

## Equal access for everyone



## **"Global Odyssey: Embracing Setbacks for** International Growth"

**Magzhan Kistaubayev ROQED/CEO** 

#### Imagine a world where everyone has equal opportunities







## **ROQED** Physics Lab

What teachers and kids can do?

- Learn physics faster and more comprehensively
- Access a virtual laboratory worth millions of dollars

- classroom.

• Substitute real components, devices, and reagents, which are often lacking in many schools, with their virtual counterparts • Engage students more deeply in the process of learning physics through gamification Be used as additional demonstration material by teachers in both computer classes and individual computer use in the physics

#### **ROQED Medical 3D**

"This is a new generation of 3D screen simulators, specially designed for the study of general and special pathological anatomy."

- 500 cases of virtual patients
- 19 digital internal organs with 134 Pathomorphologic patterns
- 12 specialties and all levels of competence
- 60 courses theoretical modules



0 0 0 0 0 A	Study: Chronic aneurysm of the heart		The second secon	A ≈ ? 4× ♀ 8	🕸 🗘 🗹 — 🦯 🗙 🔍	
$\odot$		MANUESTATIONS	Visual inspection ←	<b>9</b>		0
$\odot$		The left cardiac chambers are enlarged	General manifestations			$\odot$
		Consistency of the myocatchism	Symptom "Dance of Karotid".			
		Fundament	The pulsation of the shoulder artery.			
		The wall of the left ventricle	🖉 Obesity.			1
		<ul> <li>Bulge or "pocketing" of the left ventricle (probably with a mural thrombus)</li> </ul>	Atrophy of the muscles of the limbs.			
14		Mycanfum  A large greysh-white focus	Breath with an elongated exhalation, the lips are folded			1
		Coronary anterios (Anterios of the base of the brain)	with a tube.			
		Atheroscierosis (Fissured, ulcerated, hemorrhagic, thrombotic lesion)	Without features			- Y
			The skin			(
			Anasarka.	- Sole Mart		
			Large areas of subcutaneous hemorrhages.			
			Finish inspection		24:22	
?			Q Medical history Stand up Lie do	own Hands down Palms down Dress	Complete the scenario	3



#### **ROQED Mechanicum 3D**

"We create universal and custom VR simulators for manufacturing, construction, and industrial enterprises that foster a safety culture, aim to reduce the level of injuries, and prioritize the continuity of critical knowledge."









#### **ROQED Science**

ROQED AI offers a suite of interactive teaching tools, including:

- Interactive 3D models and animations
- Drawing boards
- Virtual instruments

Allows teachers to design:

- Interactive quizzes
- Intellectual challenges
- Engaging games for efficient assessment and student engagement
- Supports the creation of interactive graphics, tables, and posters to enhance comprehension and promote active participation.
- Facilitates the creation of dynamic and captivating lessons





### 23+ Countries in 3 years

- Bootstrapping startup
- 270,000 + licenses sold in 3 years
- 65+ National Exhibitions around the world
- \$8 mln valuation in Series A Funding in 2022

ROQED is a global educational technology company that provides an immersive environment to fascinate learning science, industrial engineering, mining, machinery, medicine and health care.





ation	ROQEI Northern Europe	,	🤶 👉 АКАДЕМИЈА ФИЛИПОВИЋ	, 3
ons <sup>Halbull</sup>	Kyrgyzstan	NS XS	BRIOTOUC Experience the Simplicity	CH ,
Pvt. Ltd.	TEC-QUES	5 <b>T</b>	Colombia	s.a.s.
ution	ROQE	D	Ge oplossing in bee Western Europe	up eld
	SCODIDAC:		CREATIVEHU	r Ŧ
, .TA <sup>~~</sup>	Romania	° RO≵	United Kingdom	>
>	Philippines	>		

#### If I could, then I would

- Do comprehensive problem analysis
- Study indirect competitors
- Know market and your value
- Go and personally witness progress/failure
- Make it always personal, not business
- Share values with a team



- Do comprehensive problem analysis
- Study indirect competitors

#### Steve Jobs: Forget the product. Start With the Go-To-Market Strategy

#### Case ROQED:









SEduaide.Ai Features B

Al-Assisted Lesson Planning.

Eduaide is an Al tool to help eliminate teacher burnout and make high-quality teaching resources universally accessible.

Create your free account today



Sign up with Email >

Saved a few seconds ago	😭 Save 🛛 Finish 🖨
<b>y</b>	?
n Aller and a second	A You cannot answer while creating a lesson choose one of the answers below
Carlos and	nothing     Incorrect
+	It gets polluted     correct
	Continue
You Tube	
9< 0:31 0:04 0:30 0:30	⑦ Help





CENEO.

- Know market and your value
- Go and personally witness progress/failure

"It doesn't matter how much 'real' (objective) value you have baked into your product if your customers don't perceive that value."

#### Case ROQED:

#### "Lazy" teacher

- Lack of preparation
- Minimal interaction with students
- Neglecting professional development
- Disregarding feedback
- Showing disinterest

#### "Not Lazy" teacher

- Thorough preparation
- Active engagement with students
- Continuous professional development
- Openness to feedback
- Passion for teaching
- Commitment to student success







# - Dharmesh Shah

According to students responses, 70% of their teachers can be defined as "Lazy"



According to teachers responses, 90% of their colleagues can be defined as "Lazy"

- Make it personal, not business
- Share values with a team

#### If the goods are the same, people choose seller



2:26		<b>.ul 今 </b>				
<	Продавцы					
В рассрочку	3 мес б мес	12 мес 24 мес				
Доставка Express, за 3 часа Сегодня Сегодн						
Trendshop- ★★★★★ (18 отзь	івов)	Выбрать				
<b>350 т</b> <mark>117 т</mark> x3 мес	🖻 Postomat 🖙 Доставка	n .				
ИП МУХАМЕТ ОЛЖАС ★★★★★ (2 отзые 350 ₸ 117 ₸ х3 мес		AND A COLORADO AND A				
Pamir Shop ★★★★★ (2 отзые 350 <del>т</del> 117 т х3 мес	ва) E Postomat СЭ Доставка	83 83				
Рго WoW ★★★★★ (50 отзь 350 <del>т</del> 117 т х3 мес	івов) E Postomat C Доставка Ø Самовые	а, завтра				
Катало Магазин Катало	ог Избранное	Корзина Мои заказы				



NUMBER OF COMPOSITIONS

DATA SOURCE: AARON KOZBELT

Magzhan Kistaubayev

sng@roqed.com

+7 701 071 6606

We could succeed not in spite our failures, but because of them Thanks,



## Равный доступ для каждого

Представим мир, где каждый имеет равные возможности