



# ADAPTIVE LEARNING PLATFORM FOR K12

# Technology is changing the way we live



- From telegram to email
- From email to what's app



- From kirana store to shopping mall
- From shopping mall to online/mobile shopping



- From branch banking to online banking
- From online to mobile banking

# Education in rural India

# Potential

- Estimated 43 crore/ 430 million children in the age group of 0-18 years in India.
- They are the future of our nation
- Are we providing them with the necessary means to realise their potential?



# Teaching-related concerns

- Outmoded teaching methods
- Shortage of qualified teachers -only 20% of aspirants clear the TET
- Highly disproportionate student-teacher ratio
- Inadequate teaching materials that affect the quality of education. High rate of dropouts—nearly 50% by age 14



# ASER

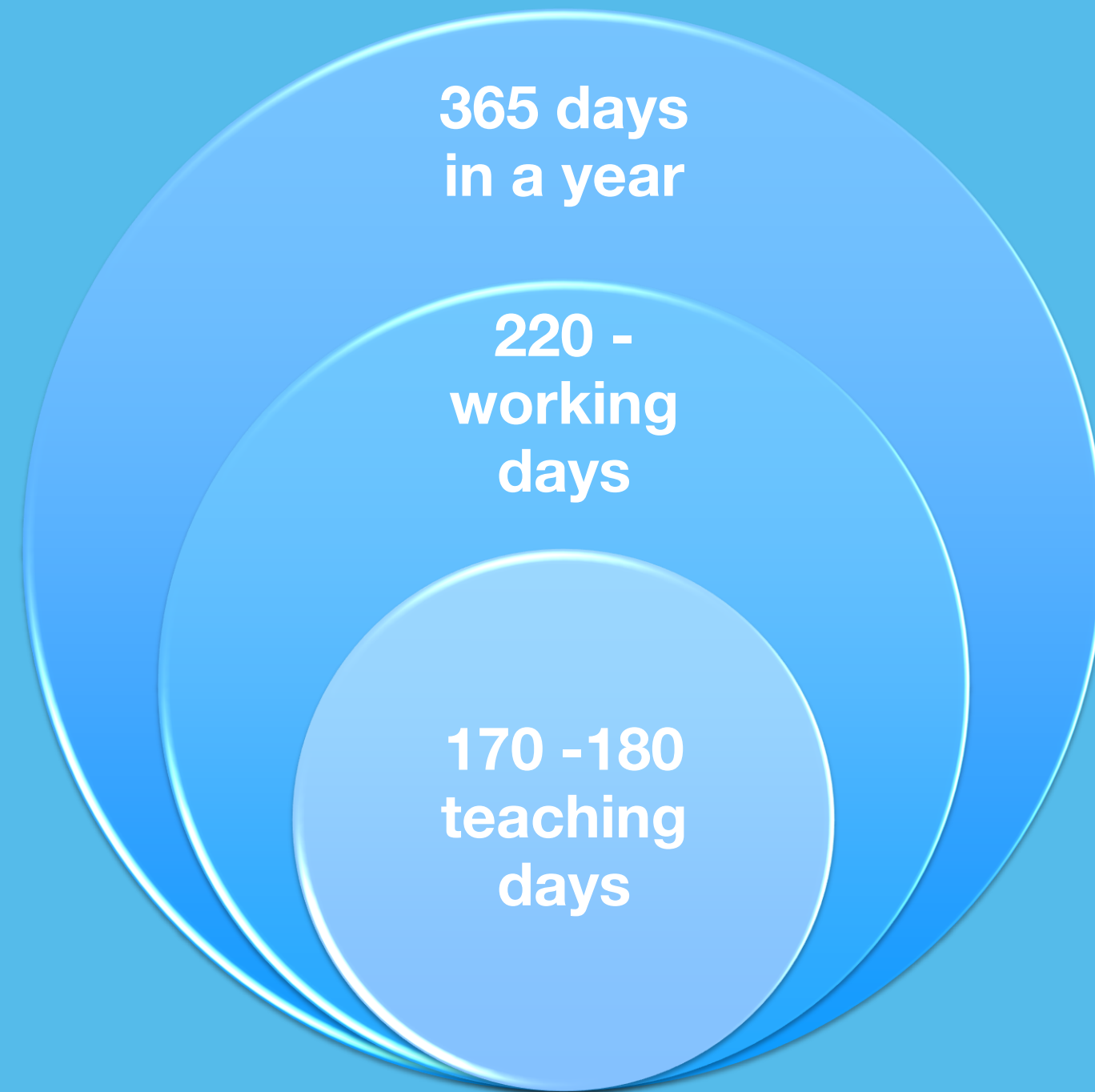
## *Annual Status of Education Report (ASER) 2016*

More than half of the students in fifth grade are unable to read a second standard textbook and are not able to solve simple arithmetic problems.



# Syllabus completion Vs Time

## Number of Teaching Days



## Required Teaching Days



Do the teachers have sufficient bandwidth?

## Student's and their Worries

I wish I could **speak** well and express my issues.

I wish I could **see some visuals** to understand better.

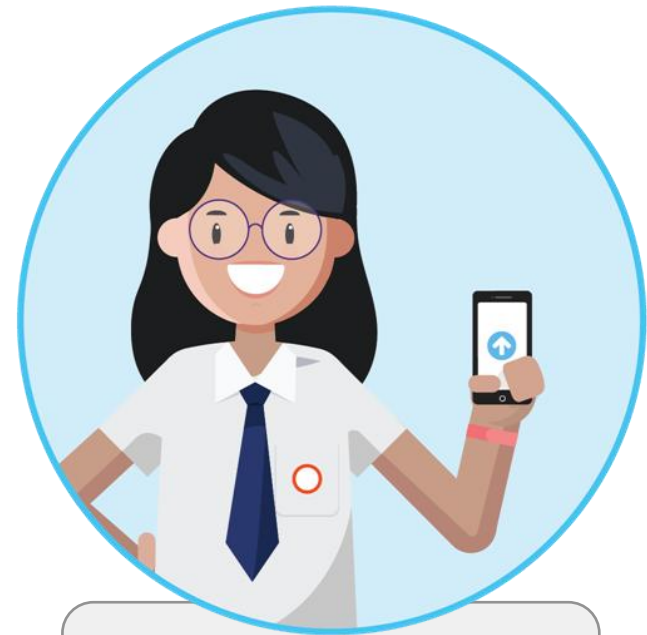
I wish I could **see and hear the concept again** and again to understand better.

I wish I could **get support anytime anywhere** to perform better.





# Adaptive learning lets every student follow their own unique learning path



Student A

**Quick learner**  
Needs **challenges**



**48 Questions**  
**74 Minutes**



Student B

**Slow learner**  
Needs **guidance**



**98 Questions**  
**124 Minutes**

# Problems students face while learning

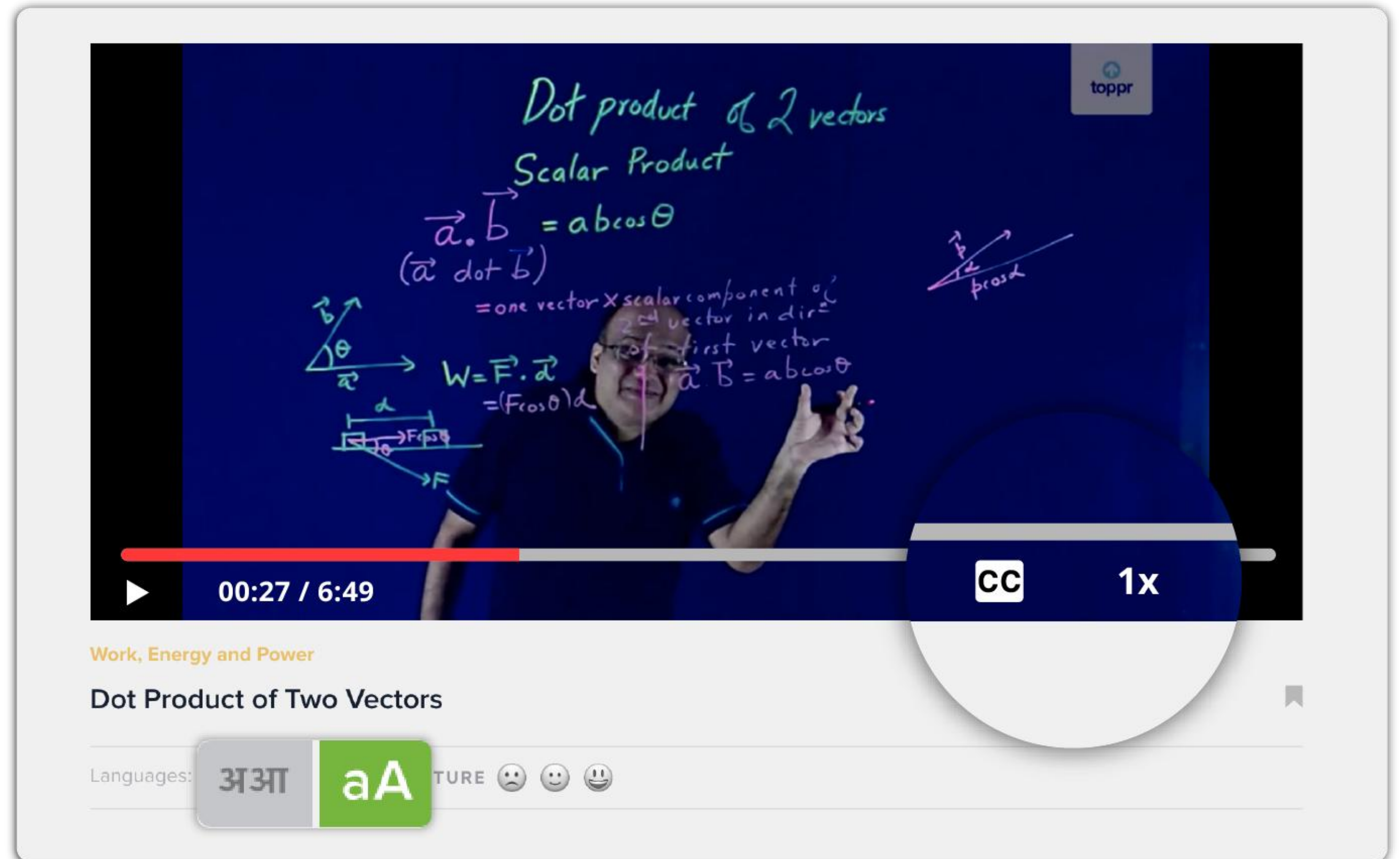
Doesn't understand everything in class



 Video Lectures

They can learn at their own pace, from expert teachers

Video  
English Hinglish



The screenshot shows a video player interface. The video content features a teacher pointing at a chalkboard with handwritten notes. The notes include the title "Dot product of 2 vectors" and "Scalar Product", the formula  $\vec{a} \cdot \vec{b} = ab \cos \theta$ , and the definition  $(\vec{a} \cdot \vec{b}) = \text{one vector} \times \text{scalar component of other vector in direction of first vector}$ . It also shows the formula  $W = \vec{F} \cdot \vec{d} = (F \cos \theta) d$  and a diagram of a vector  $\vec{a}$  with its component  $a \cos \theta$  along the direction of another vector  $\vec{b}$ . The video player shows a progress bar at 00:27 / 6:49, a CC icon, and a 1x speed setting. Below the video, the title "Dot Product of Two Vectors" is displayed, along with a language selection menu showing "अआ" and "aA" (English), and three smiley face icons.

## Video Lectures

They never have to miss a lecture

The image shows a YouTube interface for a playlist titled "Quadratic Equations". The main video player displays "Introduction to Quadratic Equations" with a duration of 6:33. The video description states: "This video discusses the importance of quadratic equations using real life scenarios and introduces the concept using a simple puzzle." The left sidebar lists 10 videos in the playlist:

- Introduction to Quadratic Equations (6:34)
- Identifying Quadratic Equations (6:38)
- Quadratic Equations (6:14)
- Solution of Quadratic Equations-Roots (8:31)
- Solving Quadratic Equations-Factorisation Method (8:35)
- Solving Quadratic Equations-Completing Square Method (8:48)
- Solving Quadratic Equations-Standard Quadratic Formula (6:41)
- Problems Based on Numbers (4:47)
- Problems Based on Geometrical Figures (4:55)
- Problems Based on Time (6:38)

Understand or revise every topic within minutes

The image shows a YouTube interface for a playlist titled "Quadratic Equations ( 24 videos)". It features two sub-playlists:

**Playlist 1: Quadratic Equations ( 8 videos )**

- Introduction to Quadratic Equations (6:34)
- Identifying Quadratic Equations (05:32)
- Expressing Problems as Quadratic Equations (6:14)
- Solution of Quadratic Equations-Roots (8:31)

**Playlist 2: Relation between Roots and Coefficients of a Quadratic Equation ( 6 videos )**

- Relation Between Roots and Coefficients. (0:00)
- Common Roots. (13:27)
- Graph of a Quadratic Expression. (15:19)
- Nature of Graph. (7:07)

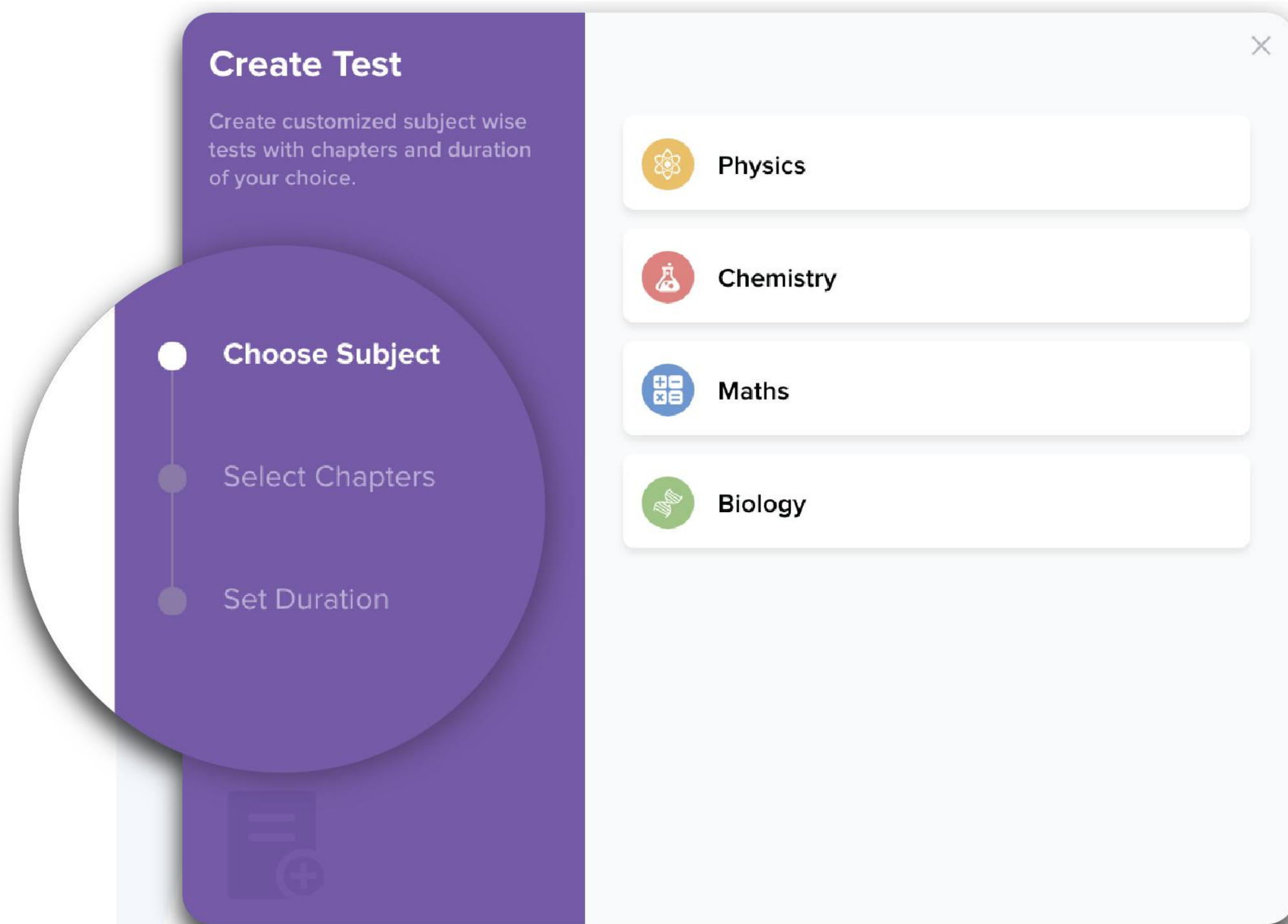
Compare their performance with students across the nation, before the exam

The screenshot displays the A+ Test Series interface, which is divided into three main sections:

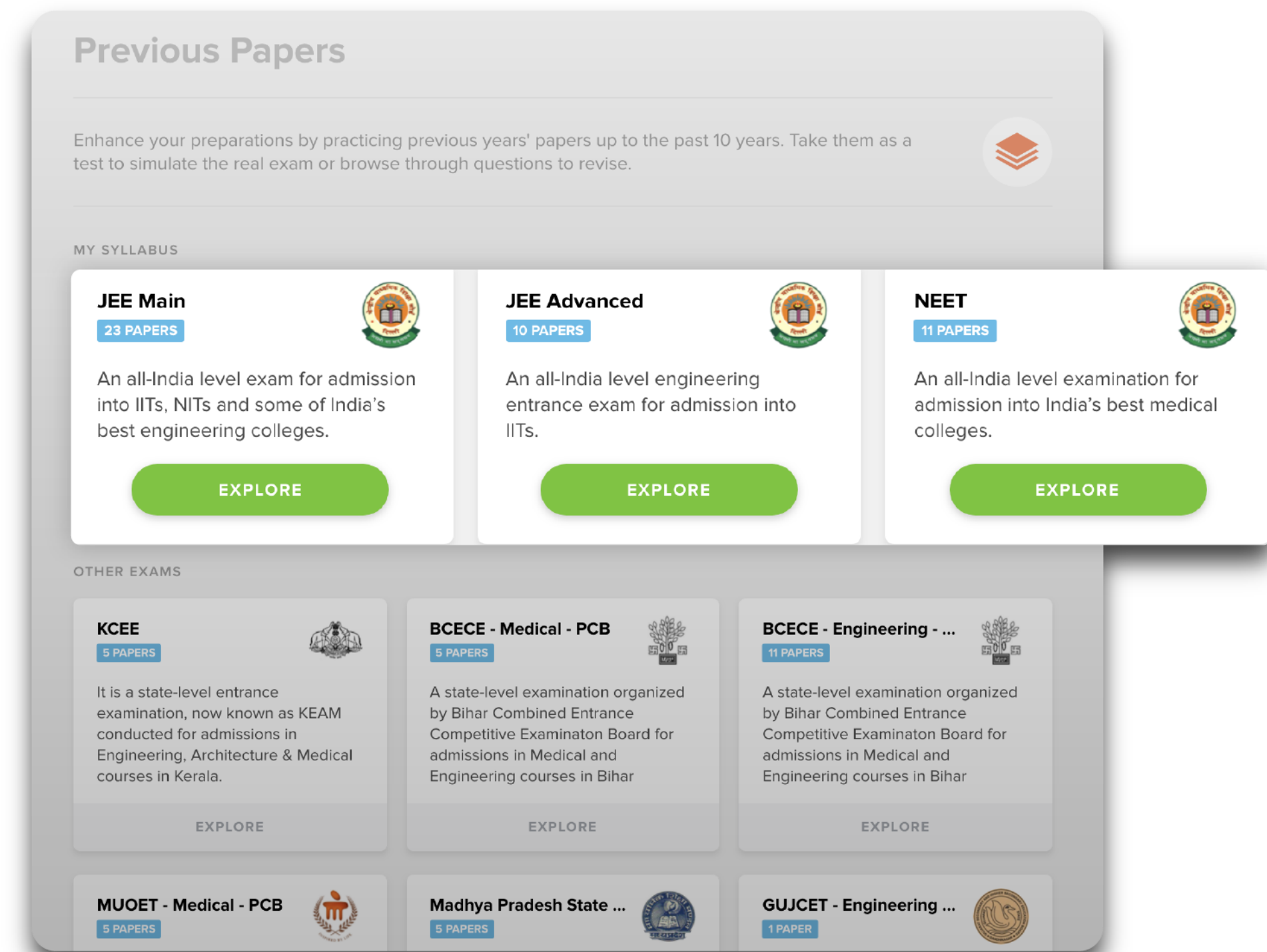
- Create your own Test:** This section features an orange icon of a document with a plus sign. Below the icon, the text reads "Create your own Test" and "Create customized subject wise tests with chapters and duration of your choice." There is a "VIEW ATTEMPTED" button and a prominent green "CREATE TEST" button.
- Test Series:** This central section has a blue circular icon with "A+" inside. The text says "All-India tests to help you monitor your progress, and gauge how well prepared you are for D-day." It lists two test series:
  - JEE Main Part Test - 08:** Includes a date badge for "SEP 29" and a "NEW >" label.
  - NEET Part Test - 08:** Includes a date badge for "SEP 29" and a "NEW >" label.A large green "VIEW ALL EXAMS" button is located at the bottom of this section.
- Previous Papers:** This section has a red icon of a stack of books. The text says "Enhance your preparations by practicing previous years' papers up to the past 10 years." It lists two paper types:
  - JEE Main:** Includes a small circular icon and a right-pointing arrow.
  - JEE Advanced:** Includes a small circular icon and a right-pointing arrow.A green "VIEW ALL EXAMS" button is located at the bottom of this section.



They can revise with customised tests

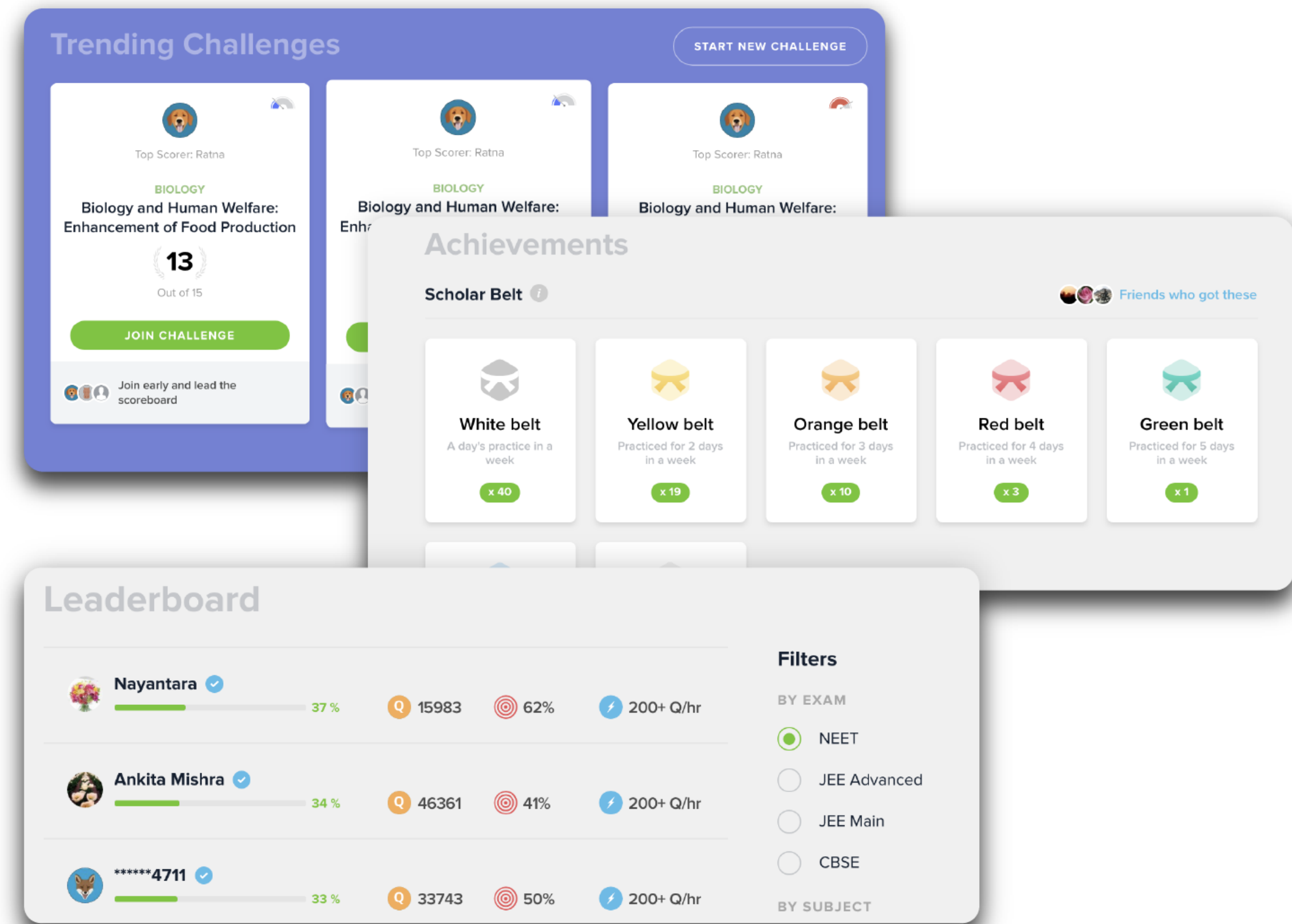


Analyse paper patterns from previous years



# Challenges/Achievements/Leaderboard

It's our job to make their learning as exciting as possible with learning games and badges



# How you can help?



## Mission

“ Make  
learning  
personalised ”



# Help YOUR CHILD with the platform which offers widest syllabus coverage across school boards and entrance exams

**8**  
**Grades**  
5<sup>th</sup> to 12<sup>th</sup>

**20**  
**K12 Boards**



CBSE



ICSE



UP Board

Others include: AP, Gujarat, Jharkhand, Karnataka, Kerala, Maharashtra, MP, Punjab, Rajasthan, Telangana, TN

**60**  
**Exams**



JEE  
Main



JEE  
Advanced



BITSAT



NEET



AIIMS



JIPMER



Maths  
Olympiad



IPCC



NTSE



KVPY

**14**  
**Subjects**

Maths

Physics

Chemistry

Accountancy

Biology

Economics

General Knowledge

History

Civics

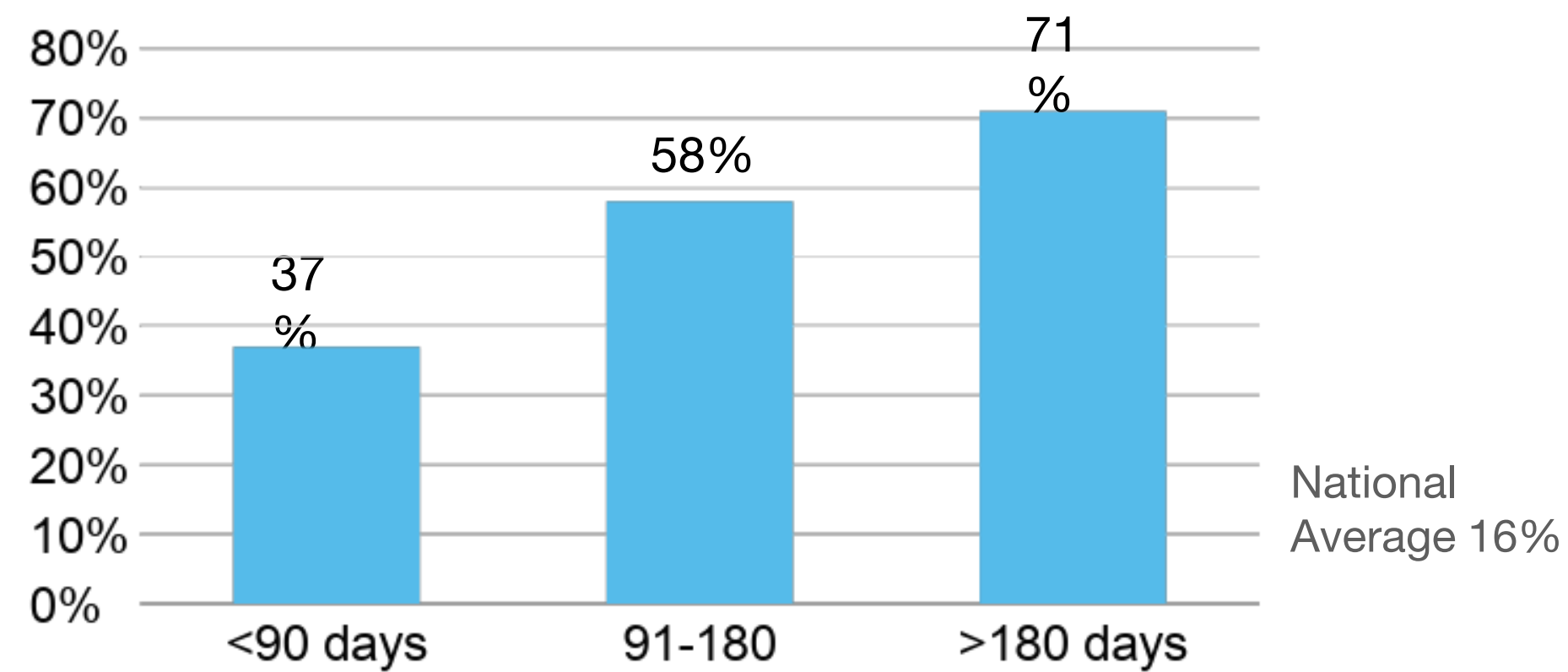
Geography

English

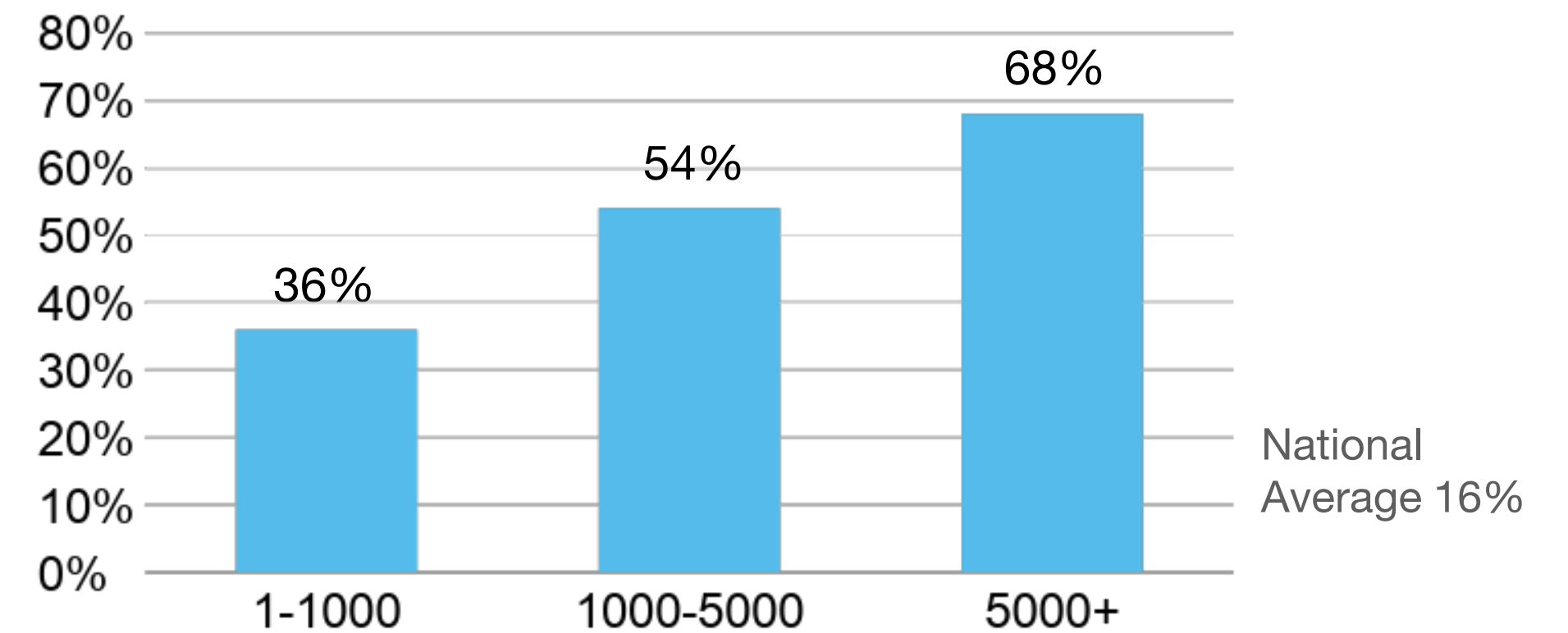
**80,000+**  
Combinations

# JEE exam selection rate for Toppr students increases to 4x of national average

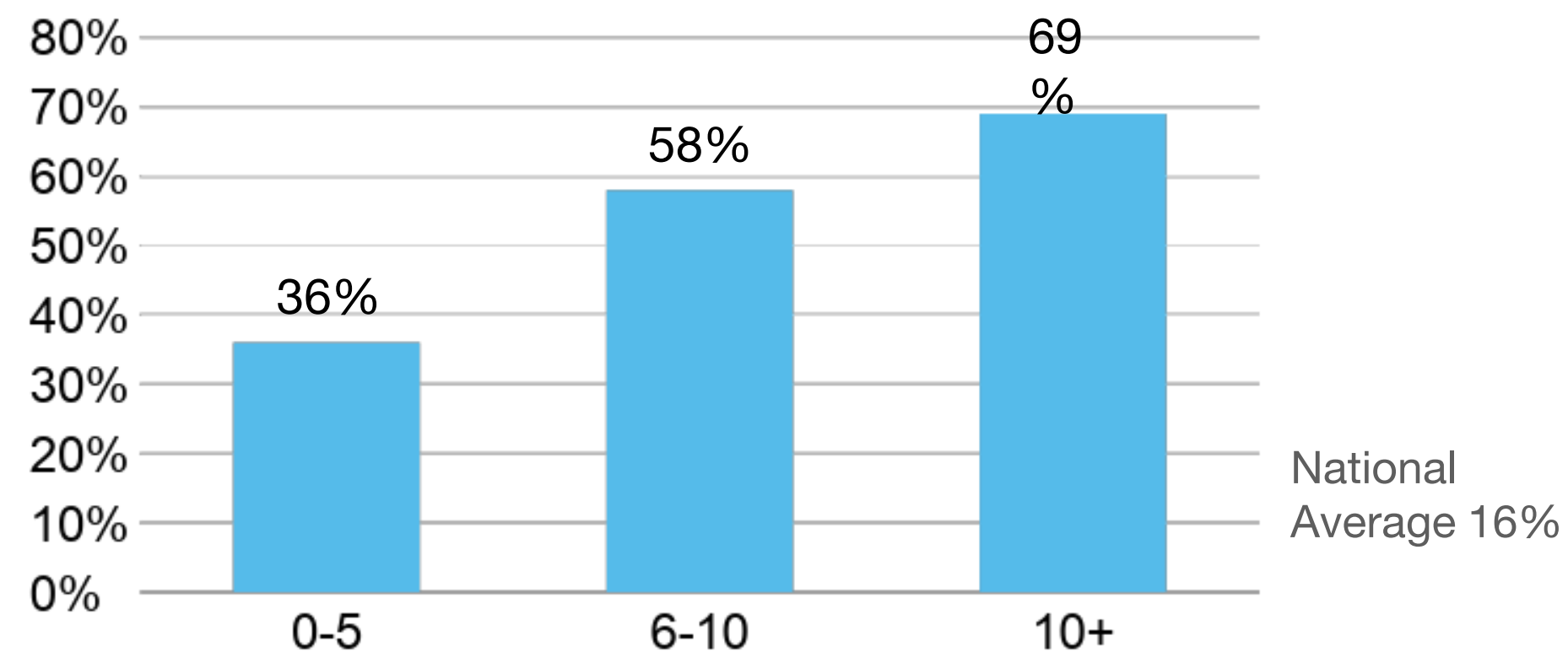
JEE ACCEPTANCE RATE BY DAYS SPENT ON TOPPR



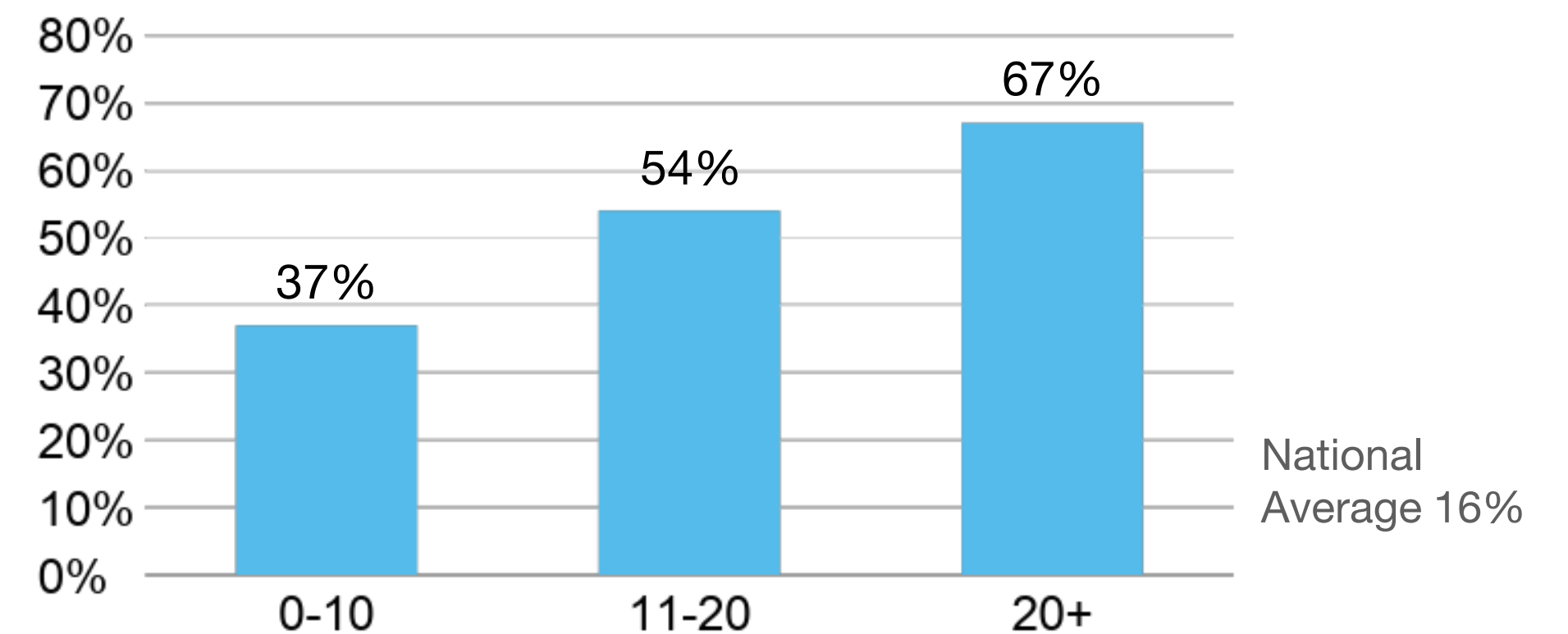
JEE ACCEPTANCE RATE BY QUESTIONS PRACTISED ON TOPPR



JEE ACCEPTANCE RATE BY TESTS TAKEN ON TOPPR



JEE ACCEPTANCE RATE BY DOUBTS ASKED ON TOPPR



# Team of second time entrepreneurs with strong pedigree and product DNA



**Zishaan**

**Co-founder and CEO**

IIT Bombay, 2x entrepreneur



**Joe**

**VP, Product**

IIT Bombay



**Prabhdeep**

**SVP, Sales & Marketing**

IIT Bombay, Kellogg



**Rohitashwa**

**VP, Sales**

IIT Bombay, 2x Entrepreneur



**Jyoti**

**AVP, Data Science**

IIT Kanpur, 2x Entrepreneur



**Hemanth**

**Co-founder and CTO**

IIT Bombay, 2x entrepreneur



**Rajshekhar**

**VP, Product**

IIT Bombay, 2x Entrepreneur



**Aveg**

**SVP, Partnerships**

IIT Delhi, IFS



**Sarvee**

**VP, Data Science**

IIT Bombay, MIT

## TOP SCHOOLS



## TOP COMPANIES



## BACKED BY MARQUEE TECH INVESTORS



# Toppr has been recognised as one of the leaders in ed-tech



Tyton Global Growth  
**2018**



Indian Education Awards  
**2018**



IAMAI Awards  
**2018**



CB Insights 2015  
**2018**



IAMAI Awards  
**2017**



AWS Mobility Awards  
**2017**



EdTechX Global Awards  
**2017**



- We've partnered with renowned organisations to personalise learning for every student

## SCHOOL



**1000+ SCHOOLS  
IN 20 CITIES**

## NGO

**TEACHFORINDIA**



**SITARE  
Foundation**



## ORGANISATION



CONTENT PARTNER

**TATA MOTORS**

EDUCATION PARTNER



**Mahindra**

LEARNING RESOURCE  
CENTRE PARTNER



**ICICI Bank**

CREATIVE MASTERS  
EDUCATION PARTNER

- Toppr has garnered significant mentions and coverage in the press



### Get ready for NEET counselling: Choose your college wisely

**Expertise Matters**  
The month of the National Eligibility cum Entrance Test (NEET) 2017 is over and aspirants have started to receive their results. The counselling process for NEET will be conducted by the Medical Counselling Alliance, which is expected to begin from 10th April 2017. The counselling will be conducted by the respective states and the central government. In any case, medical aspirants will have to start their preparation for the NEET from other states.

A lot of research needs to be conducted by the college before choosing an institution. One factor that is often overlooked is the quality of the faculty. The faculty should be well-versed in the subject and should be able to provide the necessary support and guidance to the students. The faculty should also be able to provide the necessary infrastructure and facilities for the students. The faculty should also be able to provide the necessary support and guidance to the students.

Quality of faculty and infrastructure are important factors to consider when choosing a college. The faculty should be well-versed in the subject and should be able to provide the necessary support and guidance to the students. The faculty should also be able to provide the necessary infrastructure and facilities for the students. The faculty should also be able to provide the necessary support and guidance to the students.

### 'Most Don't Think of Jobs as Big or Small, Just Important'

**My First Year at Work**  
ZISHAAN HAYATH  
CEO, TOPPR

The belief I was given and what I did it  
My first 100 days were spent working on a contract to set up a generalist talent manufacturing plant for IT, about 1000-1500 people. I was tasked with supervising the construction, the delivery installation, the first batch of 1000 workers, the test round, trials, the first batch of production.

**My biggest intervention**  
Managing these 1000 people resulted in a massive loss of revenue. To meet incremental improvements in the process, we had to get the small things right.

**The best leadership lesson I learned**  
When we started recruiting the first batch of factory workers, we interviewed thousands of people for hundreds of jobs openings. That was when I realized that most people don't have the skills or the right mindset to work in a factory or small, just important. Most of them have never engaged in anything that was as labor-intensive as what we were doing. That's why they give up everything they have to their jobs.

**How I had fun at work**  
My first year at IT, I lived in an all-in-one city, taking and working in 10 different manufacturing plants. I had a great time at work. I had a great time at work. I had a great time at work.



**"The belief that every student needs a unique way to attain his or her goal has won Toppr the Best Educational Website Award -BW Disrupt"**



**Thank You**

