



BEBAN  
SEASON 3



Thiqa  
Tutoring

## Thiqa Tutoring Investment Brief

A provider of tutors and personalized education consultation, offering home, online and VR tutoring.

# Opportunity Notice

This memorandum contains forward-looking statements that involve risks and uncertainties. We use words such as “anticipates,” “believes,” “plans,” “expects,” “future,” “intends,” “seeks,” and similar expressions to identify such forward-looking statements.

These forward-looking statements have been based on current expectations and projections about future results, which, although the Founders believe them to be reasonable, are not a guarantee of future performance. You should not place undue reliance on these forward-looking statements.

The Investment’s actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including but not limited to the risks described in this section.

You should not rely on this Memorandum for investment, legal, or accounting advice. You should consult your own professional advisors before entering into an Investment Agreement.

Every effort has been made to ensure the accuracy of the information contained in this Investment Memorandum. However, Beban W.L.L and Hope Ventures Holding B.S.C do not warrant, guarantee or give any confirmation whatsoever in respect of the accuracy of the information, whether express or implied, and hence no prospective investor will have any claim against Beban W.L.L and Hope Ventures Holding B.S.C due to any information contained herein.

**Prospective investors should be aware that:**

- The value of equity shares will fluctuate, and Investors may not receive back the full amount originally invested
- Changes in legislation may restrict or adversely affect the ability of the Opportunity to meet its objectives as set out in this Investment Memorandum
- There can be no assurance the Opportunity can meet its objectives as set out in this Investment Memorandum

**Investment in private equity is subject to certain risks, and you should not invest in private equity if you cannot afford to lose the principal amount or if you need liquidity. There is no guarantee of a return on or of your investment.**

# Overview of the Opportunity

**Legal Structure:**

Limited Limited Company

**Jurisdiction**

United Arab Emirates

**Establishment Year:**

2022

**Business Registration Number:**

CN-4747769

## About the Business

**Industry:** Education Consultation, Tutoring

**Business Description:**

Thiqa Tutoring is a business that offers tutoring services across the UAE (Abu Dhabi, Dubai and Sharjah), with a strong focus on quality supervision, end-to-end management, and personalized consultations for students. Thiqa's educational consultations empower students and tutors to tailor learning paths for optimum success.

**Services:**

- Home Tutoring
- Online
- VR tutoring (Soon)
- Subscriptions: hourly, and monthly

**Milestones achieved:**

1. 20,000+ tutoring hours delivered within 15 months
2. Streamlined operations through internal reservations system
3. +3M AED in revenues

# Founders Background



## Omar Bakri

Co-Founder and CEO

**Current:** Full-time

- **Education:** BSc in Sustainable and Renewable Energy Engineering from the University of Sharjah, UAE.
- **Professional Experience:** Launched two successful ventures including BAKRI Smart Furniture, and AloNails Home Service Salo



## Ali Bakri

Co-Founder and COO

**Current:** Full-time

- **Education:** BSc in Mass Communications from Emirates College of Tech



## Hamdan Kamustaji

Co-Founder and CFO

**Current:** Part-Time

**Post-Investment:** Part-Time

- **Education:** BSc in Sustainable and Renewable Energy Engineering from the University of Sharjah, UAE and MSc in Finance from the American University of Sharjah.
- **Professional Experience:** Currently working as a consultant in PwC

# Investment Opportunity

## Investment Ask

USD 100,000

## Equity Interest

2.00%

## Valuation

USD 5,000,000

## Use of Funds

### Application Development (USD 50,000)

Develop our AI powered tutoring app with three tutoring options (Face To Face – Online – VR).

### Office Capital (USD27,000)

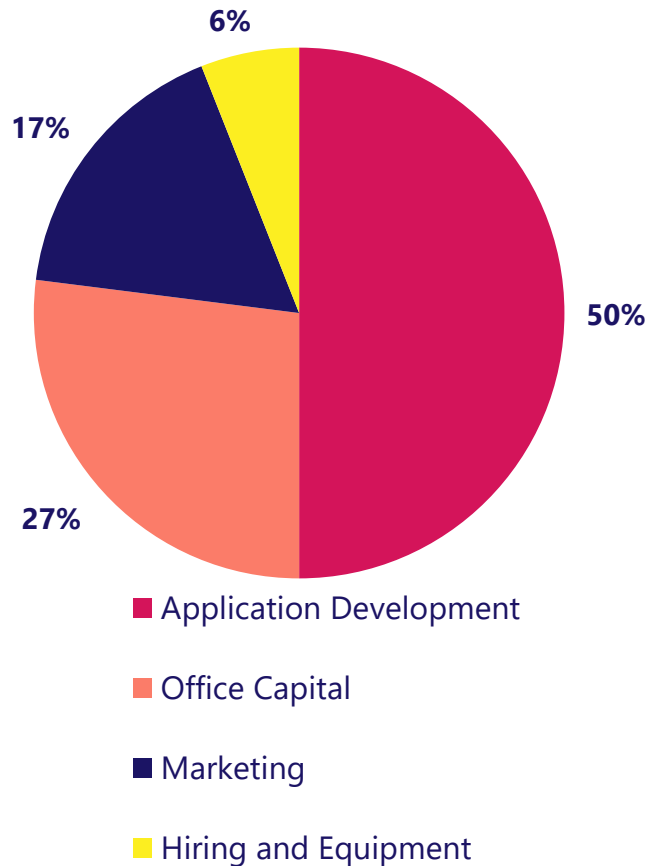
Opening our operations office in Amman – Jordan to gather the remote team & increase productivity. Also, small office in UAE for the legal presence requirement.

### Marketing (USD 17,000)

With 0\$ marketing in the past where the organic referral was found the most effective marketing for us, will work on incentive referral program, content creation marketing by offering valuable trainings, courses, workshops for our tutors and students. Not to mention that we will make benefit of our vehicles as a moving branding billboards

### Hiring and Equipment (USD 6,000)

Hiring full-time tutors and Educational Consultants.



## Cap Table

Investor	Investor Type	Pre-investment	Post-investment
Omar Bakri	Co-Founder	100%	38.40%
Ali Bakri	Co-Founder	-	24.00%
Hamdan Karmustaji	Co-Founder	-	18.80%
Employees	Employees	-	04.30%
TV show Investor(s)	Investor	-	12.50%
Incoming Investor(s)	Investor	-	02.00%

# Income Statement

The figures presented below are in **USD**:

## Summarized Income Statement\*

	2023 Jan - Dec	2024 Jan
Revenue	705,437	100,880
Direct Cost	(305,646)	(40,552)
<b>Gross Profit</b>	<b>399,791</b>	<b>60,328</b>
<b>Operating Expense</b>		
Operating Expenses	(259,857)	(34,249)
Transport Expenses	(143,758)	(20,684)
<b>Total Expenses</b>	<b>(403,615)</b>	<b>(65,933)</b>
<b>Profit / (Loss) for the period</b>	<b>(3,824)</b>	<b>5,395</b>

\* Numbers are extracted from Company's management accounts.

## Forecasted Income Statement

	Forecast 2024	Forecast 2025	Forecast 2026	Forecast 2027
Revenue	1,886,649	3,574,932	4,795,640	5,275,204
Direct Cost	(830,125)	(1,486,649)	(2,110,082)	(2,321,090)
<b>Gross Profit</b>	<b>1,056,524</b>	<b>2,088,283</b>	<b>2,685,558</b>	<b>2,954,114</b>
<b>Operating Expense</b>				
Operating Expenses	(753,406)	(1,122,616)	(1,373,569)	(1,510,926)
Transport Expenses	(301,864)	(571,989)	(767,302)	(844,033)
<b>Total Expenses</b>	<b>(1,055,270)</b>	<b>(1,694,605)</b>	<b>(2,140,871)</b>	<b>(2,354,959)</b>
<b>Profit for the period</b>	<b>1,254</b>	<b>393,678</b>	<b>544,687</b>	<b>599,155</b>

# Statement of Financial Position

The figures presented below are in **USD**:

## Summarized Statement of Financial Position\*

	<b>2023 Dec 31</b>
<b>Current Assets</b>	
Cash	21,798
Receivables	7,194
<b>Total Current Assets</b>	<b>28,992</b>
<b>Non-Current Assets</b>	
Motor Vehicles	3,087
Licensing & Resident Visa	4,729
Furniture	2,450
Electronic Equipment	10,174
<b>Total Non-Current Assets</b>	<b>20,440</b>
<b>Total Assets</b>	<b>48,432</b>
<b>Liabilities &amp; Equity</b>	
<b>Equity</b>	
Accumulated losses	(3,824)
<b>Total Equity</b>	<b>(3,824)</b>
<b>Current Liabilities</b>	
Debt	40,872
Payables	11,384
<b>Total Current Liabilities</b>	<b>52,256</b>
<b>Total Liabilities &amp; Equity</b>	<b>48,432</b>

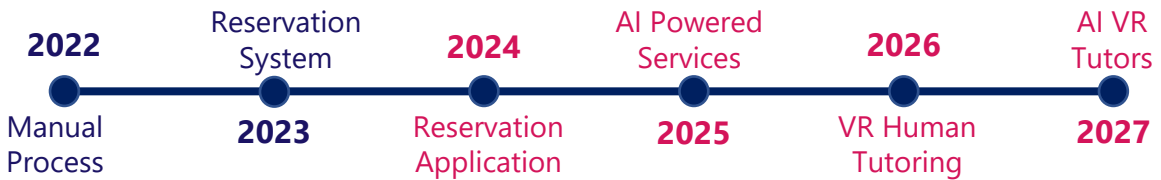
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# Growth Plans

## Technology Capitalization

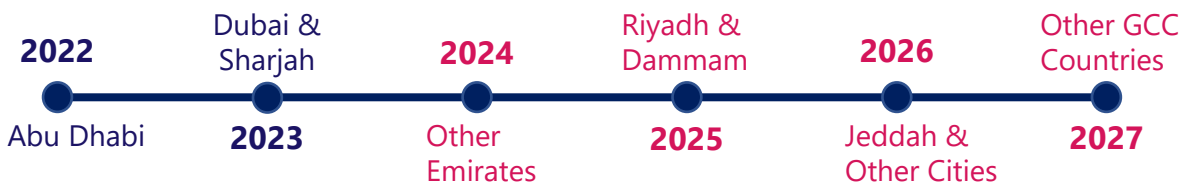
Thiqa Tutoring plans to develop its application to enhance the student and tutor experience through Artificial Intelligence and incorporate Virtual Reality for a seamless tutoring journey powered by AI.

Technology capitalization is crucial for expansion as it would optimize operations, maintain competitiveness, and maximize educational impact with higher margin profits.



## Expand Regionally & Domestically

Thiqa Tutoring plans to expand to other Emirates in the UAE in 2024 followed by an aggressive expansion in KSA in 2025-2026 and to the rest of the GCC in 2027-2028.



## Partnerships & Collaborations

Thiqa Tutoring plans to leverage public-private partnerships with universities, schools, companies, and the government for mutual benefits.

Partnerships align with Thiqa Tutoring social commitment to provide accessible quality tutoring to all segments of the society.







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