



# The Language Community

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The world's biggest language community, where millions of members practice together and learn from each other.



Real, human conversations

*It's why  
we learn  
languages.*

*And it's  
how we  
learn best.*



# How it works



## Community

A trusted safe space, just for learners



## Matching

Find the perfect language exchange partner



## Learning

A messenger built to learn & teach languages



# Already profitable freemium subscription business

Free plan

Unlimited usage  
of basic features

FREE with ads

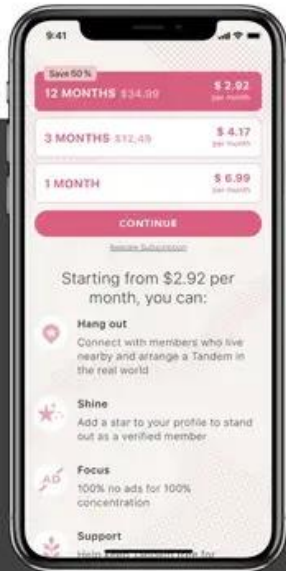
Tandem Pro

Premium membership  
gives access to special  
features and content

\$ 6.99 / month (monthly plan)

\$ 34.99 / year (annual plan)

6% of new members convert to Tandem Pro





# Built by a highly experienced, international team of language enthusiasts



**Arnd Aschentrup**  
CEO



**Tobias Dickmeis**  
CPO

Serial entrepreneurs, 12 years experience in consumer mobile, gaming and tech, previous exit of Cyoshi Mobile GmbH to Mobile Streams plc

Background: Consulting (McKinsey), C-level management at public company, digital research and television

Friends from university (Media Management)



**Vivien Pillet**  
Growth Lead  
Blue Apron, ShareThis,  
Societe Generale



**Ivan Kalyaev**  
Frontend Lead  
Yandex, MYCS,  
MA in CS & Linguistics



**Bao LeDuc**  
Android Lead  
PhD in CS,  
ex. Orange,  
Founder Antek



**Sergei Shilko**  
Backend Lead  
ex. Eharmony, Iponweb,  
Yahoo



**Arnaldo Gnesutta**  
iOS Lead  
ex. Grindr,  
Etermax



**Xenia Zenner**  
Design Lead  
ex. ID Media,  
UdK Berlin



## First steps

Build basics, e.g. memorize vocabulary and phrases



## Reach fluency

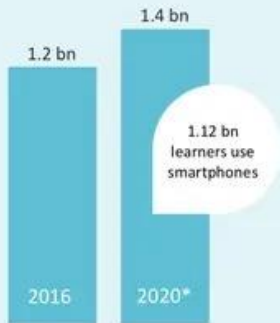
Develop real world speaking skills and full listening comprehension





## > 100x growth potential

Almost everyone needs to learn a new language in life



# of people learning a new language globally

New 'Billion Dollar' companies are changing language learning

VIP KID

\$825m VC funding

duolingo

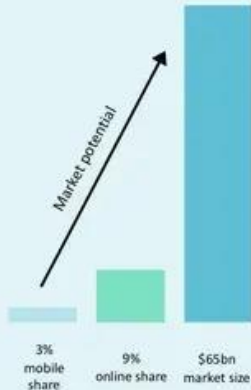
\$108m funding

+Babbel

Undisclosed funding

Ambient Insight: The 2016-2020 Worldwide Market for Digital Language Learning Products; Statista Smartphone user penetration 2014-2020, Ben Evans: Mobile is eating the world (2018); Crunchbase

Mobile disruption has only just begun





## The #1 app for language fluency

### Summary

- + Unique and in a leading position to capture a €60bn+ consumer market
- + World class core team: Experienced, mission-driven, efficient





# Thank you!

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