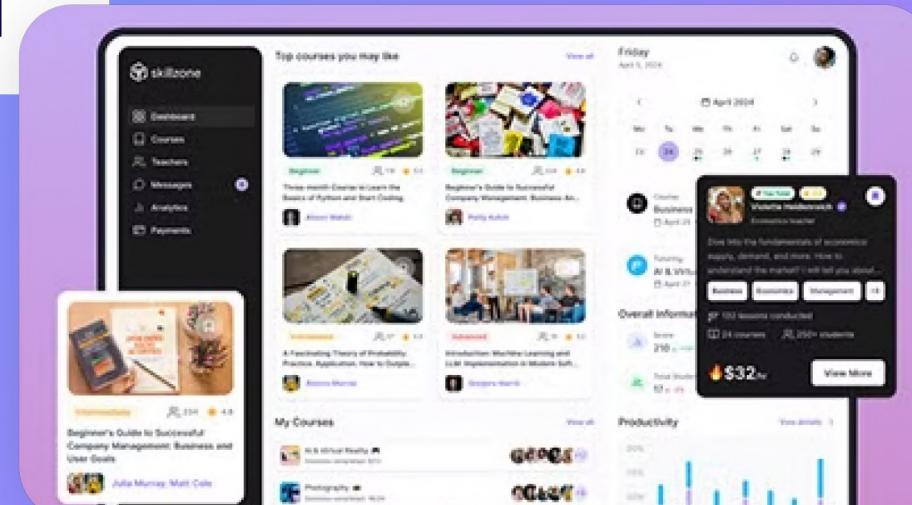
REANSTARTUP

OCT 31 2024

## LEARNING PLATFORM





#### THE PROBLEM

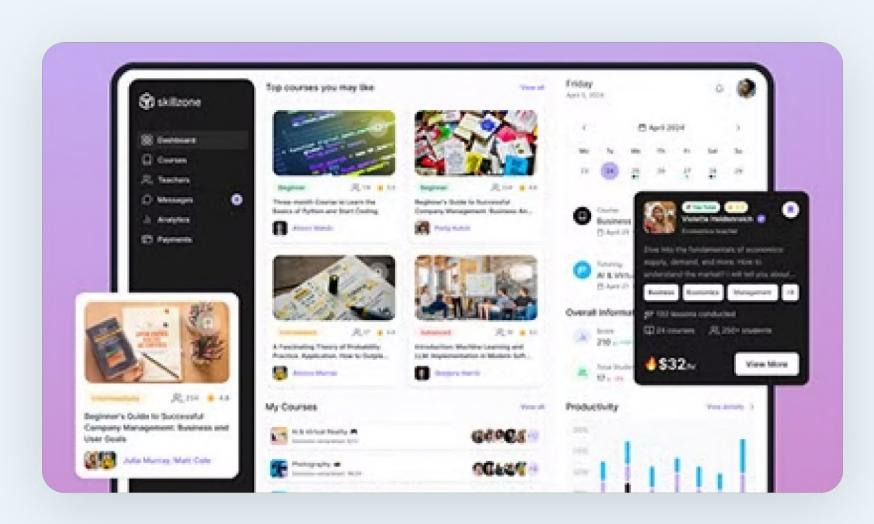
- Lack of access to quality content and lectures
- Affordability
- Lack of motivation
- No progress tracking

#### **VALUE PROPOSITION**

- Quality Content and Lectures
- Affordable Price
- Encouragement
- Progress Tracking



## **Business Model**



#### Freemium

Provide free contents and subscription for premium features



#### **Merchandise Sales**

Directly sell school equipments and books



## Revenue Stream

#### Freemium

Provide free contents and subscription for premium features

Premium Features		
<ol> <li>All previous exam paper</li> <li>Lecture content from top lecturers</li> </ol>	<ul><li>3. Tip &amp; Trick to do better</li><li>4. Progress Tracking</li></ul>	
Monthly	Yearly	
\$0.99	\$9.99	



## Revenue Stream

**Merchandise Sales** 

Directly sell school equipments and books





#### MARKET OPPORTUNITY

## student In 2024, There are 106,351 students participate in the BACII exam.

Number of Grade 12

# Expected Average Revenue per student: 15\$/year





#### TARGET CUSTOMER



## Grade 12 Student



Outstanding student



Competitive student



Digital oriented



## Public/Private School



Referrals



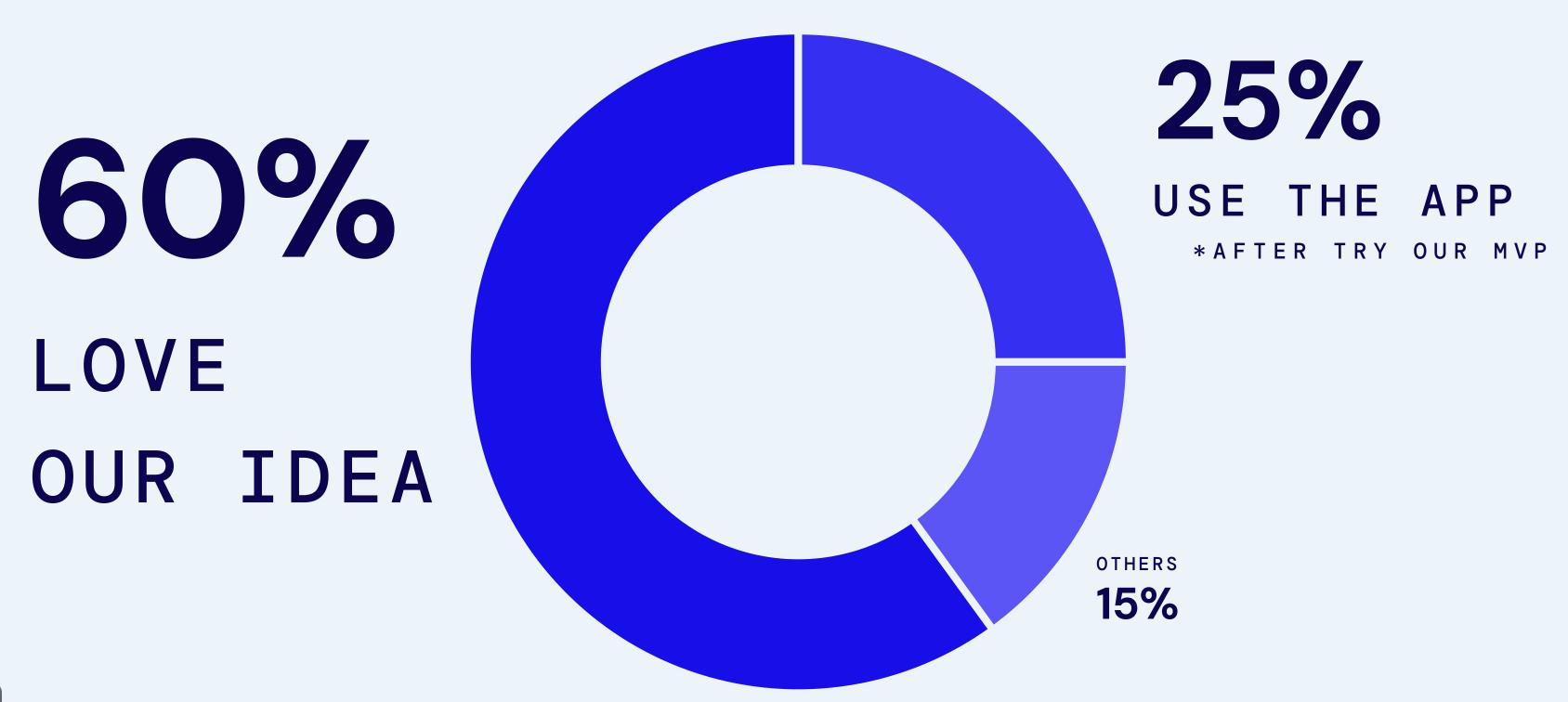
**Direct Sales** 



**Events** 

#### MARKET VALIDATION

## Grade 12 Student survey





#### **MARKET STRATEGY**

## Direct Target · Partnership

By targeting outstanding and competitive student

Faster adoption and achieve great success stories

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Provide Free subscription for potential students

#### Partnership with school

Build credibility and increase the reach of our platform

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Provide Commission to school for every subscription made by their students



#### **COMPETITOR ANALYSIS**

## Why our learning platform is better?

Online Exercises Digital Platform **Progress Tracking** Encouragement **Learning Platform**  $\otimes$  $\otimes$ Tesdopi  $\otimes$ E-school Cambodia (X)**Extra Courses** 



#### **FUTURE PLAN**

How We Develop Success

YEAR 1	YEAR 2	YEAR 5
Focus on	School Partnership	Reach All Students in
Direct Target	with Private School	Phnom Penh and Provinces
Create Success Story	Test Merchandise Sale	
Content	(Sourcing and sale)	Partner with All Top Private Schools
Improve Functionality	Attract Popular	
and Content Quality	Lecturers	The Best Education App