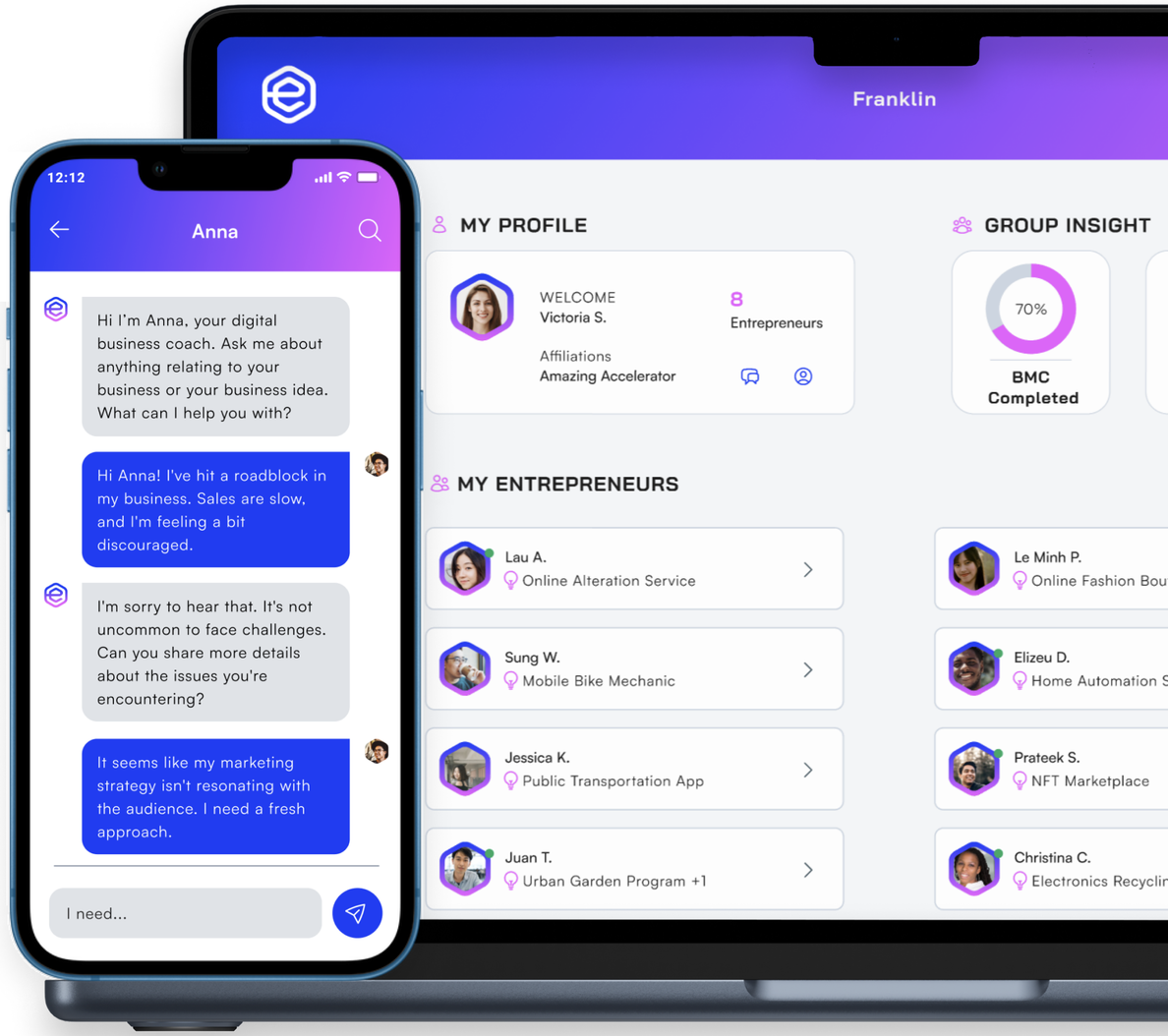
Edventures

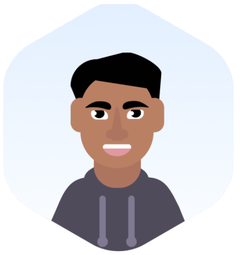
Empowering the World's Budding Entrepreneurs through Personalised Entrepreneurship Coaching and Learning



We Are a Team of Young, Hungry, Yet Experienced and Skilled Entrepreneurs - Building For Entrepreneurs

Alexander Zahari 🇬🇷 🇩🇪 🇭🇺 / 🏡 🇸🇪
Founder and Product Visionary

BSc Econ. and BA Psychology. 12+ years of grassroots entrepreneurship coaching and community building. A decade of lived experience including 2 prior startups. Coached over 100 businesses in Europe and Asia. Deep expertise in global entrepreneurship ecosystems and related issues for budding entrepreneurs.



Aadarsh Verma 🇮🇳 / 🏡 🇮🇳
Co-founder and Lead Engineer

BSc Data Science at IIT Madras. 4+ years experience designing and building full-stack applications, including LLM applications. Entrepreneurial experience with a strong understanding of end-user needs. Winner of multiple national hackathons hosted by Google and Samsung, among others.

Bhagya Amarasinghe 🇱🇰 / 🏡 🇱🇰
AI and Backend Engineer

MSc Adv. Software Eng. from the University of Westminster. 5+ years of cloud and DevOps experience, specialising in AI/ML infrastructure. Led engineering teams at DigitalOcean and Codegen, architecting scalable cloud solutions. Entrepreneurial experience as Founding AI Engineer at Proqio, building GenAI solutions for critical infrastructure.

Cheryl Li 🇨🇳 🇺🇸 / 🏡 🇺🇸
Product Designer and Flutter Engineer

Double BSc in Comp. Sci. and Econ. from Duke University. 7+ years of artistic training and 3+ years of software development experience, bringing both design and coding skills. Entrepreneurial experience from co-founding a music booking agency. Experience from AWS and Fidelity on user-focused software projects.

Entrepreneurship Support is Inaccessible and Inequitable, Leaving 550 Million Budding, Potential Entrepreneurs Behind

1. Ambition and Potential

- 550M potential & budding entrepreneurs globally
- High demand to become entrepreneurs
- +34M entrepreneurs in OECD if better supported

2. Global Access Gap

- Ecosystem geared only to top % and startups
- Exclusion by design = prestige
- 90-95% excluded from support
- Insufficient capacity, fragmented support
- Unequal opportunities and access

3. Lost Output, Increased Instability

- 75M of global youths (25%) are Not in Education, Employment or Training (NEET)
- Annual cost of €153B in Europe alone
- Career, income loss and increased mental health risks
- Social and economic instability - leaving younger generations behind

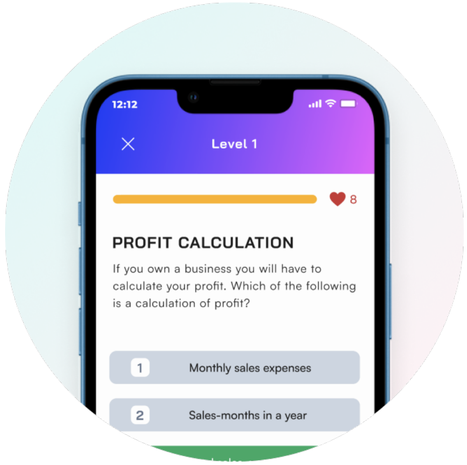
Sources: The ILO, The UN, OECD, Eurofund, Global Entrepreneurship Monitor (GEM) Global Reports (2018-24)

Solution: Making Entrepreneurship Accessible to Everyone

Anna

Conversational AI for entrepreneurs

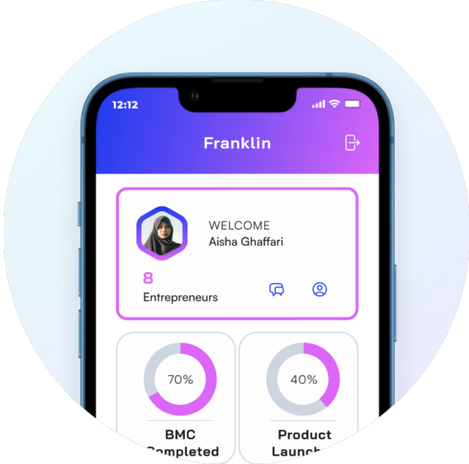
- Personalised, contextual coaching
- Action-focused, continuous coaching
- On-demand availability
- Purpose and goal-specific advice



Eddie

Educational quizzes for entrepreneurs

- Bite-sized learning
- Gamified progress
- Skill mapping
- Engaging challenges

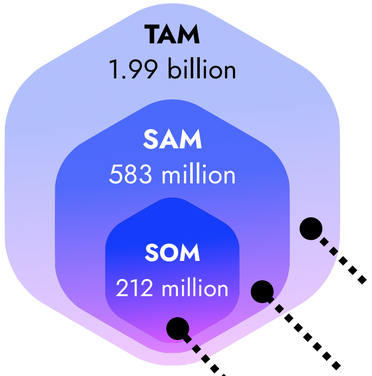


Franklin

Entrepreneur Management Tool for coaches

- Performance and progress tracking
- Data-driven insights and visualisations
- Seamless collaboration and admin
- Increased efficiency, amplified impact

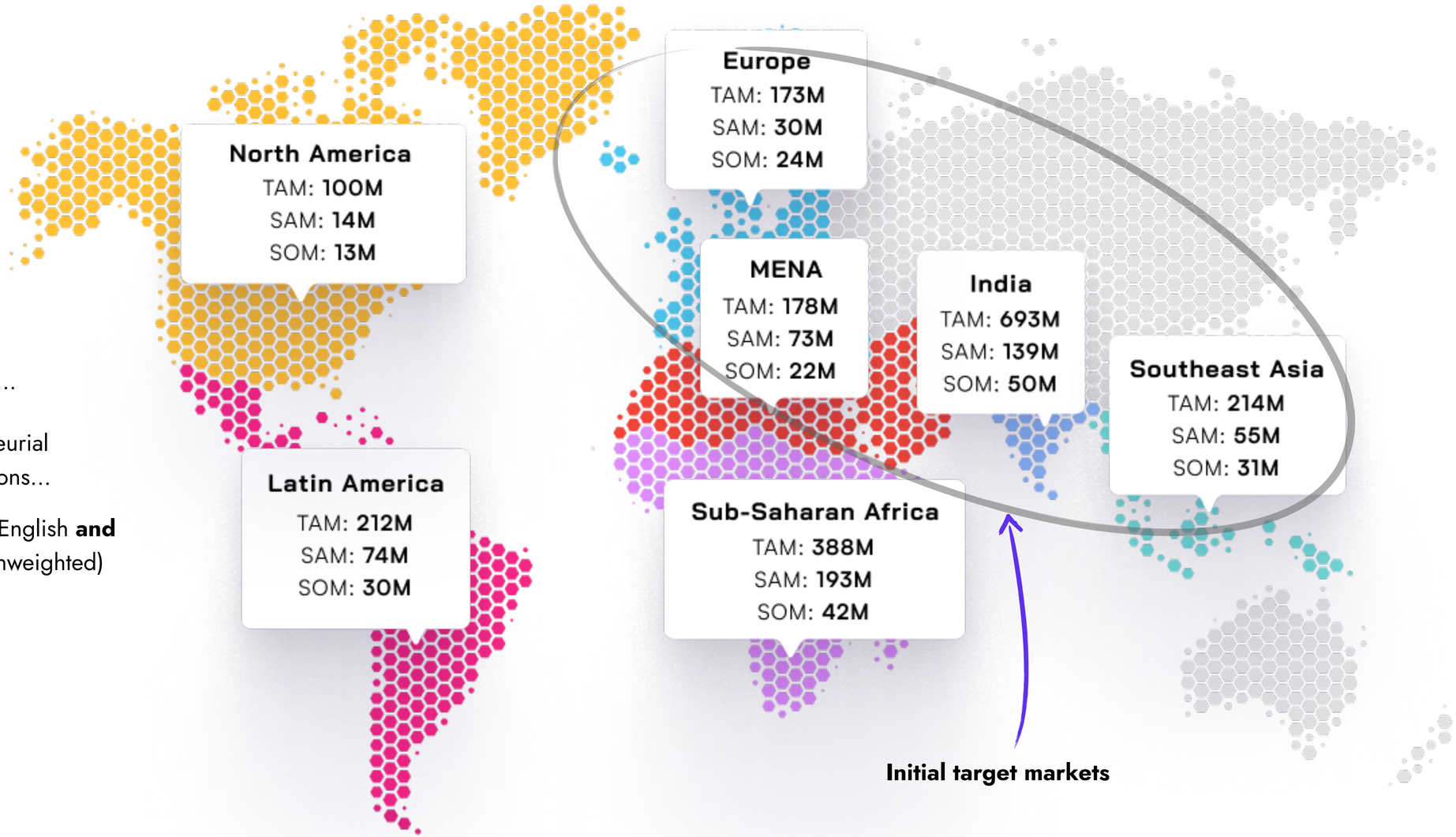
We Aim to Impact the Underserved 95% of Potential, Young, and Budding Entrepreneurs Worldwide



16-34 year olds...

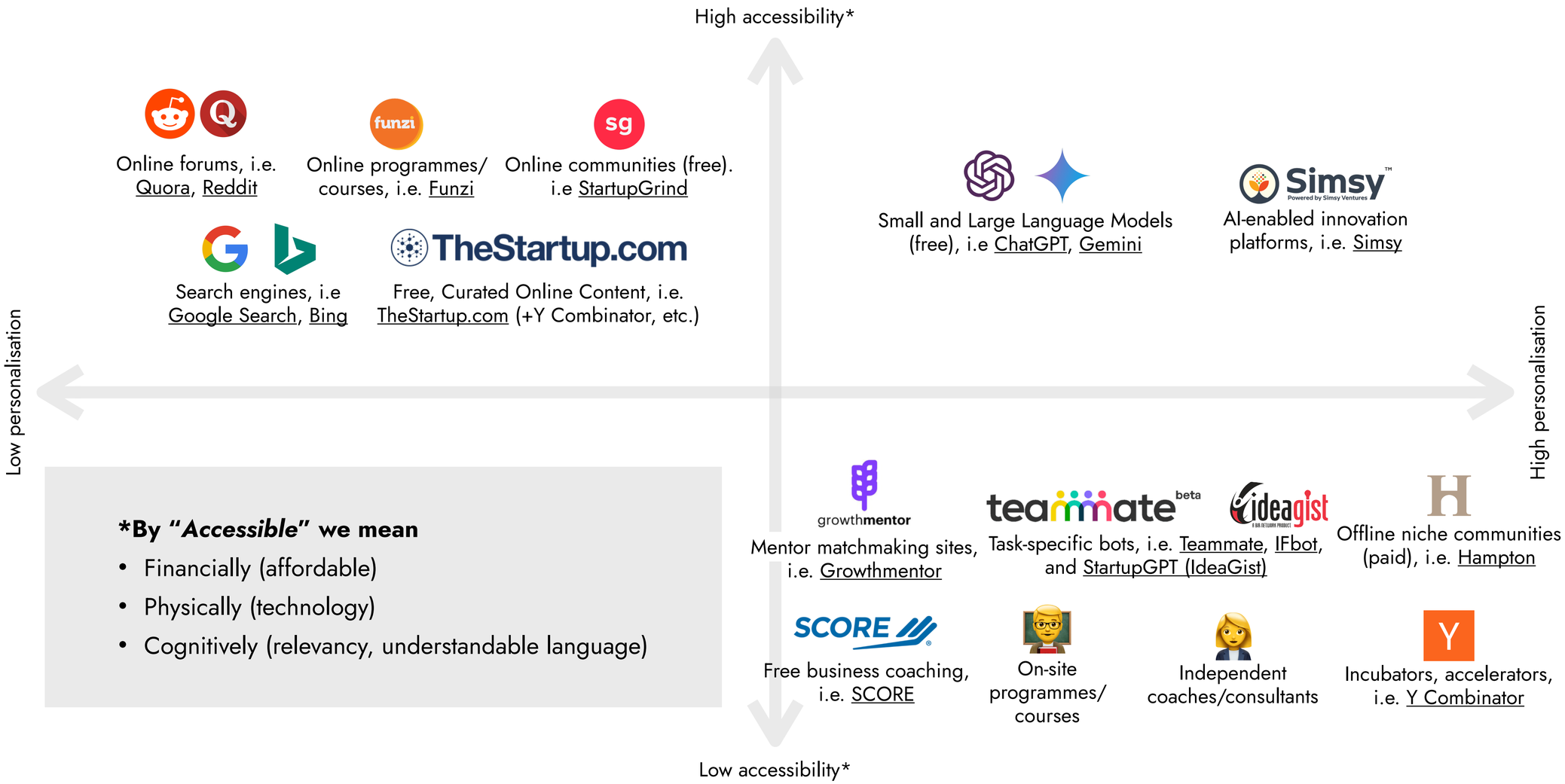
...with entrepreneurial ambitions/intentions...

...that are proficient in English **and** have internet access (unweighted)



NOTE: coaches not included in the numbers

Entrepreneurs Face an Abundance of Options, But NONE Are Both Highly Personalised and Easily Accessible*



Roadmap and Traction

Q4-23 to Q2-24

- ✓ Launched prototype 1.0
- ✓ DigitalOcean startup programme “Hatch”
- ✓ Recognised by the Eureka Network (EIC)

Q3 & Q4-24

- ✓ Prototype 2.0
- ✓ +15 warm conversations w potential customers
- ✓ Securing 1st paid pilot, starting Jan-25
- ✓ Eureka Investment Readiness Programme

Next 3 months

- ✅ Launch first pilot project (Philippines) >500 users
- 🎯 Secure pilots with orgs in Malta, Malaysia, Singapore
- 🎯 Follow up on leads from 2024, esp JA Worldwide and JA Europe
- 🎯 Redesign UX and UI ahead of Beta launch
- ✅ Launch new AI infrastructure
- ✅ Grow team with new AI Engineer and Product Designer

Next 3-9 months

- 🎯 Launch Beta version
- 🎯 Reach 5k users
- 🎯 Launch native apps (iOS & Android)
- 🎯 Expand segments (incubators, accelerators)

Next 9-18 months

- 🎯 Introduce B2C
- 🎯 Reach 50k users
- 🎯 Reach break-even

Business Model(s) and Roadmap

2025

B2B2C

Volume and tier-based subscriptions

€1-10/entrepreneur/month.
17% off/year

€2-20/coach/month
17% off/year

Explore outcome-based business models

2026

B2B2C

B2B2C as 2025

Different LLMs as part of tier-based subscriptions

Premium B2C

Introduce B2C

Premium entrepreneur subscription

€25/user/month.
17% off/year

2027

B2B2C

B2B2C as 2026

Freemium B2B2C

Enable freemium subscriptions for orgs

Premium B2C

Different LLMs as part of premium subscription

Freemium B2C

Freemium subscription with ads and limited features

Go To Market

Optimise

Expand

We’re Raising €375k ($400k) With Which We Will...

Bring the team to full-time

Bringing our bootstrapped, remote team to paid full-time while maintaining our bootstrapped mindset to minimise burn and extend runway.

Upon funding

Build and Launch Our Beta Version

Undivided attention to speed up our development, work closely with pilot customers, launch the Beta version of the app, and go to market.

2025

Reach Break-Even and Profitability

Double down on what worked during 2025, expand to new markets and segments (incubators & accelerators), ultimately reaching break-even

2026

Pre-money valutation **€2.5m**

Equity **15.00%**

Looking to connect with

- people from education and/or future of work sectors, with international/emerging markets profile and network
- people with SaaS, Generative AI and/or app system design/infrastructure experience

Change entrepreneurship support with us!

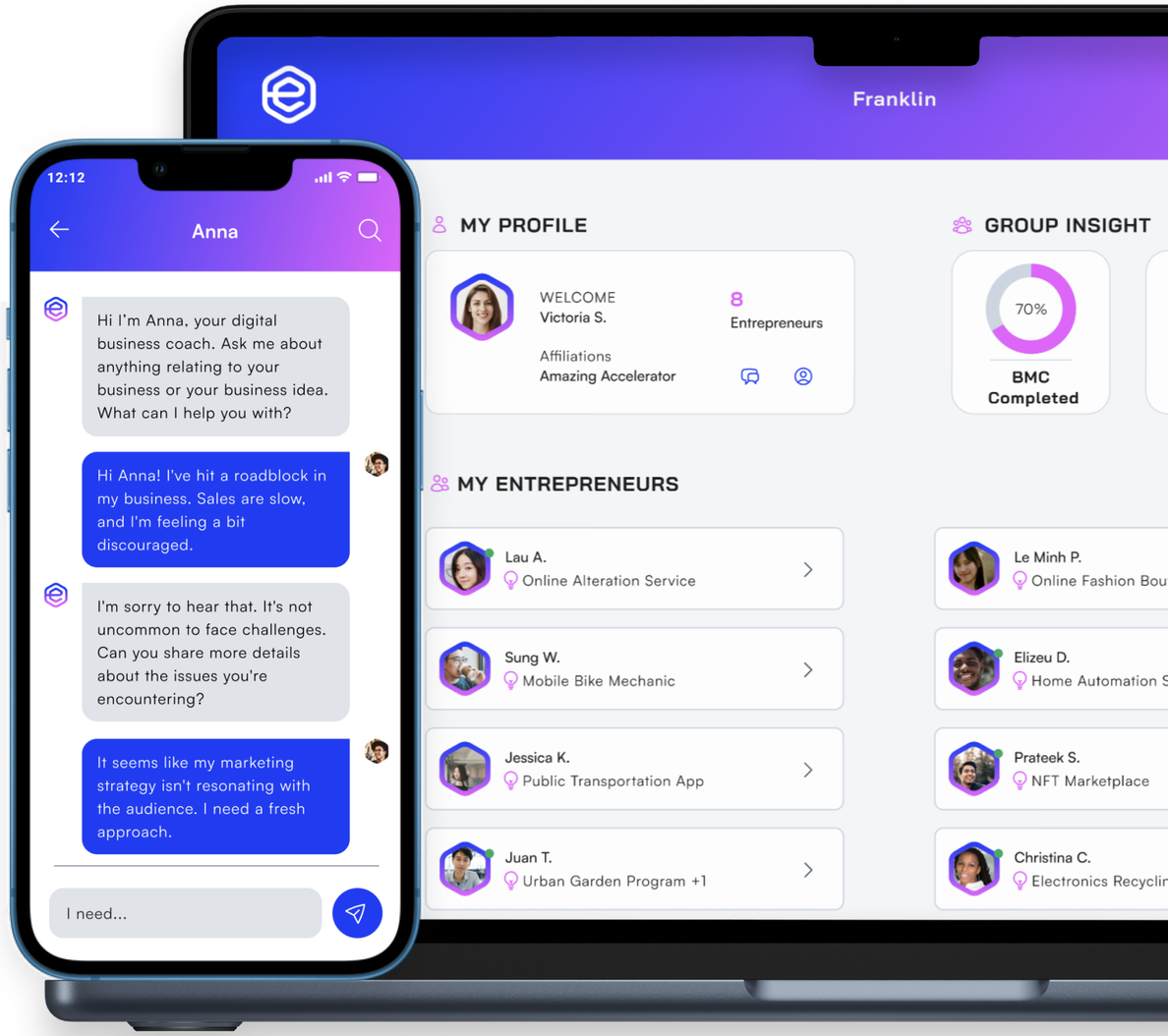
Connect with me, and share any feedback you might have. Please spread the word and share this pitch deck with the people you think would be interested in our work and mission!

Alexander Zahari

Founder and Product Visionary

alexander@edventures.ai

Schedule a call with me

Connect with me on LinkedIn

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