



Leading the Way Towards  
Smart Learning for Future Education



# GLOBAL PARTNERSHIP PROGRAM

## Footprint of Visang Education

- 1997** Founded
- 2006** Sold 10M copies of <Han-ggut>
- 2007** Launched e-learning program <Soobakc.com>
- 2008** Listed on KOSPI
- 2009** Sold 10 million copies of <Wanja>  
1<sup>st</sup> published middle school textbooks
- 2010** Total sales reached 100 million USD
- 2012** #1 Mid. Textbook Publisher

- 2014** Launched English program <englisheye>
- 2015** Launched <Master Korean> in Vietnam
- 2016** Launched digital English program <Wings>
- 2017** Entered into a contract with the largest educational group in China <New Oriental and Technology>
- 2018** Signed a supply contract for <Wings> to a education company in Vietnam <EMA>
- 2019** Signed a supply contract of <englisheye>, <ELiF>, <Wings> to several education companies in Vietnam <EMA, APAX Group>, China (Angels) and Paraguay <Joless>
- 2020** Signed a supply contract of <Wings> with Chinese company, "Angels" in China, and "Image One" for Myanmar's market

# Spreading the Value of Education

Publication  
Learning Aids

Publication  
Textbooks

Printing  
Business

Professional  
Development

K-SAT  
Exams

Korean  
Language  
Education

English  
Education

Early  
Childhood  
Education

Franchised  
Schools

Parent  
Education

E-Learning

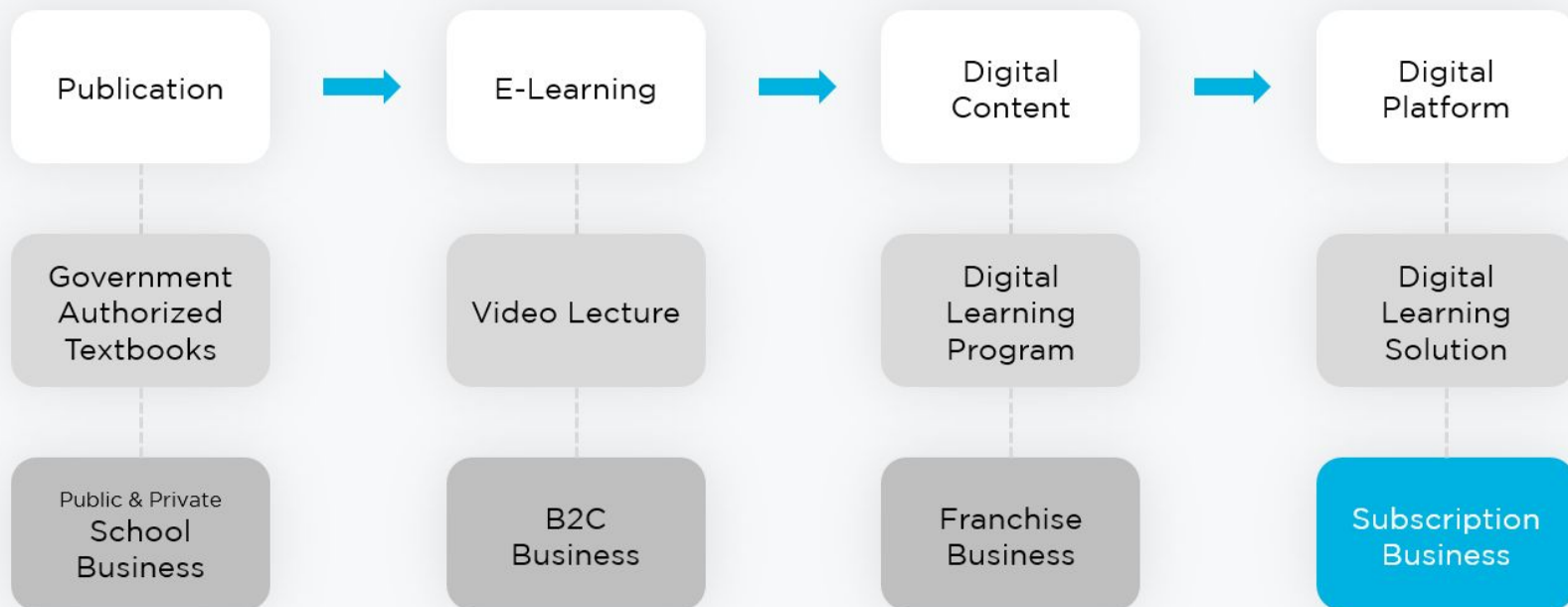
Smart  
Learning  
Research Lab

AI  
Research Lab

Future  
Education  
Research Lab

Smart  
Classroom  
Solutions

## From Publishing to Smart Learning



ALLVIA

## With Allvia, Towards Smart Learning

Wings!  
Fly into the World!

ELiF

MATH  
ALIVE

COMING  
SOON



OXFORD  
UNIVERSITY PRESS

Challenge  
I CAN DO IT!

COMING  
SOON

klass

COMING  
SOON



Wings

## English Learning Program for KG

Based on an ICT Fusion Education platform, Wings provides interactive contents for teachers and children.

Smartboards and tablet PCs, allow active participation from all students.





ELiF

## English Learning Program for G1 - 6

ELiF combines fun and creative classes using two-way teaching & learning tools in diverse forms, optimized for smart environment.

This allows 100% involvement via individual learning tools.





# Oxford Discover



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Oxford Discover

## English Learning Program for G1 - 6

Oxford Discover Series empowers students to shape their futures with an inquiry-based approach and a focus on 21st Century Skills, which allows teachers and students to have an interactive class.



Oxford Discover Futures

## English Learning Program for G7 – 12

Oxford Discover Series empowers students to shape their futures with an inquiry-based approach and a focus on 21st Century Skills, which allows teachers and students to have an interactive class.



# Oxford Discover Futures

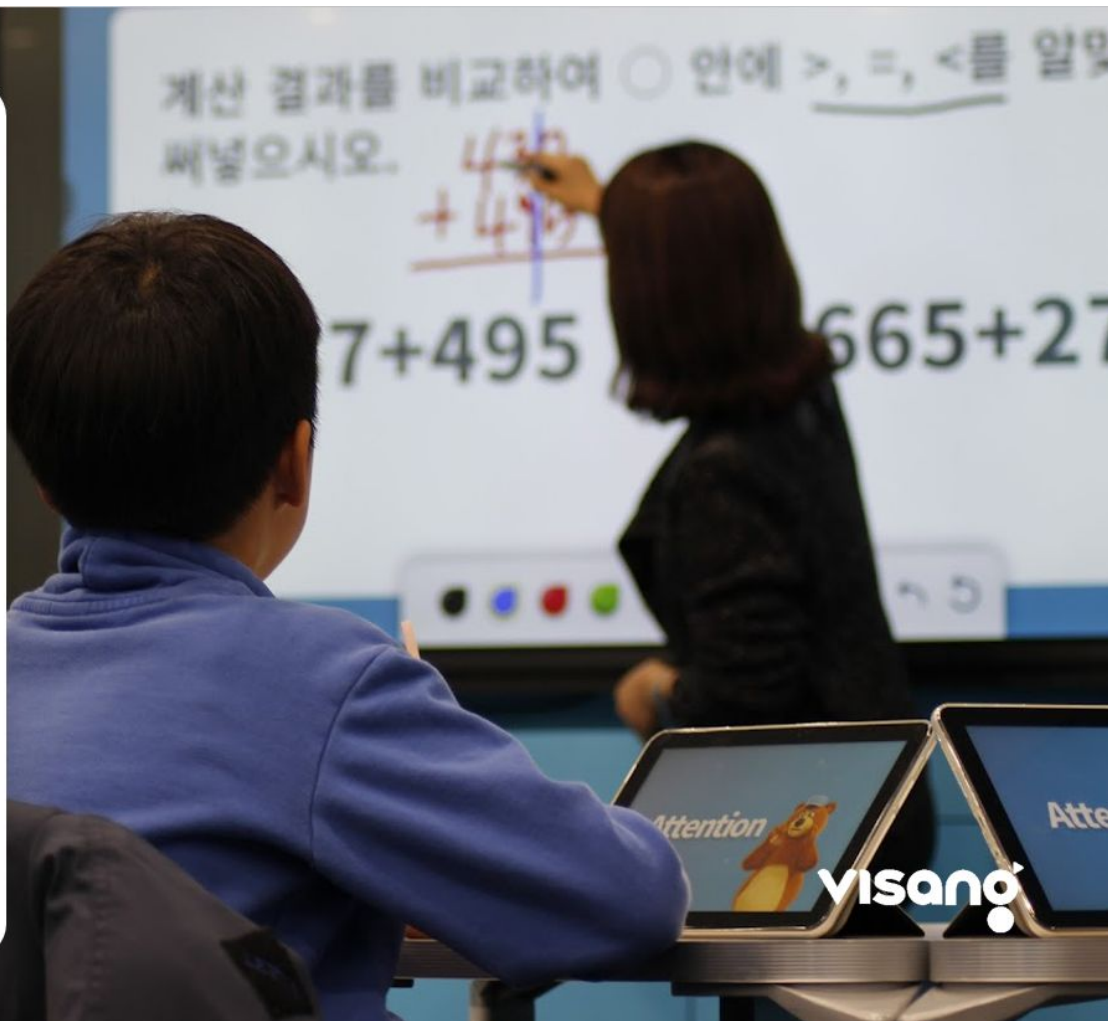


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Math Alive

## Math Learning Program for KG - G5

Math Alive's interactive teaching/learning allows teachers to check students' progress in real time to adjust the class direction and level, and allow students to review their progress and level.



## Key Features

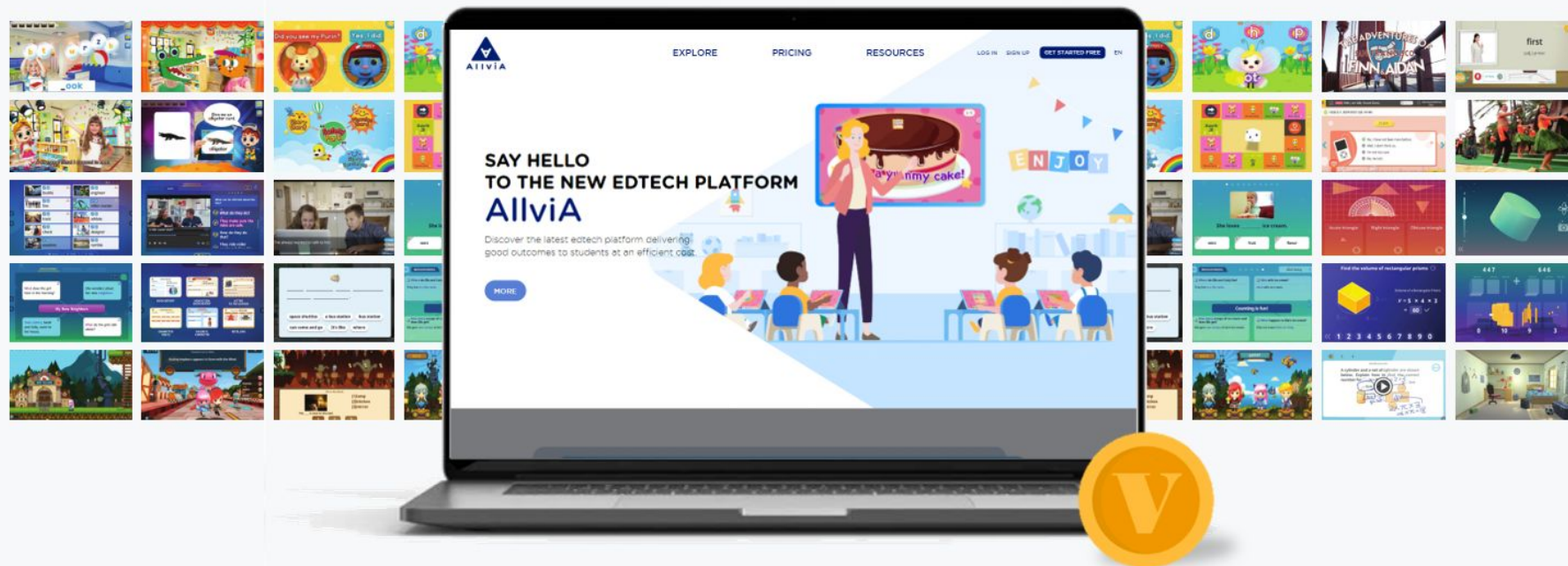
This picture is only for your reference and the discount rate can be adjustable by mutual consent with Visang Education and the reseller.



ALLVIA

## Key Features

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PARTNER

## Partners and Customers of Visang



### Partner

School Supplier  
Education Company  
IT Company  
Start-Up  
Small Business Owner

### Customer

Private/Public School  
International School  
Language Center  
Kindergarten  
Teacher/Principal

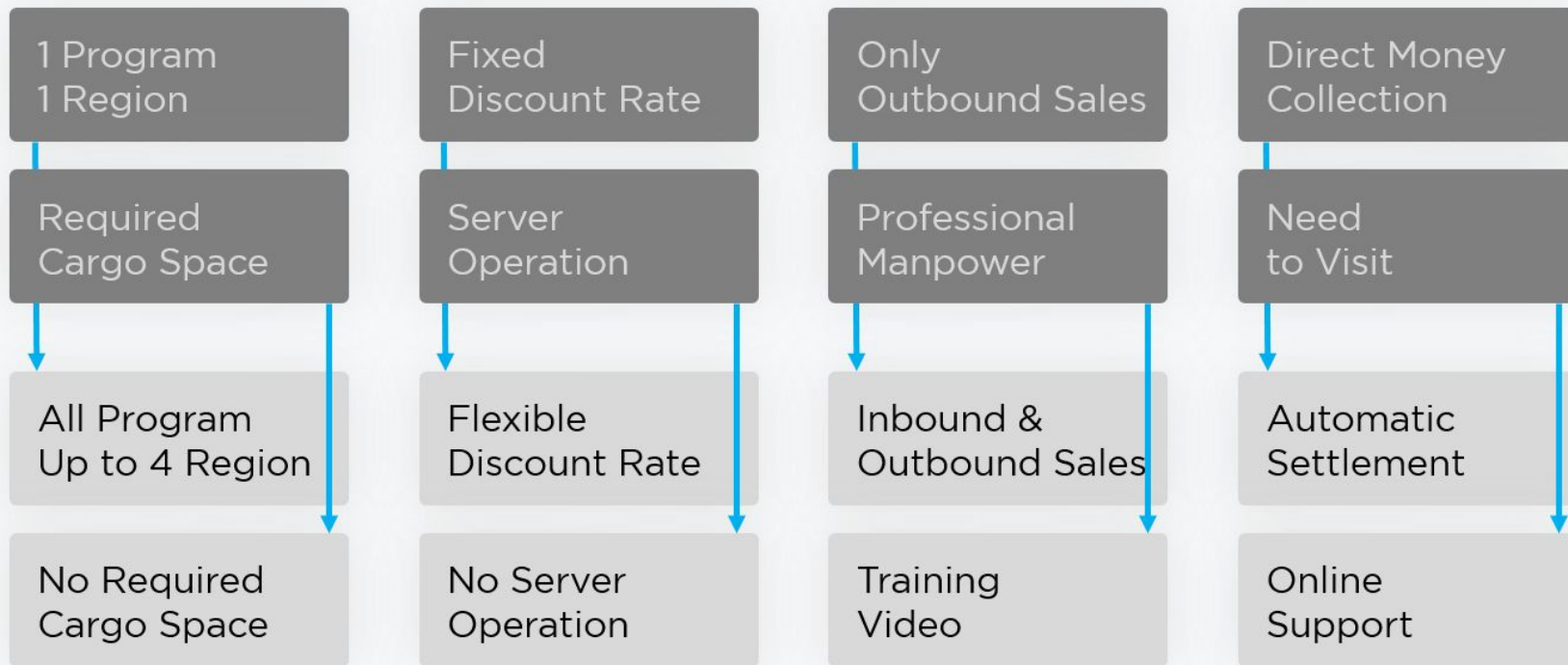
PARTNER

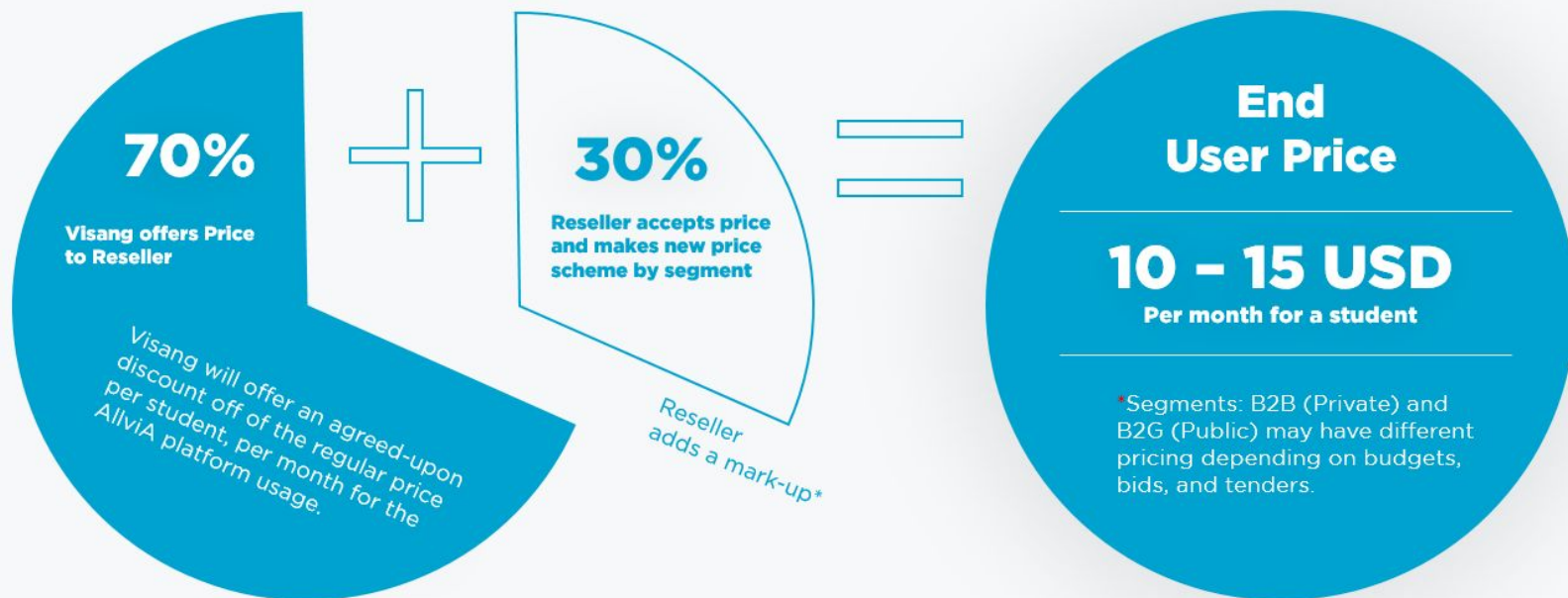
## Global Partners



PARTNER

## Benefit







PARTNER

V-Cash 

	Partners	Schools
Charging purpose	initial down payment	Program fee
Other uses	Sales training sessions open gift to school	One week voucher, etc.
Charging or not	Required Charge (Transferable to school)	Optional Charge (You can get a gift from a reseller)
How to charge	If you purchase <u>Vcash</u> with cash or card payment in Visang, <u>Vcash</u> will be charged accordingly.	

Subscription



Textbook Import









Online Training



Onsite Training



## Types of Global Partnership

	Average Royalty	Type	Role	Contract Year	Required Staff	Business Volume	 V-Cash Charge
<b>1</b> <b>DISTRIBUTOR</b>	 <b>50%</b>	Exclusive	Sales & Marketing	5 - 7 Years	10 or more	\$100m or more	 <b>\$50,000 or more</b>
<b>2</b> <b>RESELLER</b>	 <b>30%</b>	Non Exclusive	Sales & Marketing	1 - 3 Years	1 or more	Not Required	 <b>\$10,000</b>
<b>3</b> <b>AGENT</b>	 <b>10%</b>	N/A	Referral	1 - 3 Years	1 or more	N/A	Not Required

PARTNER

V-Cash 

\*For example - if the regular cost is 10\$ per student, Visang will offer up to 30% off, equaling 7\$ per student. This is just a sample price, but will be used in future slides to show the cost structure and payment model.

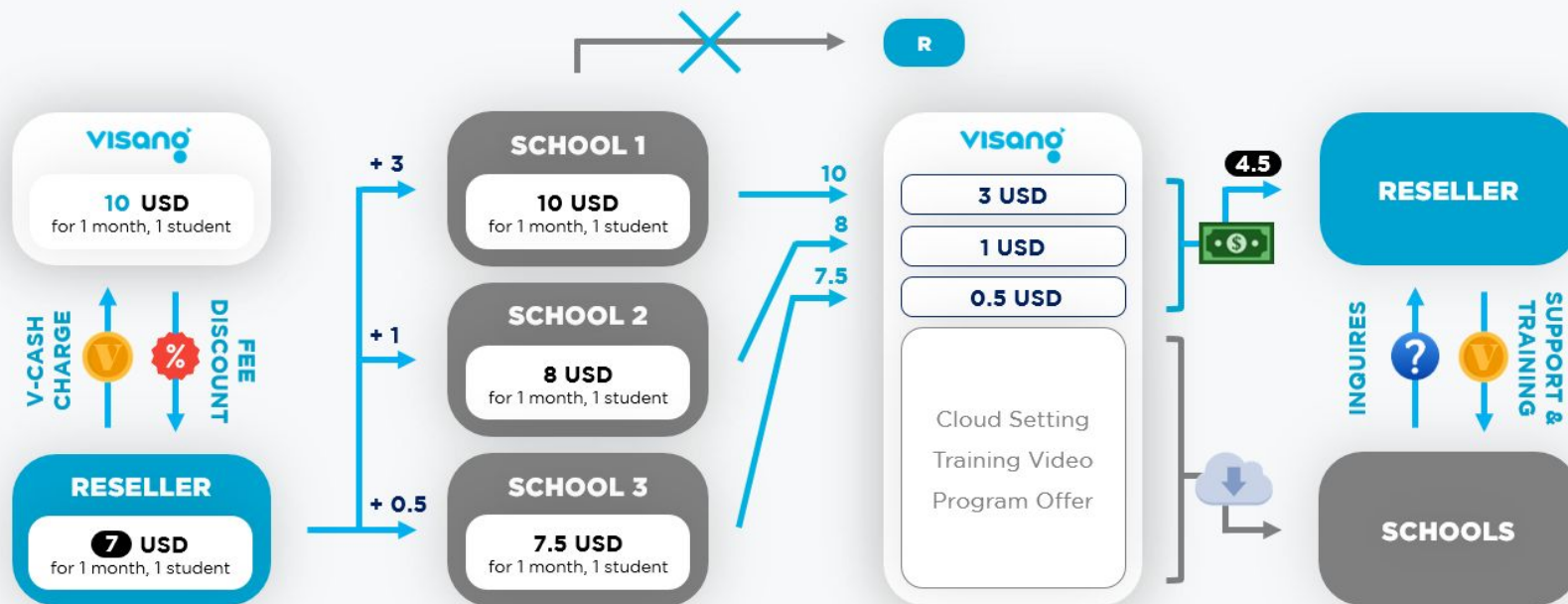
\*\*The reseller adds a markup fee for each customer (depending on segment) and schools buy at that price point. For example, the seller buys from Visang at \$7 per student and sells at \$10.99 per student.



RESELLER

## Business Model

This picture is only for your reference and the discount rate can be adjustable by mutual consent with Visang Education and the reseller.



Possible for strategic marketing with applying different discount rates

Resellers do not need to collect money directly from the school

Each school pays directly on Visang site, purchases it, and learns how to use it

## RESELLER

# How to become Reseller

\*For example - if the regular cost is 10\$ per student, Visang will offer up to 30% off, equaling 7\$ per student. This is just a sample price, but will be used in future slides to show the cost structure and payment model.

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- 1 Reseller Buys V-Cash at a pre-determined discounted rate from Visang\*
- 2 Reseller makes price list for customers (schools)\*\*
- 3 Reseller provides school with at adjusted price and provides structure to Visang.
- 4 School pays Visang Directly
- 5 Visang provides payment to reseller

**R** and **V** have the contract

**R** pays the contract fee

**V** registers and charges the Vcash

**R** does the sales and marketing activity

**R** can use the Vcash for marketing

 pays usage fee to Visang

**V** gives commission fee to **R**

## RESELLER

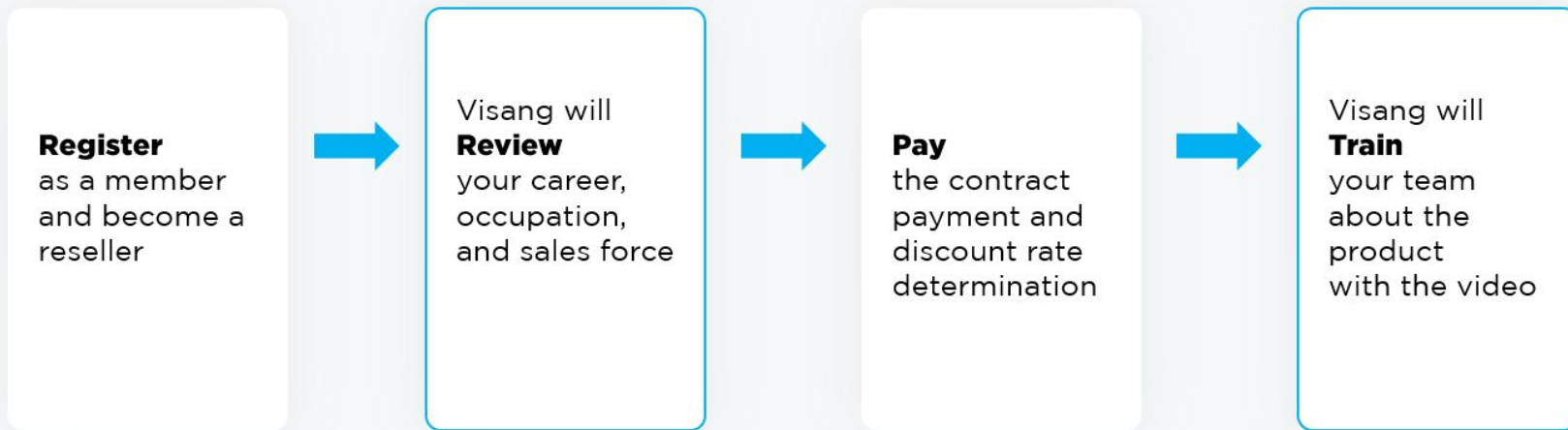
# Requirements for Reseller

- Accessibility based on target customers
- Financially sound and stable business operation
- Existing education-related sales competency
- Education content and education solution sales experience
- **\$10,000** payment shall be required to become the reseller.
- Experience in business operation in the relevant country
- Strong presence and networking in target markets



RESELLER

## How to Become Visang Education's Reseller



You can determine the maximum discount rate that can be sold by negotiating.  
After completing membership registration, you can experience content and use services.

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