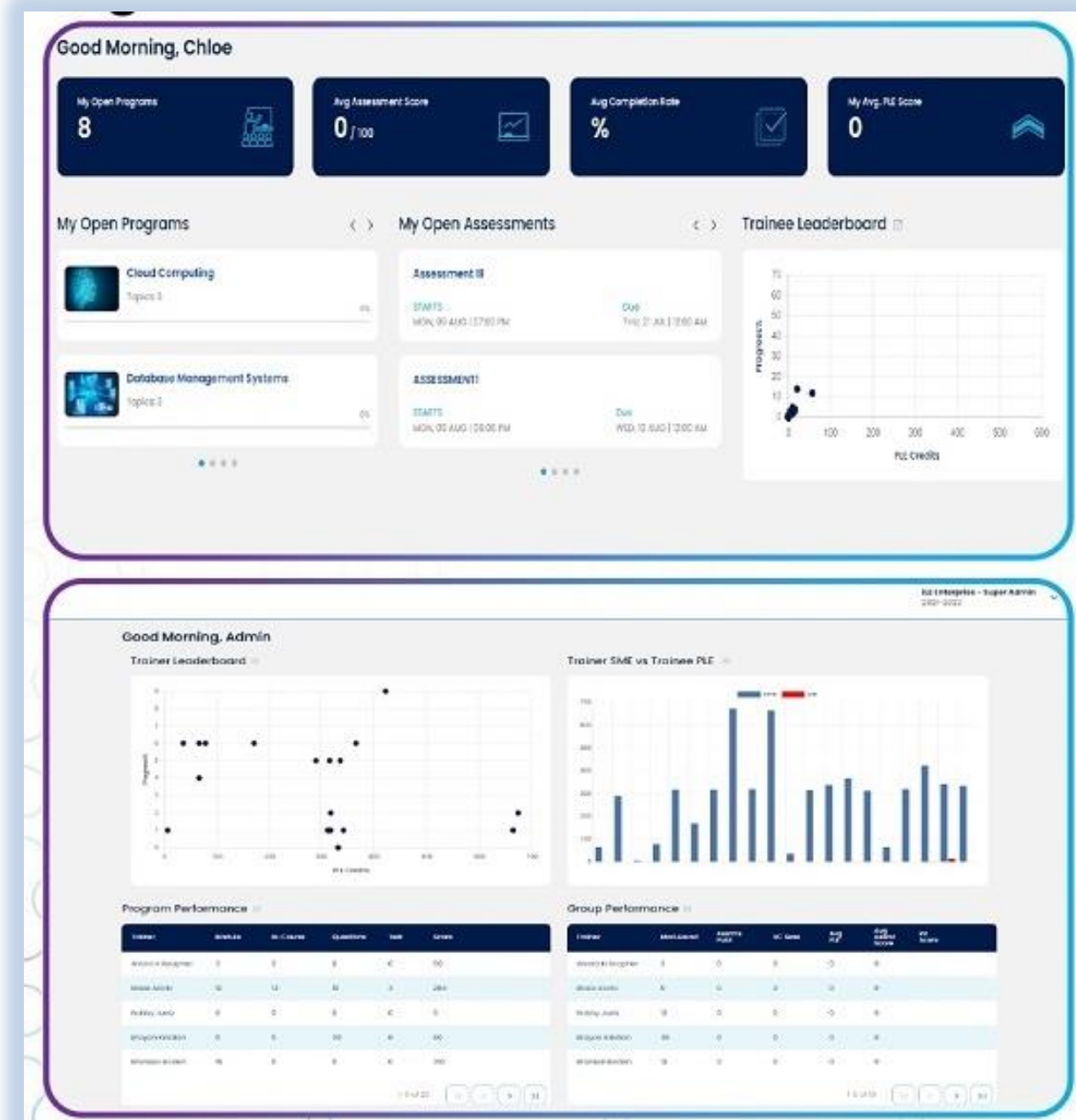
Market Size

Learning Automation is at the intersection of two accelerating markets across global e-learning and AI, supporting a category-defining market across multiple industries

Global e-Learning(1)

$277B
2025E Spend

16%
2021A-2025E CAGR

Category Defining Market

Global AI Systems(2)

$221B
2025E Spend

26%
2021A-2025E CAGR

(1) Technavio Global e-Learning Market (2021)
(2) IDC MaturityScape: Artificial Intelligence 2.0 (May 2022)

Even with rapid uptake, AI still touches <10 % of **global education spend**. The S-curve has only just entered its steep middle phase.

Market Momentum

227 Billion

The global AI-in-education market is forecast to **quadruple by 2030**. Hibar plays at the intersection of Global e-Learning and the mass adoption of AI systems. Global Market Insights Inc.Grand View ResearchGrand View Research

Worldwide Market

1.4M Schools in India

... require an in-house tutoring solution. Hibar will be far and away be the leading provider in the sector, expanding rapidly to other regions (Middle East, Africa, etc.) where initial VAR negotiations have already started. In Asia Pacific alone, over 550M students require the kind of solution that Hibar uniquely provides.

Teachers Racing to Keep Up

84% of Educators

A 2024 national poll found 84 % of U.S. educators **already** using AI in the classroom, and Microsoft's global survey reports **47 % of education leaders use AI tools every day**. There is insatiable demand for Hibar's platform, uniquely tailored to the specific curriculum and standardized tests.

Business Model
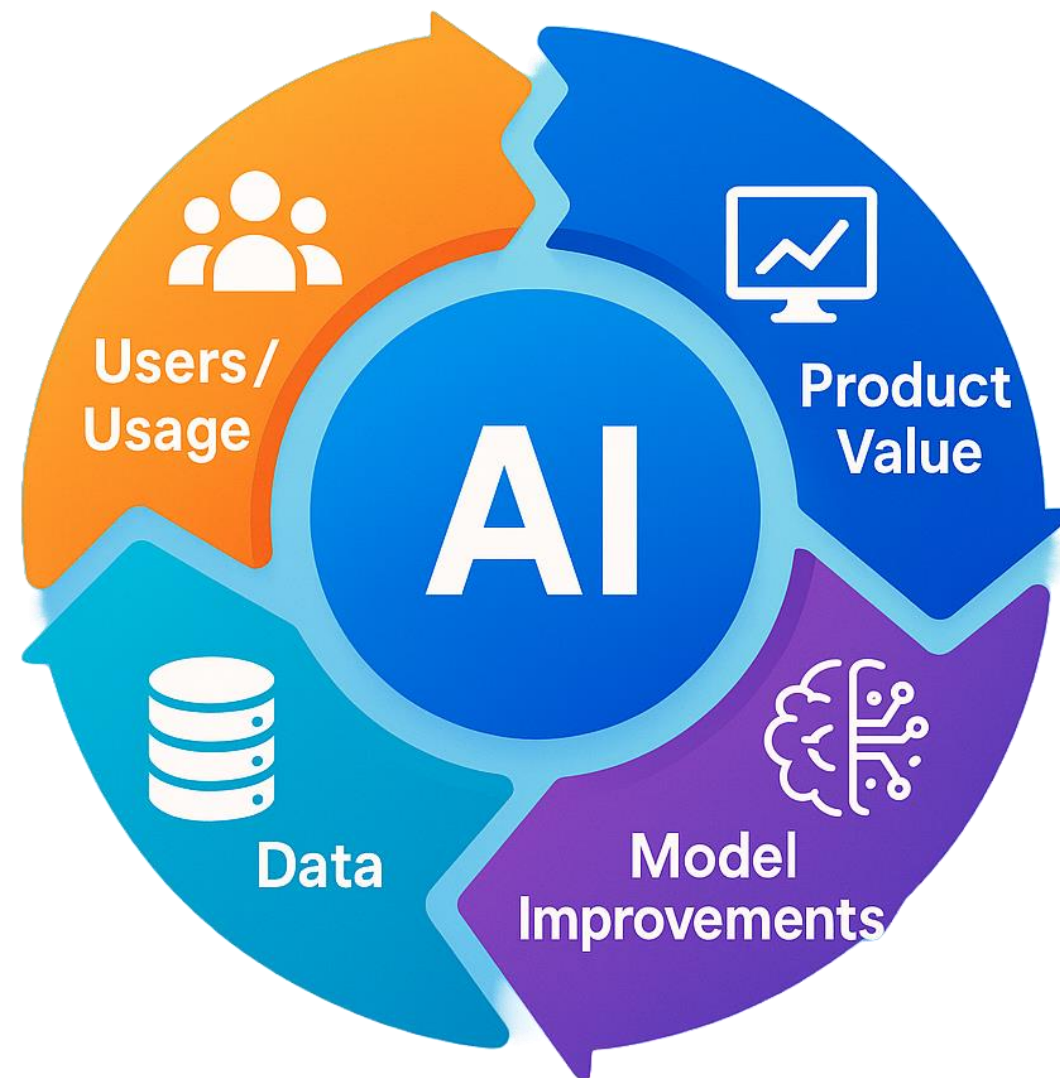
Hibar has built a revenue flywheel with algorithms that improve with every customer, locking in distribution that expand customers and upsell channels.

Product-Market-Fit

Hibar targets grades 7-12 and undergrad degrees, providing a tutoring solution for every course in the curriculum, as well as vocational test prep. These are additional sources of revenue for the education institutions from existing students.

Hibar's VARs are the most well-known tutoring companies in each region, that use our AI platform to replace current out-of-school test prep offerings that cost $1000+/student/year.

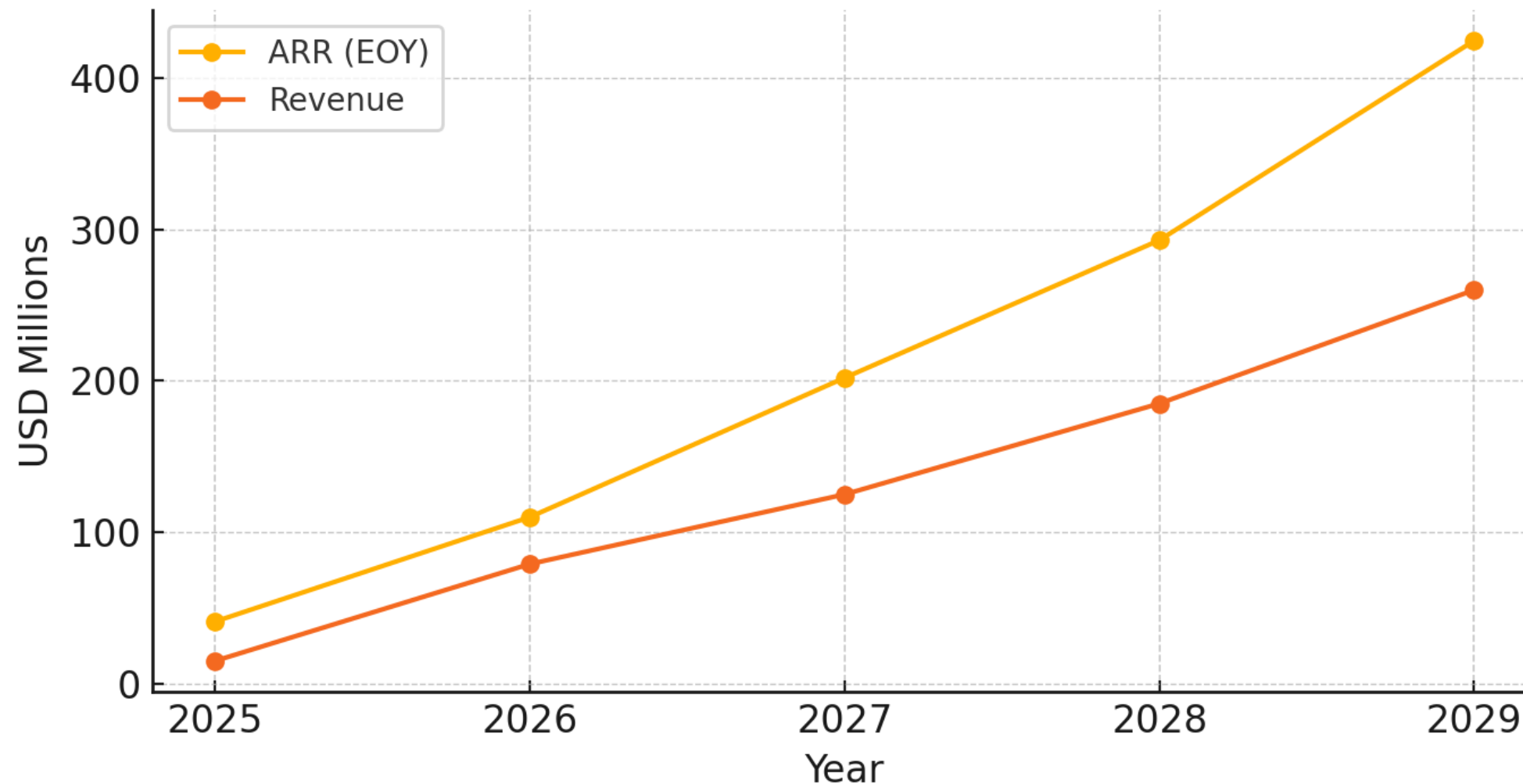In our customers, every student has an out-of-school tutor. Before now, schools didn't have the capability to deliver a quality tutoring solution. Hibar's AI platform produces a 140% net dollar retention, with near zero annual churn.

HIBAR AI

Market Traction

Hibar has locked-in highly defensible distribution channels via long-term contracts with Value Added Resellers (VARs), resulting in mass adoption of its marketplace into the daily operations of thousands of school systems. The result is a continuous sales motion that grows as each VAR increases its school count, and as each school adopts more freemium offerings.

ARR vs. Revenue Forecast (2025-2029)

Legend: ARR (EOY), Revenue

Y-axis: USD Millions (0, 100, 200, 300, 400)
X-axis: Year (2025, 2026, 2027, 2028, 2029)

Y/Y Growth Rate

+45%

Each VAR will conservatively grow 45% annually, by onboarding more schools already under contract.

Upsells

+15%

Hibar's freemium model exploits its proprietary distribution with instant access to new, personalized offerings at no cost before subscribing.

EBITDA

+15%

Hibar achieves 15% EBITDA with low overhead and automation of its own operations, even as ARR grows to hundreds of millions over 24 months.

HIBAR AI

5 Year Forecast

Starting now (likely 50M+ ARR in calendar year 2025)

Already verbally committed

Metric	2025	2026	2027	2028	2029
ARR (EOY)	41.0	110.0	202.0	292.9	424.7
Revenue	15.0	79.0	125.0	185.0	260.0
COGS	3.0	15.8	25.0	37.0	52.0
Gross Profit	12.0	63.2	100.0	148.0	208.0
Operating Expenses	9.8	51.4	81.2	120.2	169.0
EBITDA	2.2	11.8	18.8	27.8	39.0

In 2025:

| Var Count |
| Total schools Systems |
| Total Student Licenses |

5 initial VARs

300-500 Schools

3M-5M Licenses

Five Year Goal:

100M Licenses @ $10/year +

App Store upsells

Our Team

Hibar's proven team is driving one of the world's fastest growing AI startups, with the experience and talent to grow and manage global operations.

Behind its seasoned management, Hibar has a team of top engineers and subject matter experts, and a pipeline of known hires for the coming year.

Salim Ismail

Eric Pulier

Greg Pulier

Already On Board:

- Chief Architect
- Onshore and offshore engineering teams
- AI experts
- Project Management
- Product Management
- Support Leads
- Business Development
- Sales

Identified for onboarding:
- Engineering expansion
- Sales expansion
- Dev/Ops & Security
- General Counsel
- Account Management
- Partner Management

HIBAR AI

Thank You

Hibarl.ai has built a defensible, recurring revenue business model in one of the fastest growing market segments– AI automation for learning-- with plans to expand to multiple verticals in the years ahead.

It's time to raise the bar.

⊙ address

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