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What are some of the innovative initiatives taken by your company in recent years? How have those initiatives helped your organization?

LearningMate employs an aggressive patent strategy to protect its intellectual property and maintain a competitive edge in EdTech. This has led to the company being awarded multiple US patents in content engineering, content delivery, and classroom management. LearningMate heavily invests in researching and developing cutting-edge platforms and tools for digital learning solutions.

- **Frost Content Engineering Platform:** This cloud-based platform develops interactive learning content across multiple media types and automates the development process with patented technologies, saving time and effort.
- **Kadal AI Workbench:** Our brainchild Kadal provides a suite of tools and templates to quickly develop, deploy, and integrate AI-powered learning features and capabilities into our solutions.
- **Engage Learning Framework:** We offer AI-informed instructional

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design templates and best practices for creating engaging learning experiences across multiple channels.

To grow and succeed, LearningMate has focused on innovation through patents, platforms, and processes to stay ahead of the curve.

What are your key strategic priorities for customers and stakeholders to drive long-term growth?

LearningMate's long-term growth plan is driven by the following three key strategic priorities:

1. **Eliminating costs from customer balance sheets:** Our patented technologies, content engineering platforms, and AI models help education providers cut the costs of developing and delivering digital learning products and services.
2. **Driving better teaching and learning outcomes:** LearningMate's mission is to enhance teaching and learning through its AI-informed Engage Learning Framework, delivering interactive, multimodal, and efficacy-optimized learning experiences.
3. **Enabling flexibility and accelerating workforce readiness:** LearningMate supports learning anytime, anywhere, and on any device, enabling learners to quickly acquire skills the workforce demands. We make refactoring large courses,

modularizing content, providing micro-credentials, and providing continuous upskilling and reskilling easy.

What is your company's growth strategy for the next 3 to 5 years?

Our growth strategy for the next 3 to 5 years as we strengthen our position as a global leader in EdTech includes organic and inorganic growth.

- **Organic Growth:** The demand for education technology has helped drive our organic growth. Investing heavily to build on this momentum, we're expanding our presence in strategic geographies.
- **Capability Expansion:** We're tapping into new aspects of AI, machine learning, and learning analytics to bring value to our clients by upgrading our platforms, tools, and solutions.
- **Inorganic Growth:** Through a focused corporate development effort, we're actively pursuing inorganic growth opportunities. It includes:
 - o **Strategic Acquisitions:** After two acquisitions and two rebranding initiatives, our goal is to strengthen our position as an end-to-end EdTech partner by acquiring companies with complementary capabilities, technologies, or market access.
 - o **Strategic Partnerships:** With our robust partner program, we're committed to forming strategic alliances with other industry players.