



## EXECUTIVE HIGHLIGHTS

### INVESTMENT DECISION

**Invest**

Confidence: 78

### COMPOSITE SCORE

**74**

Portfolio Percentile: Top 30%

### OVERALL RISK

**4.8**

Key Concerns: Data  
compliance, Sales cycle  
length

### INVESTMENT THESIS

Scalable platform with differentiated AI tutoring IP.

### RECOMMENDED ACTIONS

- Commission privacy audit
- Pilot in Singapore schools

## TECHNOLOGY OUTLOOK

### Synopsis

Adaptive AI tutoring with  
curriculum-aligned content.

### Highlights

Reinforcement learning tutor

Real-time analytics

### Gaps & Dependencies

- Limited STEM coverage

### TECHNOLOGY READINESS INDEX

**82**

Derived from architecture maturity & delivery  
benchmarks

MARKET INTELLIGENCE

Total Addressable Market	\$3.8B TAM (K12 APAC)
Growth Outlook	17% CAGR (2024-2028)
Competitive Density	Moderate density; legacy LMS incumbents
Analyst Commentary	High growth in hybrid learning spend across East Asia.

DEMAND DRIVERS

- Curriculum digitization mandates
- AI-first parenting trend

MATERIAL RISKS

- Regulatory scrutiny on student data
- High onboarding friction

COMPETITIVE LANDSCAPE

COMPETITION INTENSITY (1-10)  6  Converted to percentage for visual uniformity	STRATEGIC POSITIONING  Niche Market  Relative to incumbent offerings	MOAT COMPOSITE  6.5  Aggregate of technology, brand, network assets
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Company	Summary	Category	Overlap	Stage
LearnNova	AI LMS for public schools	B2G	Medium	Series B
TutorPulse	One-on-one AI tutors	B2C	Low	Series A

STRATEGIC RECOMMENDATIONS

- Strengthen channel partnerships
- Expand curriculum coverage

INVESTMENT SCORECARD

Dimension	Score	Max	Coverage
Educational Efficacy	18	25	
Market Traction	12	20	
Team	15	20	

RISK REVIEW

- Market Risk — level 5 | likelihood Medium | impact High

- Technology Risk — level 3 | likelihood Low | impact Medium

Edutech Lighthouse Strategic Review · Proprietary & Confidential · All figures subject to validation. Independent verification advised prior to investment commitment.