

Kai's Education Investment Notes

We are excited to announce that Enterprise Angels and EA Fund 4 have made a recent investment into Kai's Education Limited.

The Company

Founded by Ronel Schodt and Bruce Jackson, Kai's Education is a New Zealand-based EdTech company delivering engaging STEAM and coding education through innovative robotics and technology.

Kai's flagship products include:

- **KaiBot:** Coding robots for grades K–8.
- **Kai's Clan:** Programmable IoT robots for grades 5–10, integrating AR/VR and STEM-themed activity mats.

The Market

Kai's Education is well-positioned in a growing global market for early STEAM and coding education. With STEM and computer science becoming mandatory across 45+ US states, Kai's offers a compliant, out-of-the-box solution from kindergarten through high school.

The company has already expanded globally, partnering with resellers in the USA, Italy, and Australia, and building relationships in the UK, UAE, and Canada. Their products have won awards such as the Common-Sense Top Pick for Learning and District Administration's Top EdTech Product Award.

10 Reasons We Like Kai's Education

1. **Outstanding Founders:** Ronel Schodt (third-time founder) and Bruce Jackson (second-time EdTech founder) bring deep experience and complementary strengths.
2. **Strong Board:** Includes Bob Drummond, Executive Chair of Kami (valued at \$300m), who actively supports the team.
3. **Global Traction:** Thousands of units sold across multiple countries.
4. **Profitable Business:** Already profitable with high gross margins.
5. **Mission-Driven Product:** Helps schools meet legislative STEM requirements with engaging, accessible tools.
6. **Resilient Model:** Proven ability to grow through economic downturns and COVID disruptions.
7. **Scalable Sales Strategy:** Focused on district-level instructional coaches for broader rollout.

8. **Differentiated Offering:** Combines AR/VR innovation with superior curriculum across 9 grades.
9. **Strong Team Culture:** Collaborative, focused, and financially prudent.
10. **Large Addressable Market:** NZ\$844 million TAM in North America alone.

Thank You

We admire Ronel & Bruce for their vision and grit. They have consistently demonstrated commitment to making coding education impactful, engaging and useful in the real world.

We also thank Flying Kiwi Angels for leading the investment round and providing quality due diligence and ongoing support. Their commitment and professionalism have been instrumental in bringing this opportunity to fruition.

We look forward to supporting Kai's Education as it scales globally and continues to inspire the next generation of learners.