Report of the State of the Corporation

May 18, 2022

W. Lewis Johnson, PhD, CEO and co-founder

- Entrepreneur, thought leader, author
- DARPA Significant Technical Achievement Award
- IFAAMAS Influential Paper Award
- Host of webinar series on the Future of AI in Education and Training
- Past President, Intl. AI in Education Society
- Linguistics: Princeton; Computer Sci.: Yale

Karen Chiang, Chief Revenue Officer

- Global business-development leader in education and workforce development
- Has done business in 35 countries
- Pearson: VP Sales for Clinical and Talent Assessment in Emerging Markets
- Pearson Taiwan: Managing Director
- Thompson Learning: Director Asia ELT
- Ordinate (now Pearson): General Manager
- Asian Studies, U Mass; TESOL, U. Penn

Other Key Members of the Alelo Team

CLIFF KAMIDA
Vice President Production
20 years in educational games: Disney, Knowledge Adventure

BRENDA LINDSAY, MBA/PMP
Senior Project Manager
20-year veteran of the interactive and educational software industries

VICKI MOMARY
Senior Project Manager
Over 25 years experience managing projects

ELI EISENBERG
Interim Chief Financial Officer
40 years in accounting & financial management, acting CFO for 60+ early-stage companies

RICHARD KOFFLER
Member of the board of directors
30+ years leading advanced-technology companies from pre-revenue to exit

THOMAS LYMAN CHUN
Member of the board of directors
Board member: Maxtor, Logitech;
VP: Tandem Computers
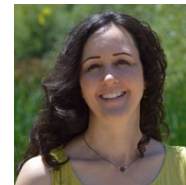
RONDA BROUGHTON
VP Marketing
20-year veteran of the interactive and educational software industries

BETH MERRILL
Director of Client Partnerships
Over 25 years of proven success selling to executives in a B2B environment

# Alelo: Conversational AI for Rapid Skilling

- Benefits:
  - Develops skills up to 5-10x faster
  - Better retention
  - Builds self-confidence

- Data-driven conversational avatars + personalized learning

- Award-winning technology

- Our goal is to become the technology provider of choice for avatar-assisted learning
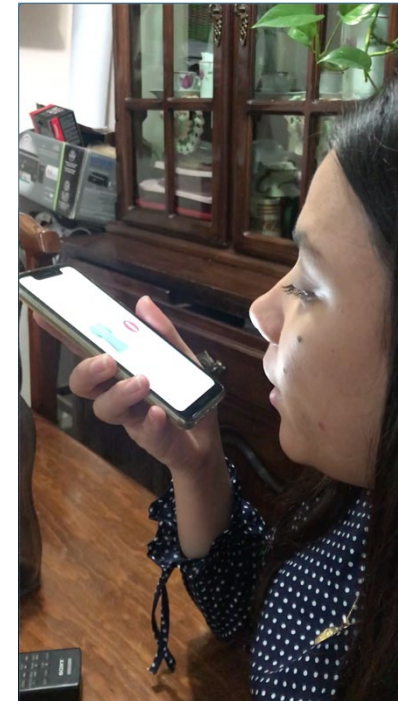
Why it Works

- It combines two powerful learning methods: learning by doing and learning by explaining (the *protégé effect*)

- Practice whenever you want, and get immediate feedback

- Highly scalable

- Great for communication skills, but applies to just about any occupational skill

- Applications from language learning to healthcare to hard-rock mining
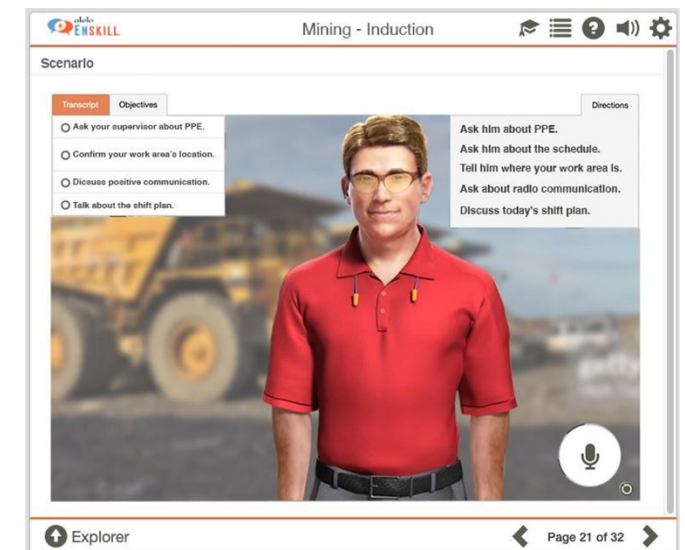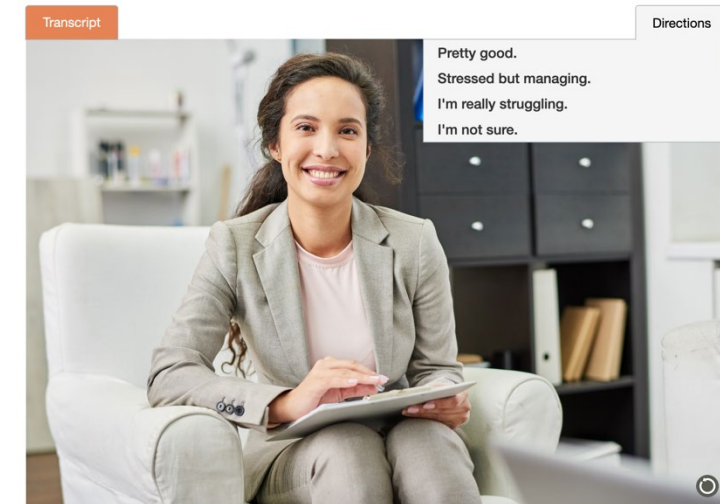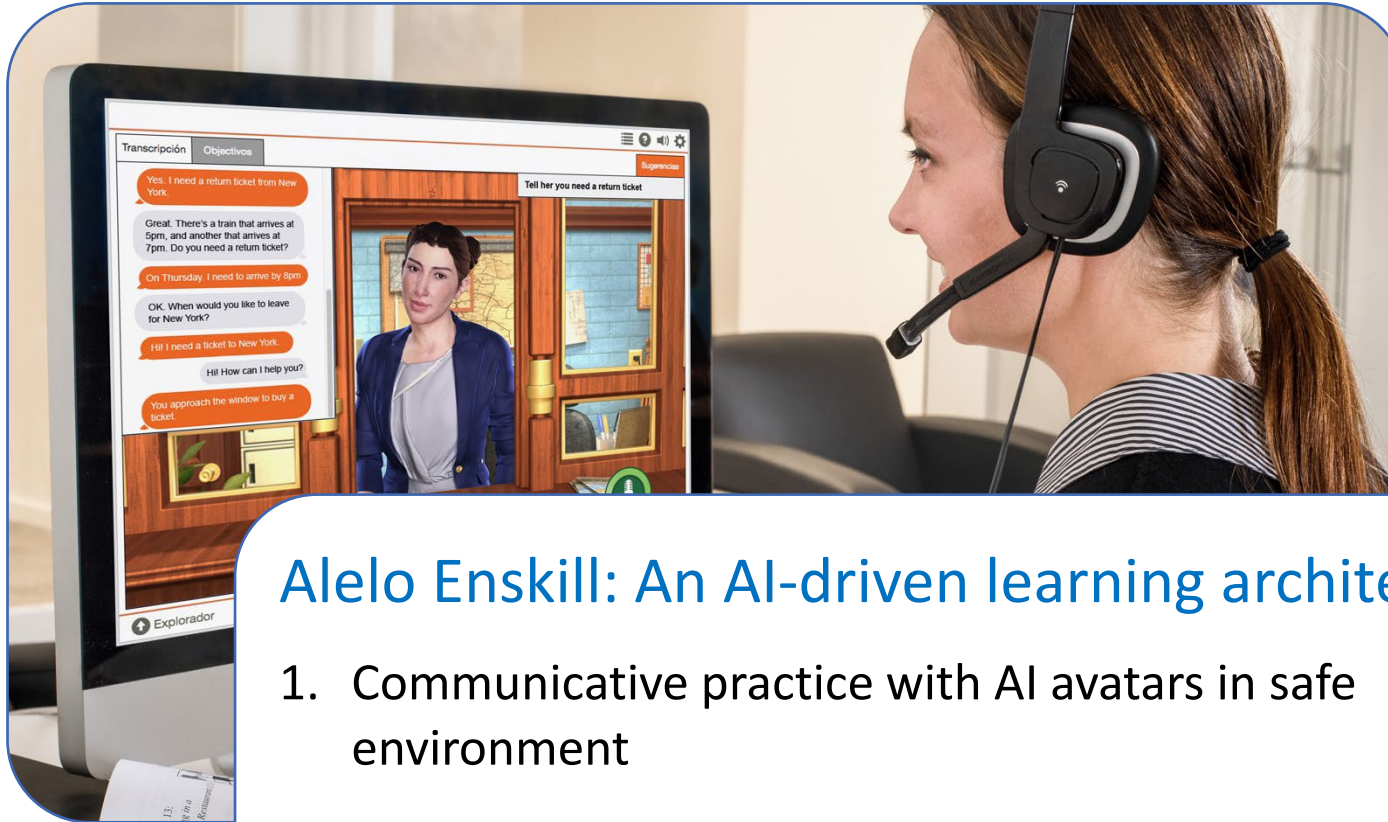
Alelo Enskill: An AI-driven learning architecture

1. Communicative practice with AI avatars in safe environment

2. Formative assessments

3. Feedback

4. Personalized practice

5. Analytics for teachers, learners, and administrators

May 7, 2021

Objectives for 2021

- Successful launch of first reskilling course

- Expand nationwide, prepare for international expansion in 2022

- Launch new course in English for manufacturing

- Continued expansion of sales of language products
  - Our own subscriptions and partnerships with language schools

- Start opening Enskill for customer data scientists and developers

- $1.0M continuing Government business

The XPRIZE Rapid Reskilling Competition

- We successfully reskilled and placed community health workers, in ½ the time of conventional training

- Collaboration with Hampton Roads Workforce Council (HRWC) on recruiting and job placement
  - **"It helped me drastically change career fields in a few short months that is more rewarding and fulfilling."**
  - **"The program far exceeded my expectations and awakened what my passion in life truly is. I'm beyond grateful I was given this opportunity."**

XPRIZE RAPID RESKILLING | NEWPROFIT

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IS A

FINALIST

in the global $5M Rapid Reskilling
competition sponsored by New Profit

Prize money to date: $400,000

More Recognition

Learning Tools Competition 2021

New International Customers
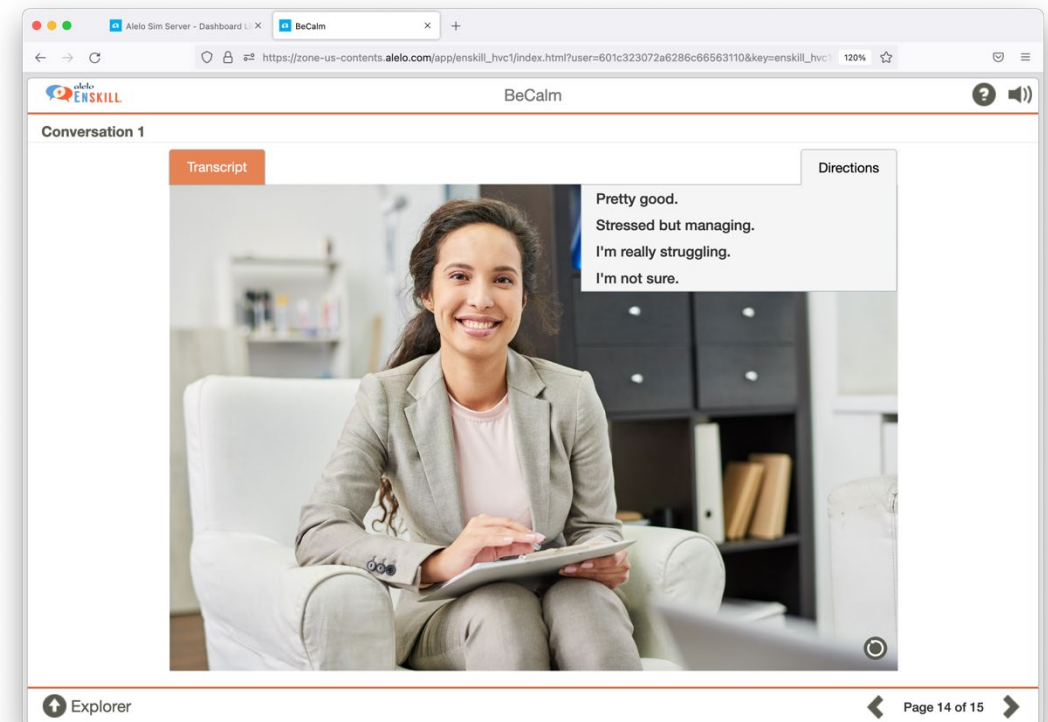

Canada

Costa Rica

Mexico

Australia

New Customer: Mass General

- BeCalm mental health coach

- App provides healthcare workers a safe environment to discuss PTSD and other mental health issues

- Ultimately will analyze user speech and bio sensors to help assess user state
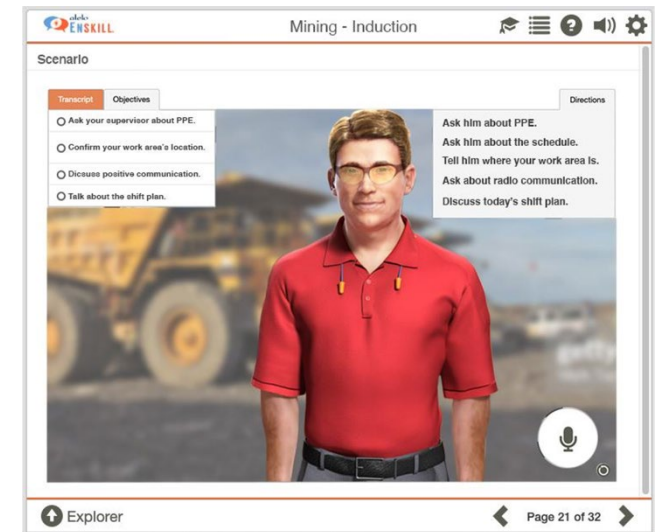
- Project in collaboration with ConverSage

New Customer: Access Mining

- Make sure trainees have acquired and can apply safety knowledge

- Practice taking safety precautions and discuss with a co-worker avatar

- Practice unusual and hazardous situations

- Access anywhere on miners' tablet devices

US Government Work

- Work is ongoing to convert existing VCAT cultural training courses to HTML5
- Subcontractor to Northrop Grumman
- Northrop Grumman has requested Alelo to provide maximum staffing for additional work starting in July
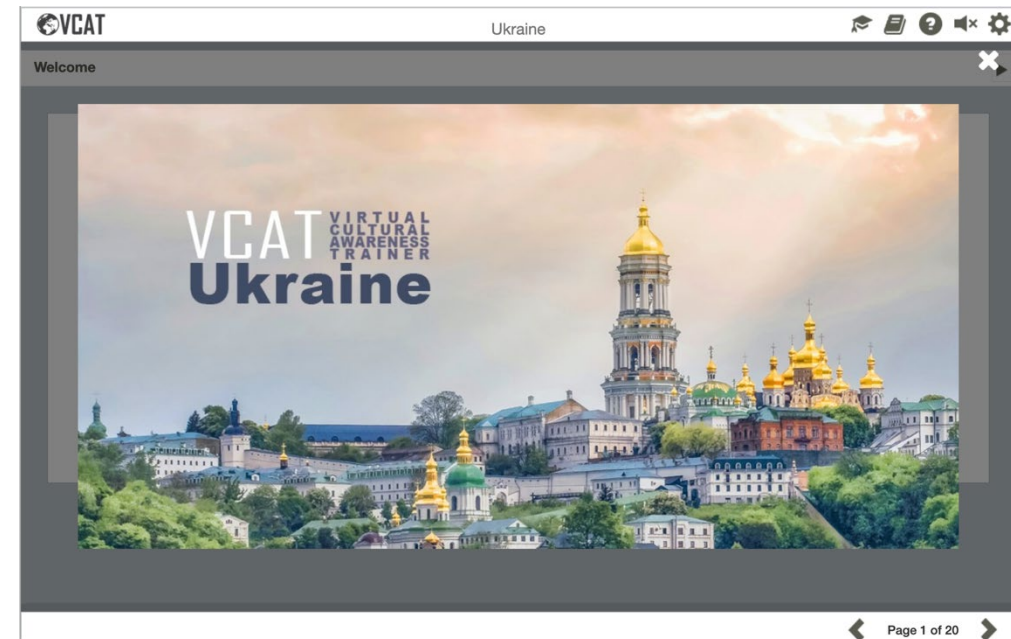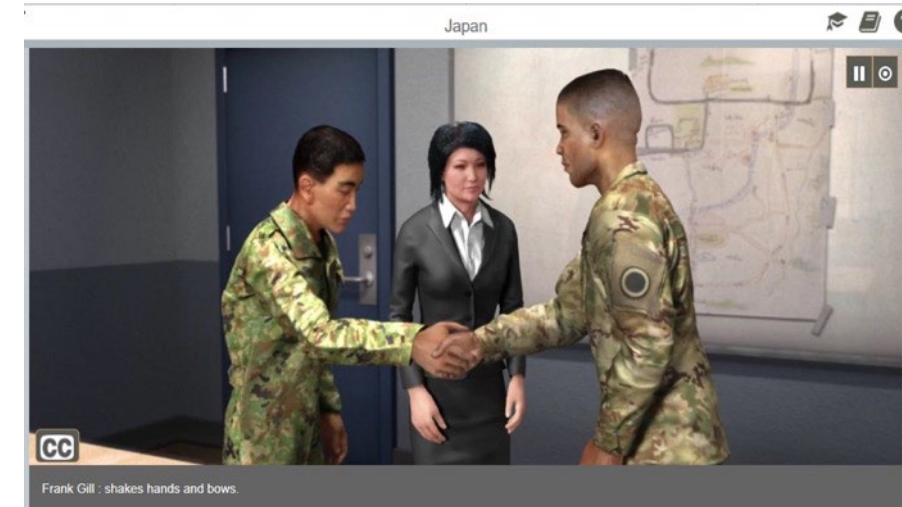
Enskill LE (contingent on funding)

- Enskill LE will turn Enskill into a platform for learning engineering and learning research

- For example, Ryan Baker plans to use Enskill LE to:
  - Mine data from adult learners to understand how they draw on previous work experience during reskilling
  - Develop recommendation algorithms to adapt reskilling based in previous work experience

- Learning engineers will be able to improve training speed and effectiveness and job placement outcomes, at scale

Prof. Ryan Baker

U. Penn GSE

Objectives for 2022

- 50% growth in our customer base for custom development

- Expand enrollment in our rapid reskilling courses (XPRIZE)

- Start opening Enskill for customer data scientists and developers

- $1.0M continuing Government business

- Prepare for strategic acquisition