Pitch Deck



Team

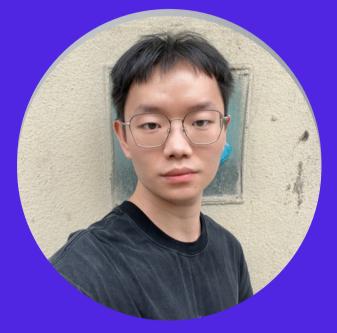






CEO Yuefeng Zhao (Maxon) UBC MEng Computer Engineering CTO Yuyou Lai (Robin) UBC BASC Computer engineering COO Wenyi He (Zoe) UBC MA Economics





Product Lead Chaoge Yang NetEase.Inc UI Design Lead Guangqiang Zhu Xunlong



Problem

"While studying abroad, we faced challenges in improving our English speaking. True proficiency requires **active conversations** and **reflection**, but we lacked the resources for this."



Problem 1: Lack of **lifelike language practice** environment and limited understanding of the language's culture.

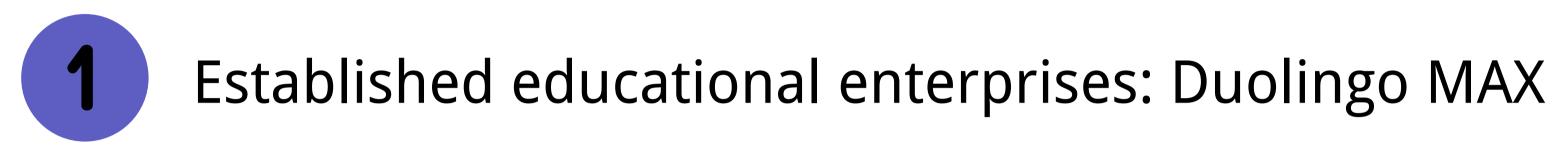


Problem 2: Fragmented learning process prevents systematic language study.



Problem 3: One-on-one speaking tutor is **costly**

Two types of competitors





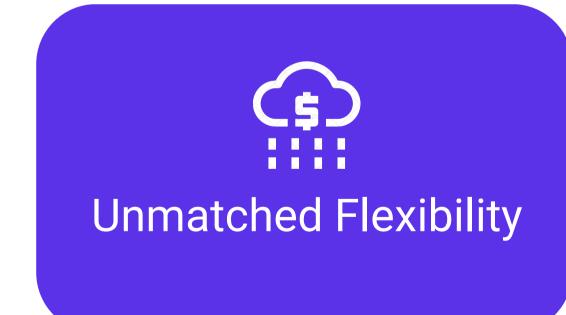


New businesses in the same category: Call Annie

Our Solution: LLM-driven tailored language learning app

We specialize in the application of large language models within educational delivery, especially in the context of one-on-one, real-time, and personalized education platforms.





Market Size - Global <u>አለአአአአአ</u>

The data indicates:

- Globally 1.5 billion+ second language learners, aging from 25 and 34
- North America and Europe comprise over 60% of the global language market
- Immersive courses (self-study or one-on-one) are most popular
- Significant increase in language learning format with new technology

Referred to Duolingo, the market value has already reached to 70 billion USD

Revenue stream

We generate revenue through value-added services, such as subscriptions, memberships, and personalized courses, as well as advertising

Subscription <u>In-App advertising</u>

- Subscription (Monthly, yearly)
- Personalized course
- Customized personalized scenarios
 - Collaboration with educational institutions

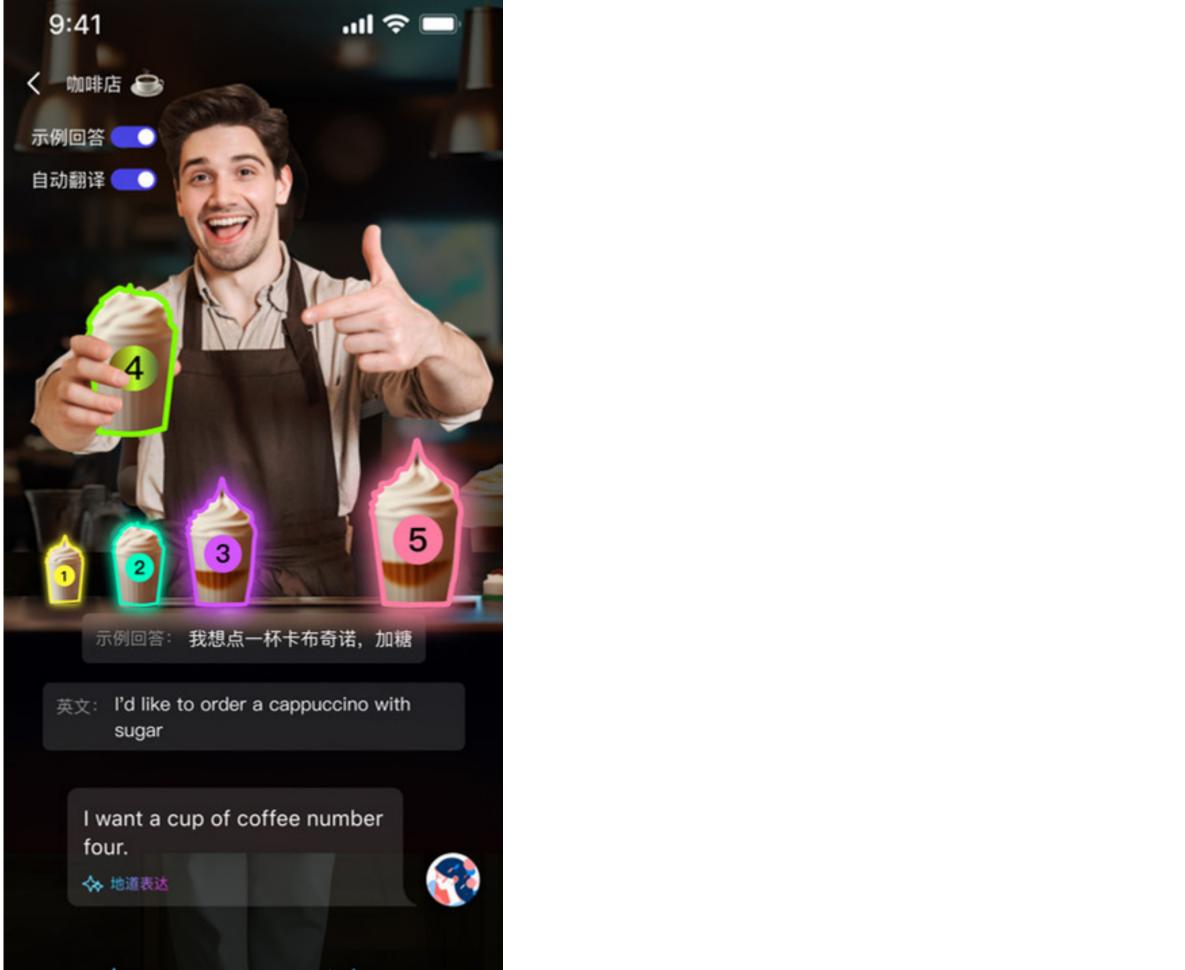
- App advertising space Customized services for
 - businesses

Next Step

2 Expansion stage

- Expected investment: 2,000,000 CAD
- Core objective: retention rate
- Secondary objective: NPS, # of downloads
- Estimated duration: 12 months
- Product trial operation stage
 - Expected investment: 200,000 CAD
 - Core objective: improve product NPS
 - Estimated duration: 3 months

3 Profitable stage • Core objective: conversion rate Secondary objective: retention rate, DNU, NPS, average payment





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Thank you

