



# INVESTORS PITCH

**presented by**

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# WE USE TECHNOLOGY TO CREATE **LANGUAGE INTERPRETATION** TOOLS AND SERVICE PLATFORMS



New service request

Request a new session with an able interpreter by following these steps.

1 Language pair

Select the two languages required for interpretation

English Italian

2 When

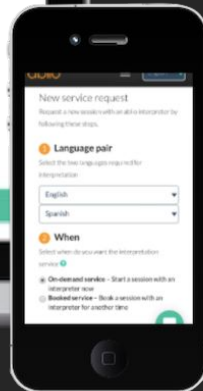
Select when do you want the Interpretation service?

On-demand service – Start a session with an interpreter now

Booked service – Book a session with an interpreter for another time

Expected duration time: 15 minutes

NEXT STEP



New service request

Request a new session with an able interpreter by following these steps.

1 Language pair

Select the two languages required for interpretation

English Spanish

2 When

Select when do you want the Interpretation service?

On-demand service – Start a session with an interpreter now

Booked service – Book a session with an interpreter for another time

**EASILY AVAILABLE TO  
ANYONE**

**SUPPORTED BY OUR OWN  
COMMUNITY OF  
INTERPRETERS**



# THE LANGUAGE INTERPRETING NEEDS

## LIVE CONFERENCES AND EVENTS

### PROVIDING SIMULTANEOUS INTERPRETING IS COMPLEX AND EXPENSIVE

- **Simultaneous interpreting systems** based on dedicated hardware equipment need to be rented, installed and set up
- Interpreters must necessarily operate **on-site**, in specific translation booths
- **Special headset receivers** need to be handled to and returned by the attendees

## WEB CONFERENCES

### IT IS NOT POSSIBLE TO HAVE SIMULTANEOUS INTERPRETING

- Most popular **web conference platforms** are not offering nor enabling any possibility to provide simultaneous interpreting for their users

## MULTILANGUAGE CONVERSATIONS

### CURRENT INTERPRETING SERVICES ARE EITHER EXPENSIVE, UNPRACTICAL OR UNFITTED

- **On-site interpreters** implies prior planning at high costs, quite often incompatible with the circumstances
- **Phone interpreting services** are convenient but available through contracts, not serving the retail market
- **Machine translation technologies** are still not very accurate and lack of proper applications for handling multilanguage conversations

# OUR SOLUTIONS

## ablio.com

service platform for remote  
live interpreting of conversations

## USE CASES



### KEY FEATURES

- By phone, PC or mobile devices
- On-demand or book it at later time
- Pay-per-minute
- Multiple language pairs
- Corporate accounts

**NO MORE NEED OF ON-SITE INTERPRETERS**

- **BUSINESS CALLS**
- **FACE-TO-FACE MEETINGS**
- **VIDEO/AUDIO CONFERENCES**

# OUR SOLUTIONS

## ablioconference

simultaneous translation systems  
for events

## USE CASES



### KEY FEATURES

- System management and operations through **PC**
- Translation feeds distribution to audiences on their **mobile devices** through **Internet** or managed **Wi-Fi Networks**
- Use **on-site or remote** interpreters

**NO MORE NEED TO RENT AND INSTALL  
TRADITIONAL RADIO INFRARED SYSTEMS**

- **CORPORATE CONFERENCES**
- **TRAININGS AND SEMINARS**
- **LIVE AND WEB-BASED EVENTS**

# OUR SOLUTIONS

## wi-fi broadcaster

optimized contents streaming  
on managed Wi-Fi Networks

## USE CASES



### KEY FEATURES

- Access point act as a local broadcaster for delivering multimedia contents
- Great optimization of Wi-Fi Networks

**SCALABILITY WITHOUT DEGRADATION**  
**UNIQUE PATENTED SOLUTION**

- **SHOPPING MALLS**
- **MUSEUMS**
- **AIRPORTS**
- **TRAINS AND BUSES**
- **COLLEGE CAMPUSES**
- **STADIUMS**

# What makes us different

SIMPLER – FASTER – COST EFFECTIVE

## ablio

**Integrated cloud-based telecommunication platform**

**Multiple service options available through personal service dashboards**

**From any language into any language**

## ablioconference

**Complete control of the entire service flow**

**It can operate in cloud and in local mode**

**It doesn't rely upon existing Wi-Fi Networks**

## Wi-Fi Broadcaster

**Digital contents delivering to audience's own mobile devices**

**Optimized Wi-Fi network installation and use**

**It works with standard network devices**

# ablio

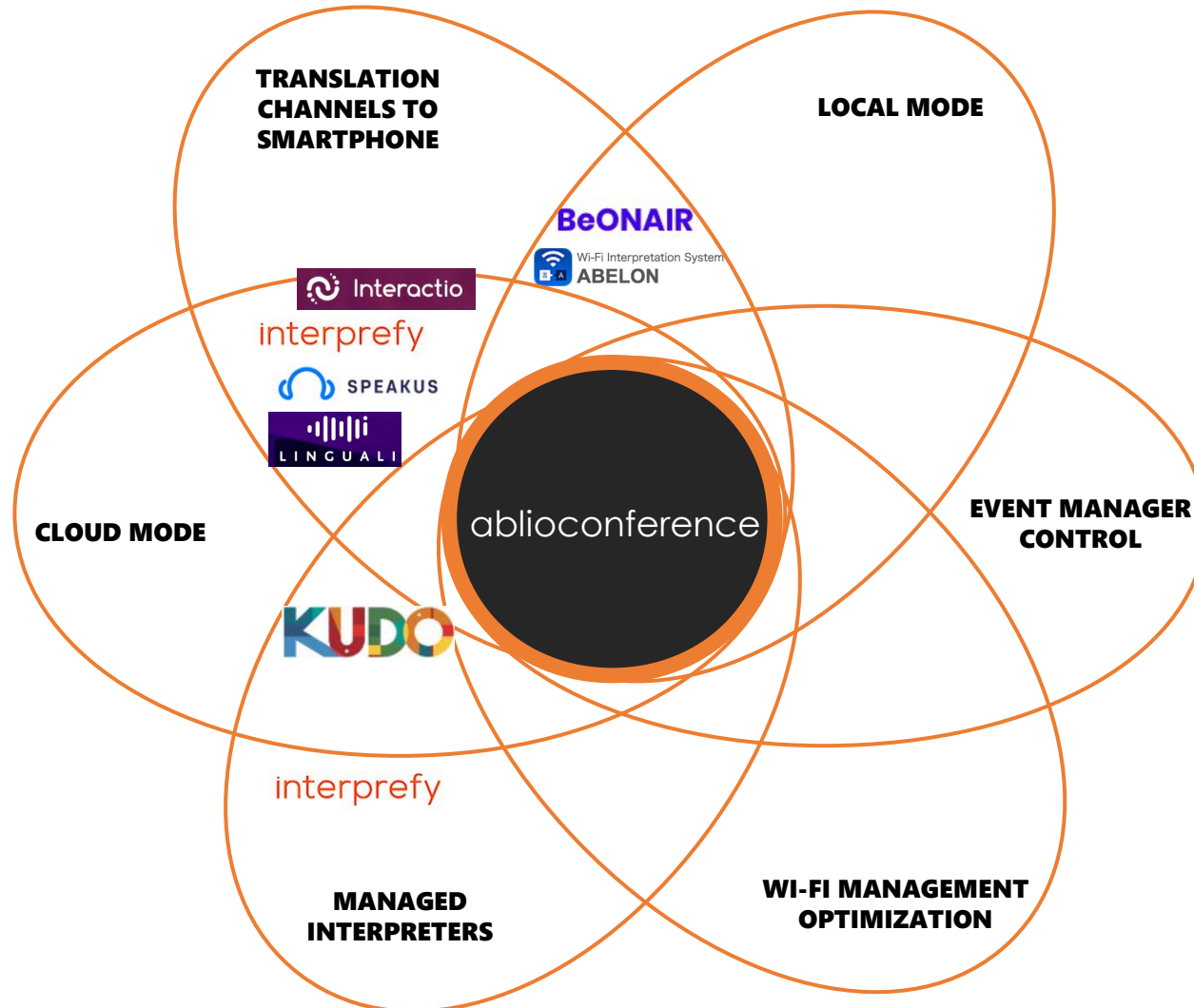
## COMPETITIVE LANDSCAPE





# ablíoconference

## COMPETITIVE LANDSCAPE



### FEW WEB-BASED COMPETITORS BUT **WITH LIMITED FEATURES** AND **SUBSTANTIAL DIFFERENCES**

- they operate only through cloud:  
strong Internet connectivity **must be available** on site
- no Wi-Fi management optimization:**  
they require complex Wi-Fi networks
- no management** features for event manager
- no built-in** offer of interpreters
- no capacity to serve within web conferences**

# Revenue model

GLOBAL MARKET APPROACH

## ablio.com

Price per minute  
Pay-as-you-go / Contract  
Interpreters paid as percentage of services

RESELLERS NETWORK: language agencies  
DIRECT SALES: corporates and PA  
INBOUND MARKETING: consumer market

## abliocconference

SAAS  
Pay-per-event  
Monthly subscription

RESELLERS NETWORK: technical service providers, language agencies, event organizers  
DIRECT SALES: self-service customers  
INBOUND MARKETING: strategic alliances co-marketing

## wi-fi broadcaster

Patented  
License

LICENSE AGREEMENTS: system integrators  
SPIN-OFF

# MARKET TRACTION

2015	2017	2017	2018	2019	2020	2020
February	February	September	May	December	July	December
company constitution	Seed capital round	Ablioconference EC grant	Ablio final online	Patent acquisition	Ablioconference online	Ablioconference +600 users
			Ablioconference EC proposal approved	Ablioconference beta online		

# NEXT PRODUCTS

**simultaneous  
interpreting  
system  
for web**

**conferences**

**ADVANTAGES**



**WEB CONFERENCE USERS CAN ACCESS  
TO SIMULTANEOUS INTERPRETING SERVICES  
FROM WITHIN THEIR PREFERRED PLATFORM**

**USE  
CASES**



**MULTILANGUAGE WEB CONFERENCES**

## **ABLIOCONFERENCE EXTENSIONS**

- the same software application provided as plug-in for the most popular web conferencing platforms

# NEXT PRODUCTS

**interpreting  
services  
for multilanguage  
conversations**

## **ABLIO GO**

- mobile app
- choice between human or machine interpreter
- pay-as-you-go at affordable per min rates
- listening to Ablioconference translation channels

**ADVANTAGES**



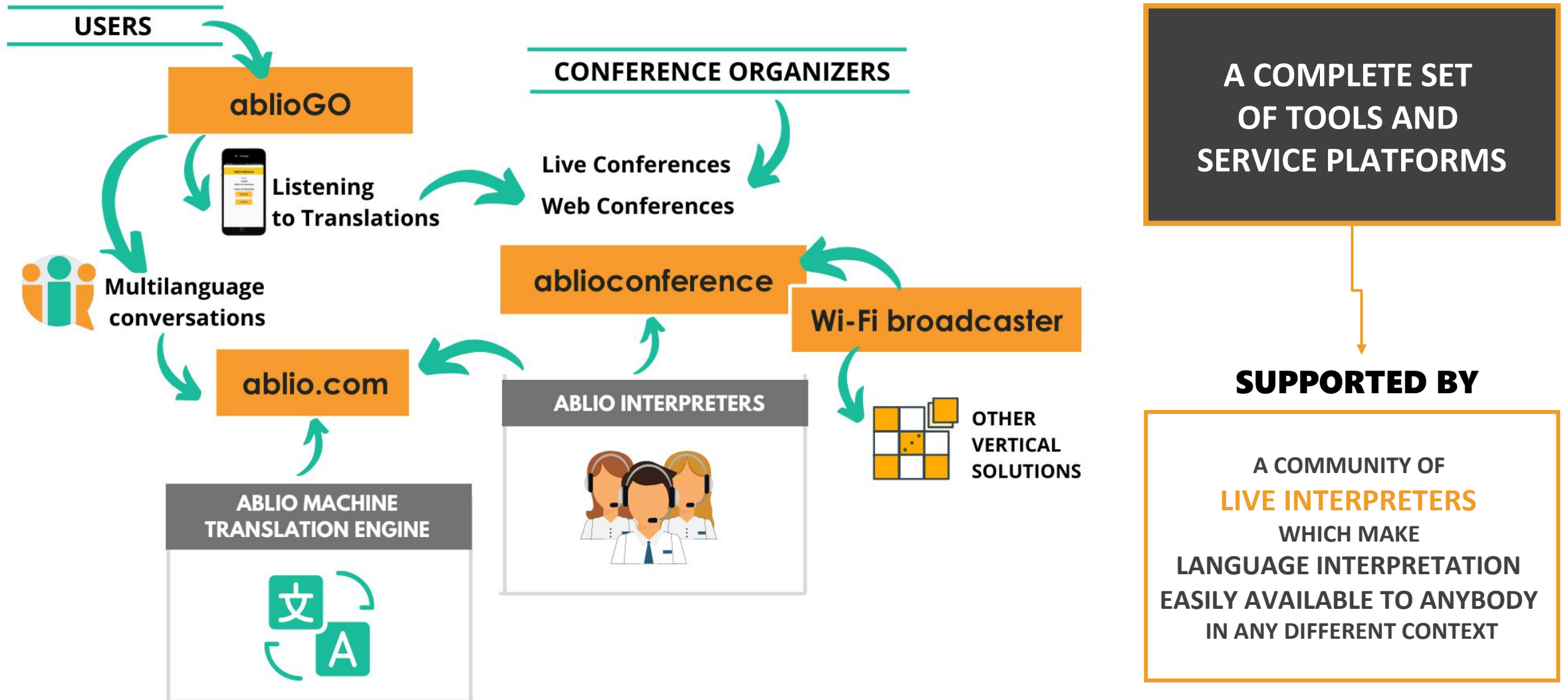
**ONE SINGLE APP  
FOR ALL PERSONAL INTERPRETING NEEDS**

**USE  
CASES**



**FACE-TO-FACE MEETINGS  
PHONE CALLS AND CONVERSATIONS**

# ABLIO GLOBAL



# INNOVATION

ablioconference

## FOR MULTILANGUAGE LIVE CONFERENCES

- **A software-based solution** - no more need of dedicated interpreting equipment, dedicated receivers for the audience, on-site interpreters
- **Not dependable upon available Internet connectivity** – it can be operated in local mode, managing its own dedicated Wi-Fi network
- **Capable to serve hundreds of concurrent listeners** through one single access point device through its patent pending technology

## FOR MULTILANGUAGE WEB CONFERENCES

Enabling so far unavailable simultaneous interpreting within the **most popular web conference platforms**

ablioGO

## FOR MULTILANGUAGE CONVERSATIONS

- Through a **single mobile app** users can access on-demand to the services of a live interpreter, a machine interpreter, the translation channels of live and web conferences and events
- Cloud-based software platform **automating the entire service flow**

**A GLOBAL COMMUNITY OF INTERPRETERS**  
providing interpreting at all Ablio service platforms

# IMPACT

TAM Total Addressable Market	SAM Serviceable Addressable Market	SOM Serviceable Obtainable Market
ABLIOCONFERENCE MULTI-LANGUAGE LIVE EVENTS MARKET		
<b>1,9 million</b> Meetings happened in 2016  <b>CAGR: 11%</b>	<b>&gt;45.000</b> multilanguage day/events serviced by current solutions  <b>&gt;45.000</b> multilanguage day/events not currently serviced	<b>&gt;7.000</b> currently serviced events  <b>&gt;15.000</b> not currently serviced events
ABLIOCONFERENCE WEB CONFERENCE MARKET		
<b>US\$ 5.000 million</b> Web-conference SW market in 2017  <b>32,8 million</b> licence seats  <b>CAGR: 14%</b>	<b>NOT AVAILABLE</b> currently available multilanguage services  <b>&gt; US\$ 20 million</b> potentially available through Ablioconference-like solutions	<b>&gt; US\$ 5 million</b> revenues from web conference market
ABLIOGO MULTILANGUAGE CONVERSATIONS RETAIL MARKET - END USERS AND SMES		
<b>1.700 millions</b> Number of people traveling abroad for work or leisure per year <b>CAGR: 4%</b>  <b>&gt;1.000 millions</b>	<b>170 millions</b> yearly users of translation apps  <b>no appropriate remote human interpreting services</b> available to this market segment	<b>1,7 millions</b> machine interpreter users  <b>170.000</b> human interpreter users



# COMMERCIALIZATION STRATEGY

## A UNIFIED AND STREAMLINED MARKETING AND SALES APPROACH

Direct Marketing  
Fairs And Trade Shows  
Advertising, Seo & Sem  
Social Media And Pr Campaigns

### **Leveraging On:**

Strategic Partners, Industry Associations,  
Vendors' Alliances, Interpreters  
Community



### **ABLIOCONFERENCE**

- **A network of Value-Added Resellers:**

Technical service companies, Event Organizers,  
Language agencies, Congress Venues

- **Direct customers** operating in self-service mode

- **Web Conferencing Providers:**

main platforms as Webex, Zoom, Vidyo, Go-to-meeting

### **ABLIO GO**

- **Integration** within third-parties mobile apps

- **Abliocference audiences**

# FUNDING OPPORTUNITY

**€ 1.000.000**

at a € 4 mln CAP value

## USE OF PROCEEDS

- **Supporting the global marketing campaigns of ablioconference.com**
- **Expanding market penetration of ablio.com**
- **Development of new products**

## FINANCIAL PLAN MILESTONES

### DECEMBER YEAR 1

**€ 40.000\*** monthly sales revenues

### DECEMBER YEAR 2

**€ 110.000\*** monthly sales revenues

### DECEMBER YEAR 3

**€ 180.000\*** monthly sales revenues

\*net of discounts and  
interpreters payouts

# THE TEAM

A solid team which includes seasoned experienced executives, language specialists, software experts and a number of young talents, encompassing all core competencies and experiences required for the execution of our mission.

Headquarters in Roma, Italy, with offices in United States.

Area managers, distributors and commercial partners execute the global outreach of our commercialization plan.

**Luigi Loreti**  
Senior SW Architect

**Giovanni Massafra**  
Senior SW Developer

**Ariel Gentile**  
Senior SW Developer

**Reuben Zhong**  
Senior SW Developer

**Loredana La Rotonda**  
Interpreters Director

**Livia De Marco**  
Financial Officer

**Marco Leopardi**  
Sales & Marketing

**Marilyn Klein**  
Us Country Manager

**Marzia De Pietro**  
Inbound Marketing

## THE BOARD

**Giulio Monaco**  
CEO and Co-Founder

**Piergiorgio Fiandane**  
CTO and Co-Founder

**Giuseppe Fiandane**  
Member Of the Board



# THANK YOU

[www.ablio.com](http://www.ablio.com)  
[www.ablioconference.com](http://www.ablioconference.com)



Ablio has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 784345

## CONTACTS

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