



BUKI

marketplace for local and
online tutors

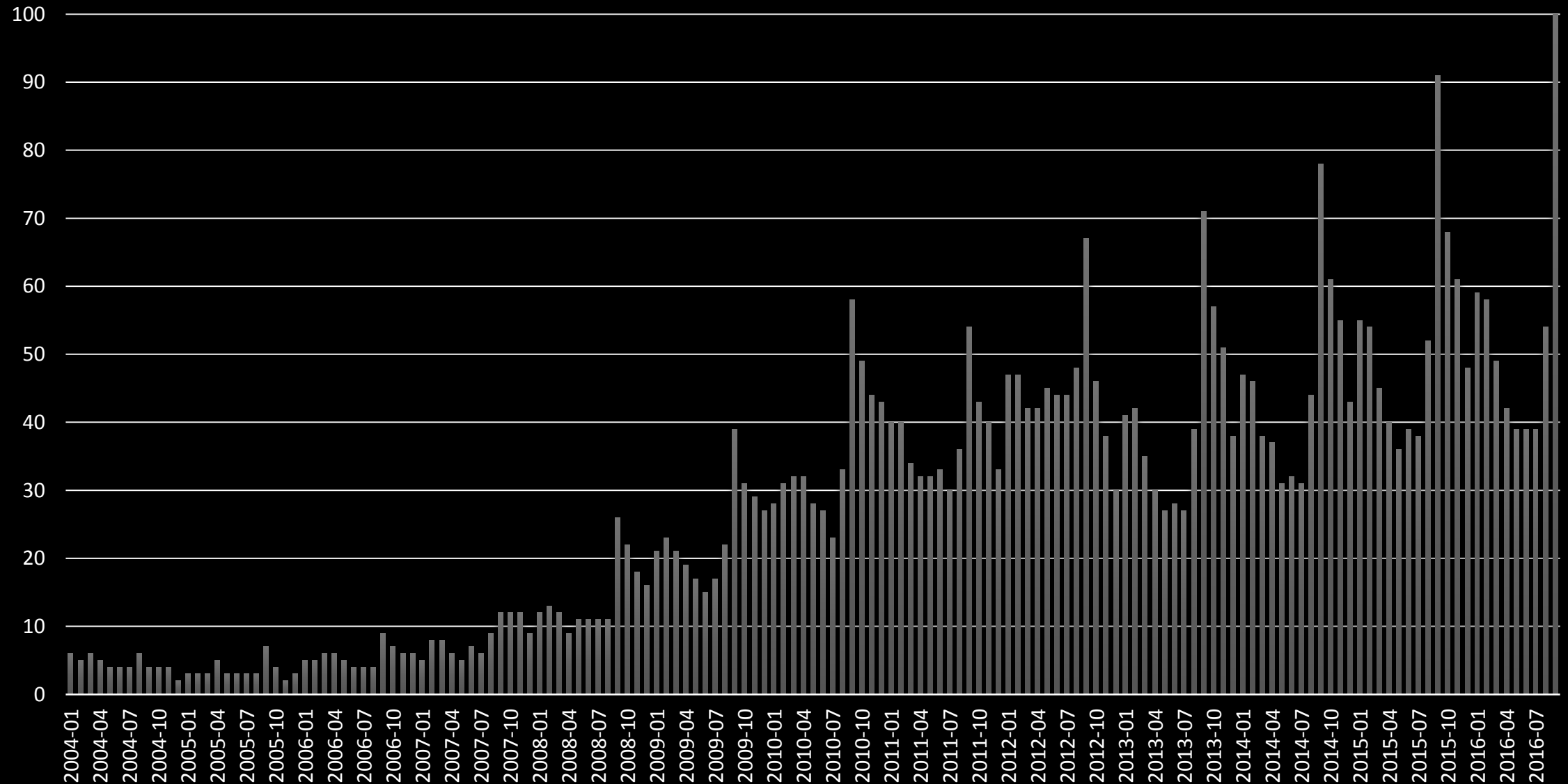
How peoples found a tutor **before**?

- Negotiate with school/university teachers;
- Look within friends;
- Spread the word;

How peoples find a tutor nowadays?

- Negotiate with school/university teachers;
- Look within friends;
- Spread the word;
- Search on the Internet;

Search Trends (Ukraine, Russia, Kazakhstan, Belarus)



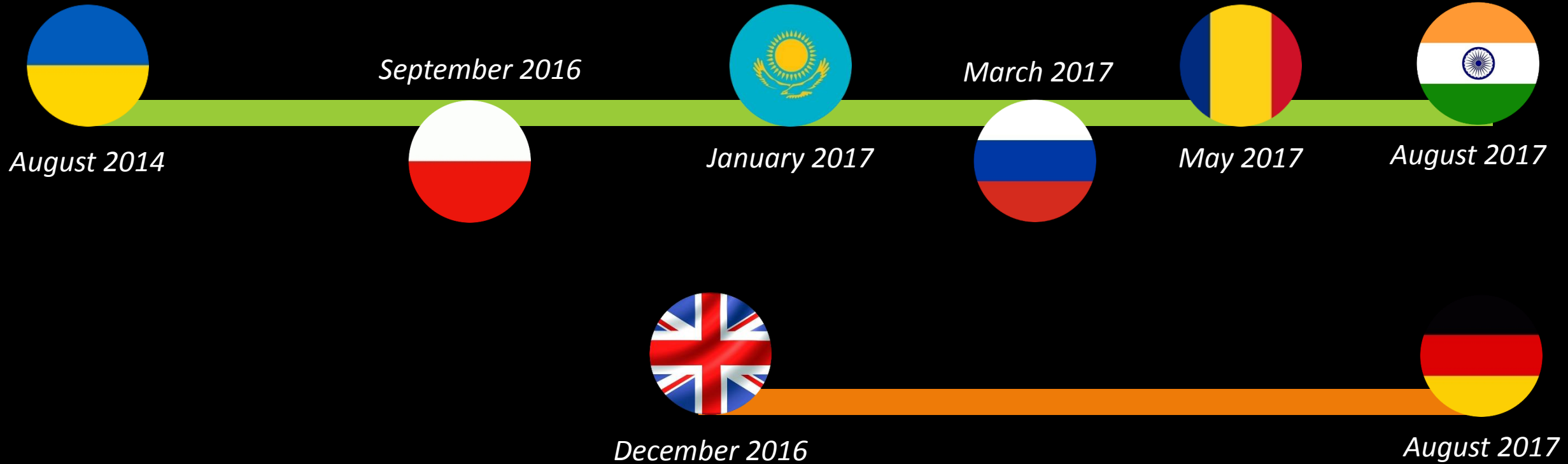
Problems:

- Now tutoring companies work **only** in big cities (Kyiv, Lviv, Moscow, Warsaw, Gdansk, Astana and others);
- Not actual and old information (on the dashboards);
- Large and unsubstantiated commission for tutors (about 35% of each lesson);
- Inflexible system (only call-center or only automatic order processing);

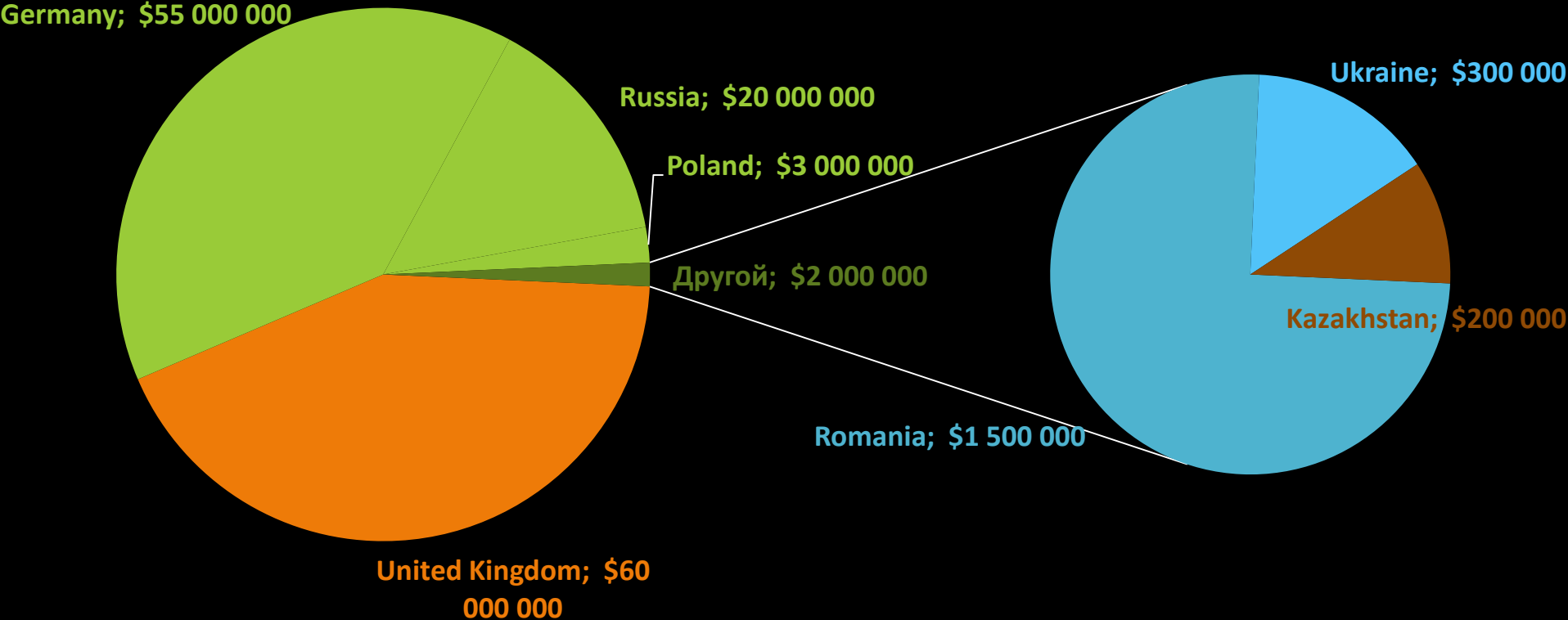
HOW WE WORK

- We are working in all (small or big) cities in the country;
- Actual information and profiles;
- One-time commission ($\approx$ 1-3 lesson);
- Flexible system (call-center + automatic order processing);

WHERE WE WORK



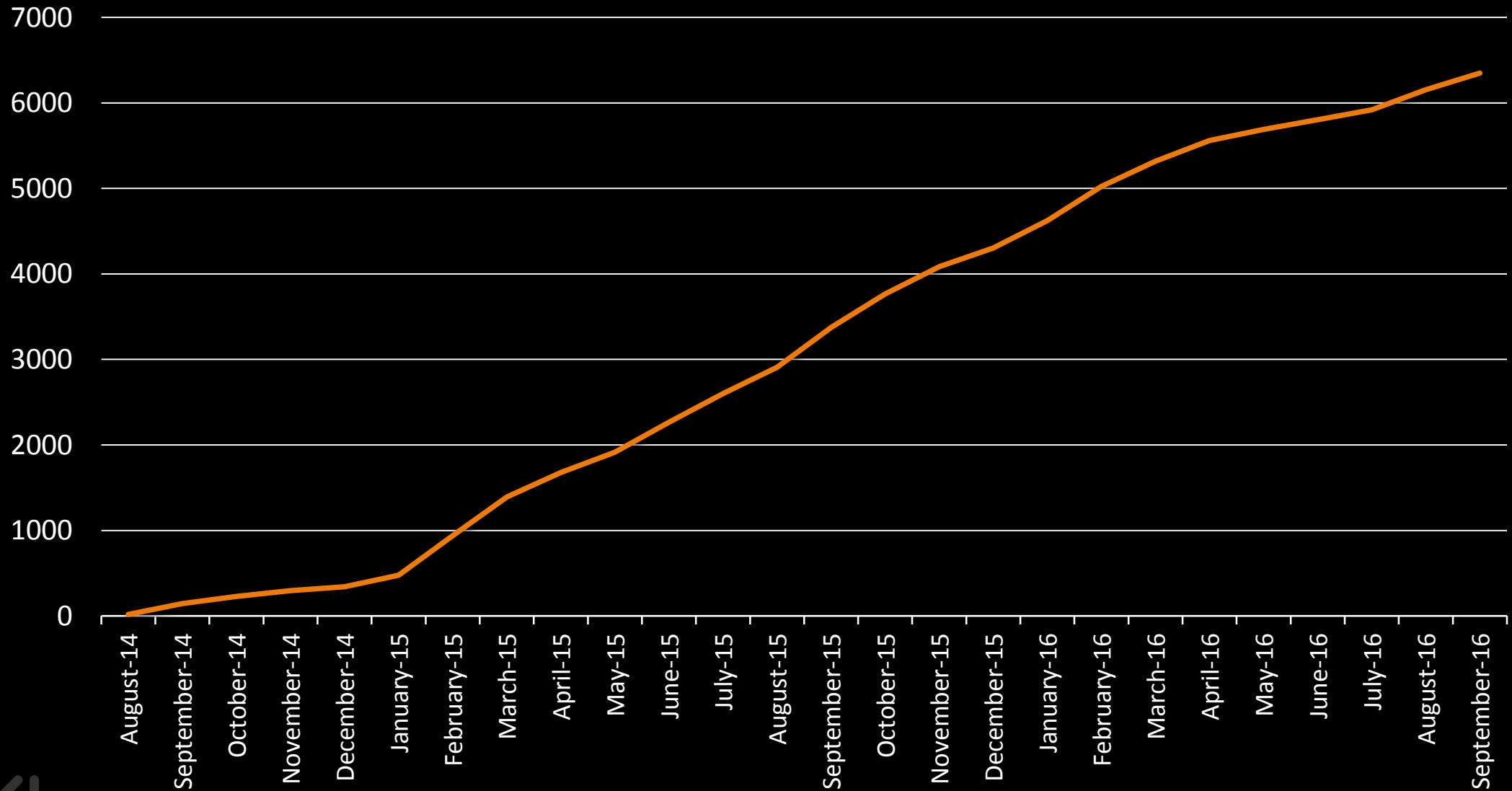
SIZE OF THE MARKET



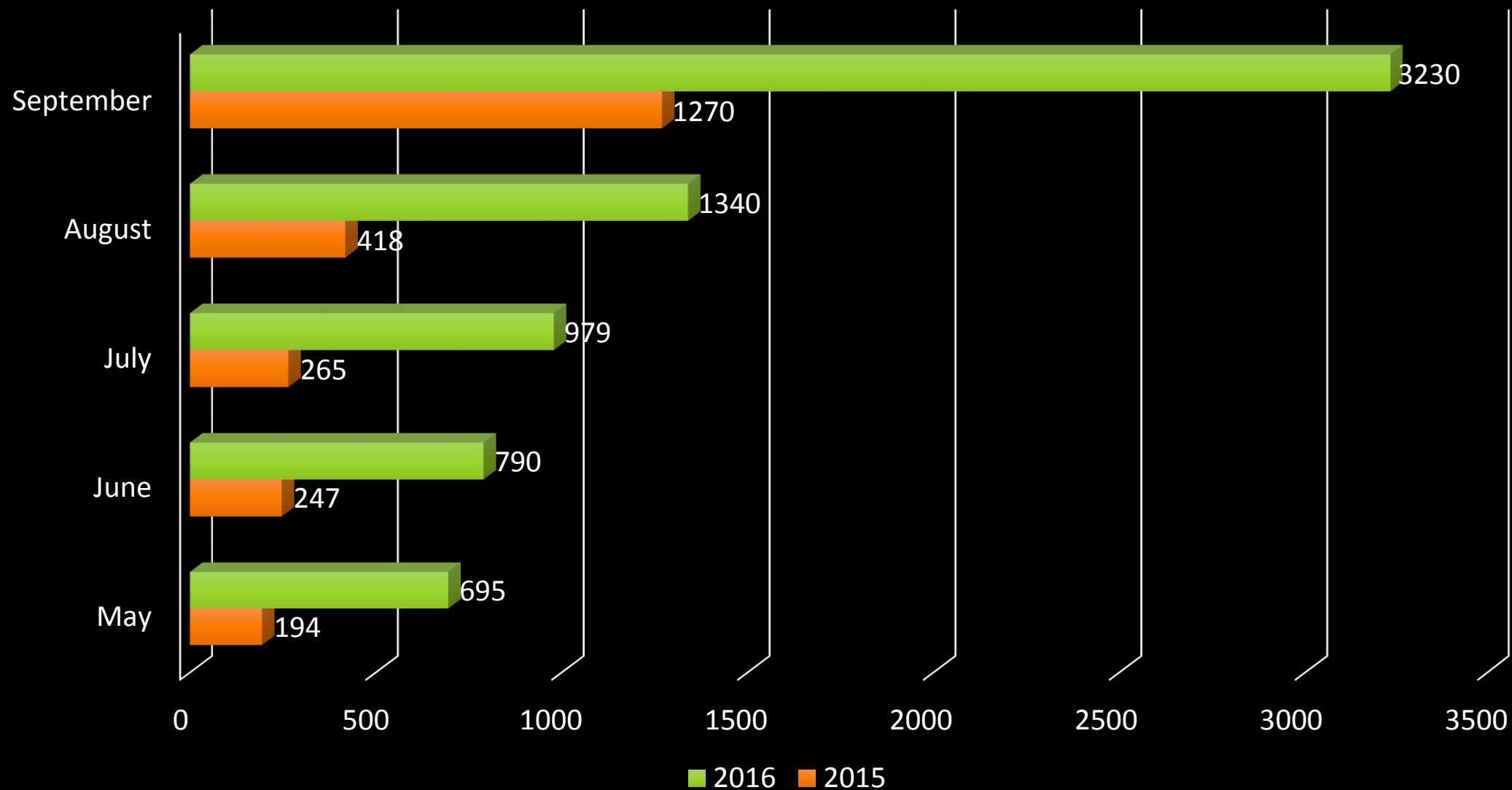
Competitors

	repetitors.info	preply.com	e-korepetycje.net	firsttutors.com
Country	  	    		
Traffic (month)	2.100.000	640.000	730.000	450.000
Call-center	only	×	×	×
Automatic order processing	×	only	×	only
Type	catalog	marketplace	dashboard	marketplace
East Europe market	*****	**	**	**
East Europe, UK, USA market	**	*****	*	***
Launch year	2005	2012	2006	2005

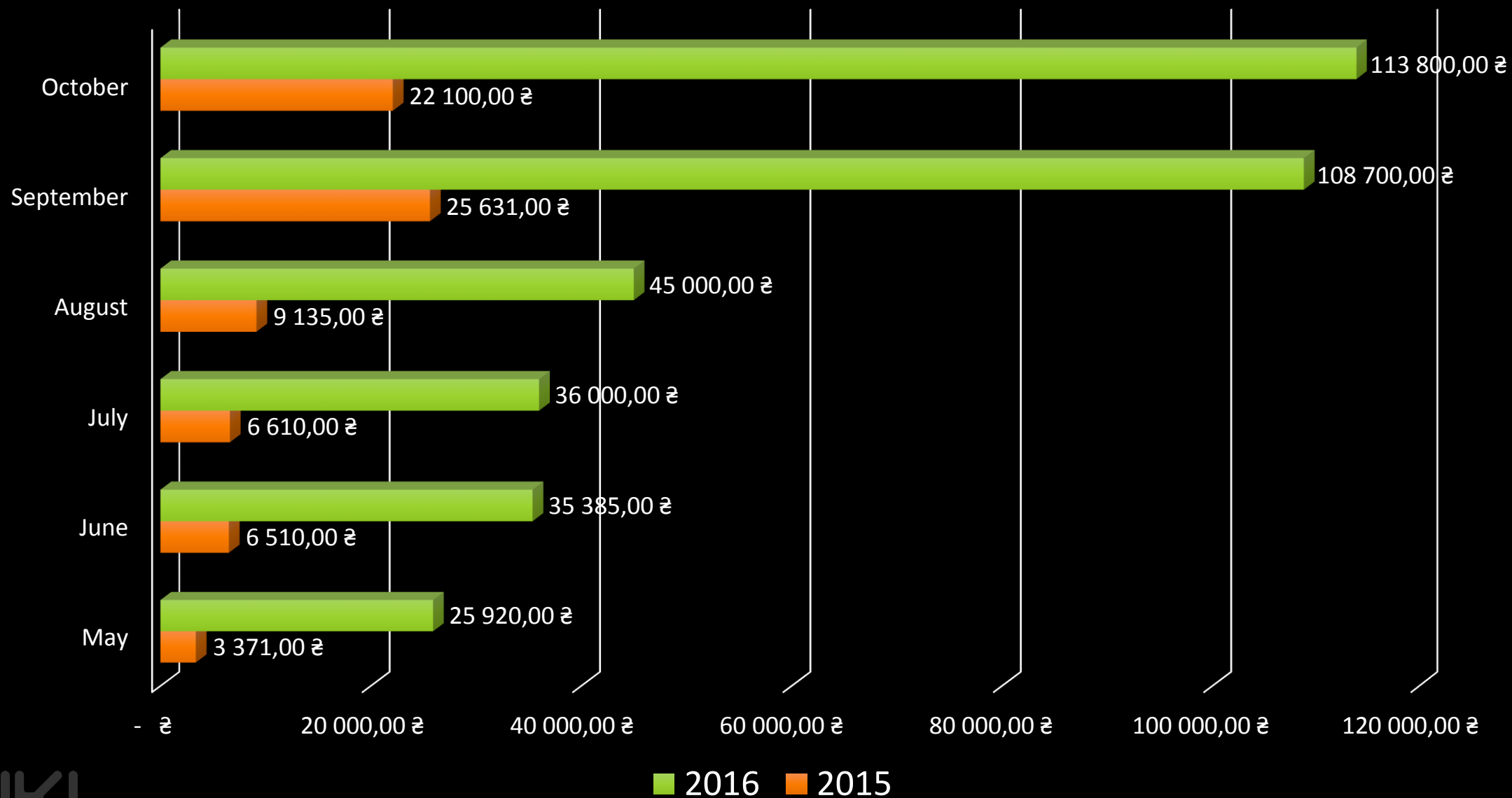
Dynamics of tutors (Ukraine)



Dynamics of orders (Ukraine)



Dynamics of revenue (Ukraine)



Basic plans (October 2018)

Country	Orders (day)	Traffic (month)	Tutors (total)	Revenue (month)
	280	250.000 users	15.000	32.000\$
	200	180.000 users	8.000	51.000\$
	100	70.000 users	5.000	27.000\$
	90	70.000 users	5.000	6.000\$
	150	120.000 users	8.000	43.000\$
	50	50.000 users	4.000	8.000\$

offer for investors: **100.000\$ for 12% of company**

BUKI co-founders

about 3 years experience of working together



Vadym Synzheretskyi
CEO



Oleksandr Yarusevych
CPO



Valentyn Bovchaliuk
CTO

Thank you for your attention!