# 20210

# FULL YEAR INVESTOR PRESENTATION

LEADING THE XR ENTERPRISE REVOLUTION

ASX:VR1 September 1, 2021



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# VECTION AT A GLANCE.

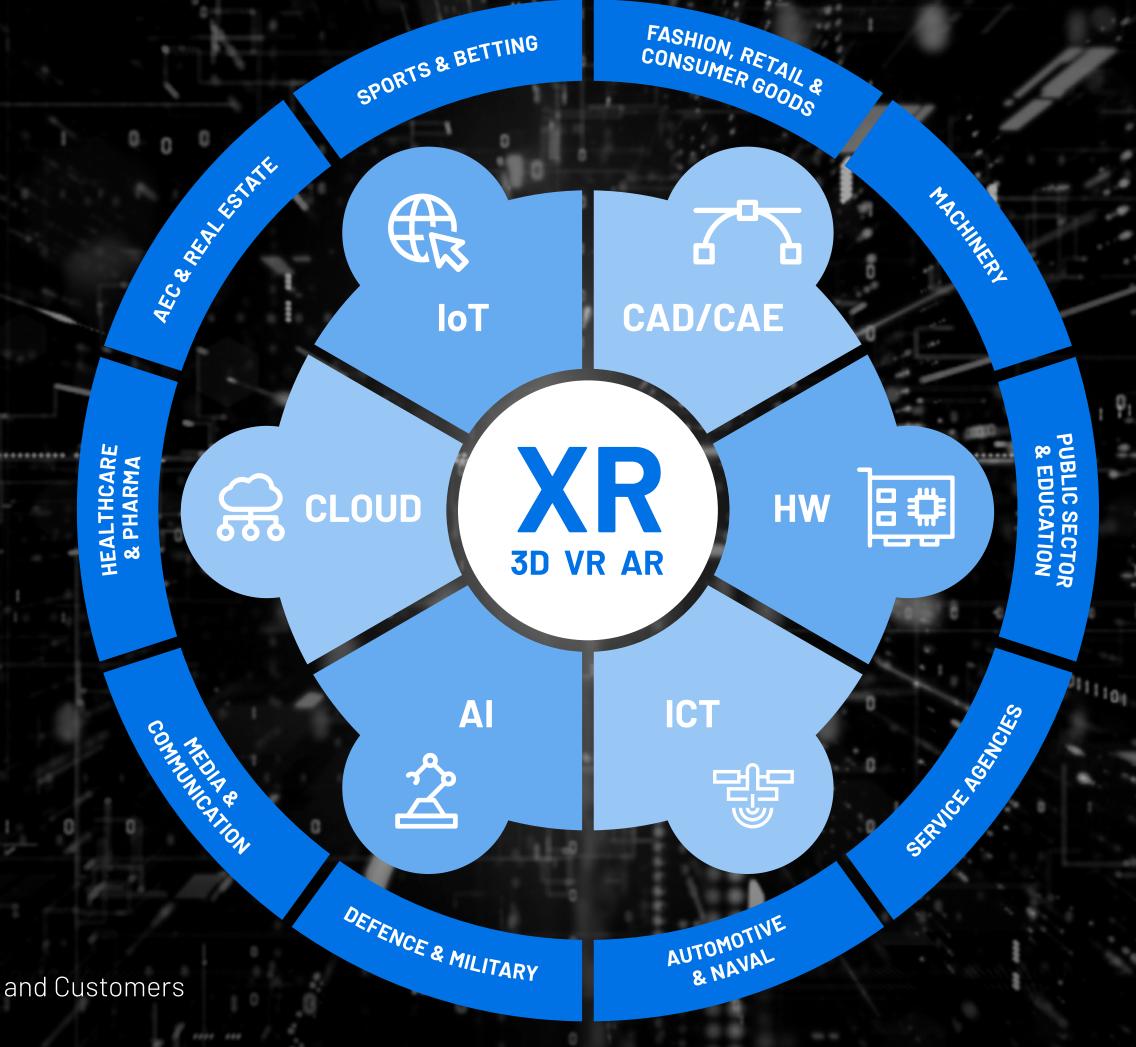
VECTION SEEKS TO IMPACT BUSINESS INNOVATION THROUGH THE COMBINATION OF EMERGING TECHNOLOGIES ACROSS THREE LEVELS OF VALUE CREATION:

- → Core XR platforms
- → Integrated with emerging technologies
- → Verticalised by industry/market.

Core Vection Platforms

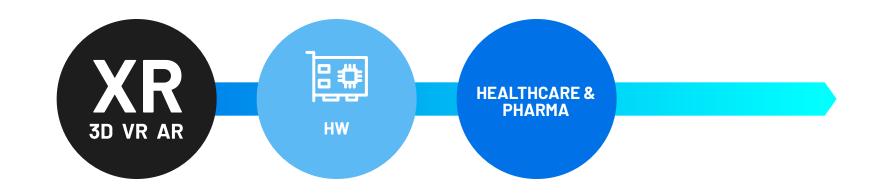
Integrated Technologies

Key Markets and Customers



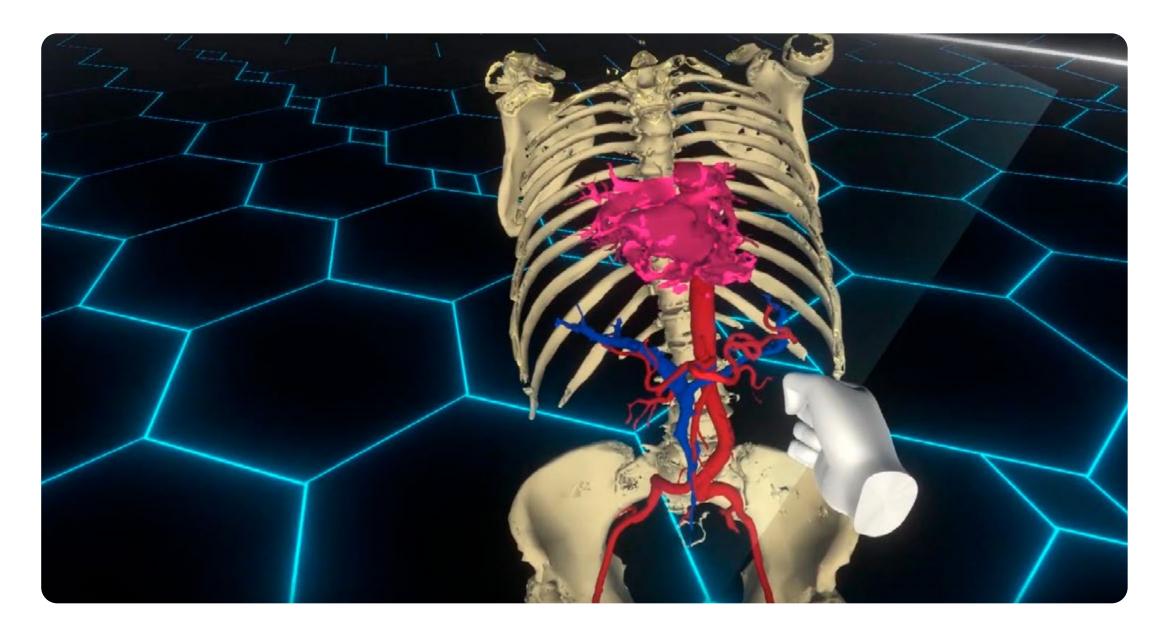


# BREAK-THROUGH MEDICAL APPLICATIONS



Surgeons can visualise in their field of view (hand-free), in AR, all the data necessary for surgeries, including diagnostic images, surgery checklist and endoscopic video-feed.

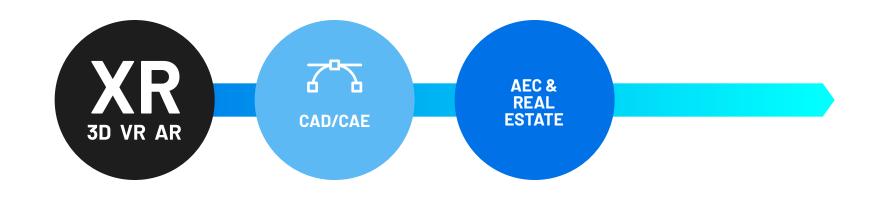
As part of the Italian model for risk management in healthcare (ASX:24 May 2021), Vection has extensively trialled its technology to ensure the development of key features together with leading medical doctors.







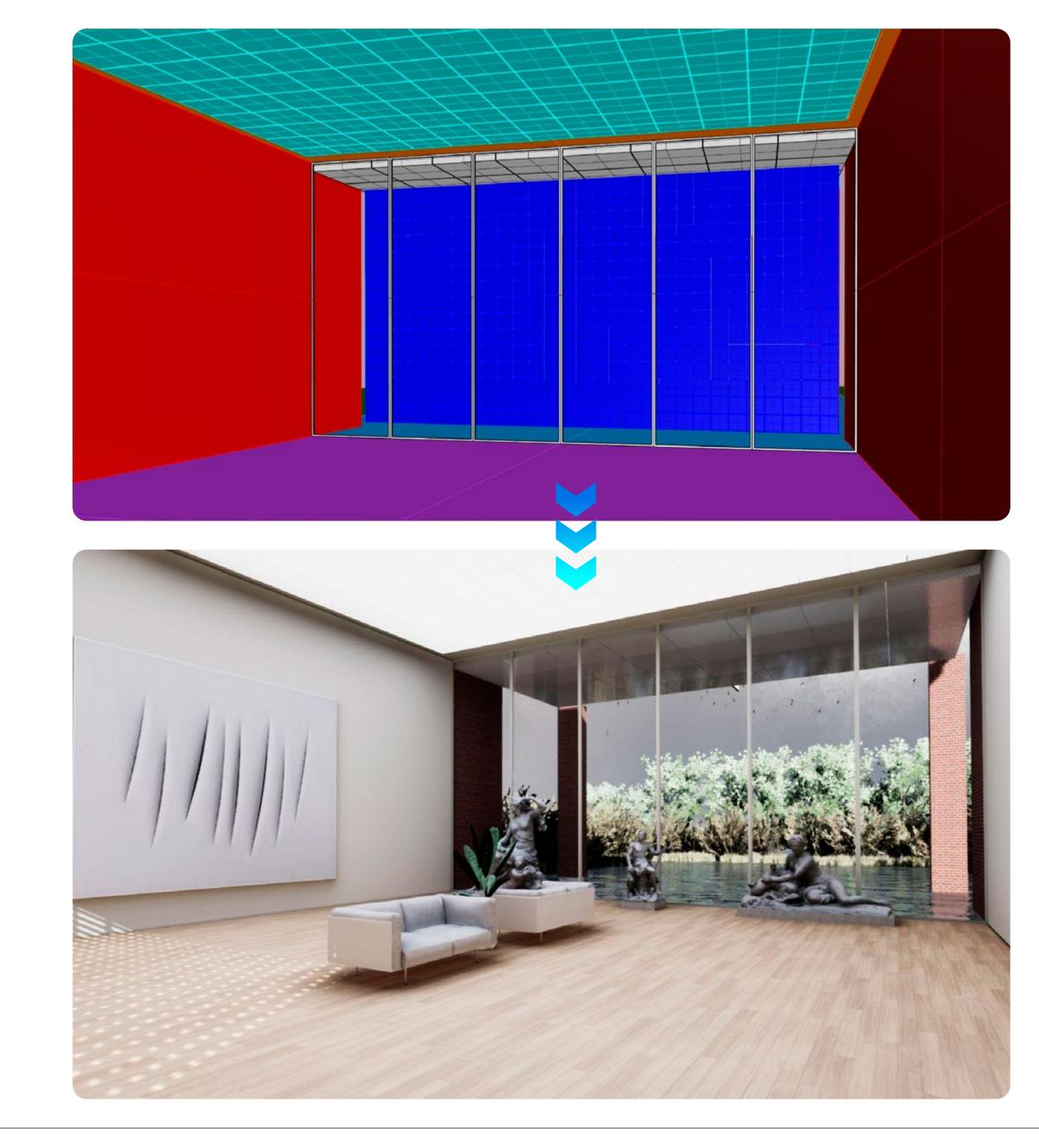
# ENHANCED DECISION MAKING FOR THE AEC SECTOR



AEC architects and engineers require tools to visualise CAD, CAE and BIM models during the design process with the objective of reviewing choices within a photorealistic space.

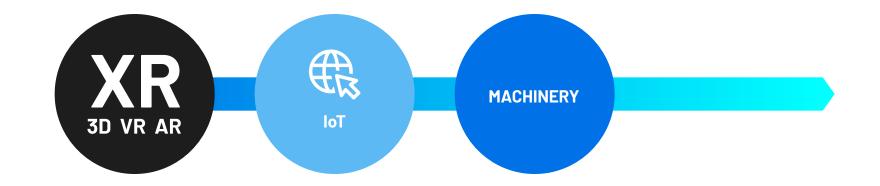
Vection's Mindesk enables CAD/CAE/BIM and Unreal live integration, viewing changes in real-time, cross-platform, while generating faster design decision through instantaneous visualization and quick and easy presentations of design options and alternatives to clients.

Images courtesy of Daniele Barone



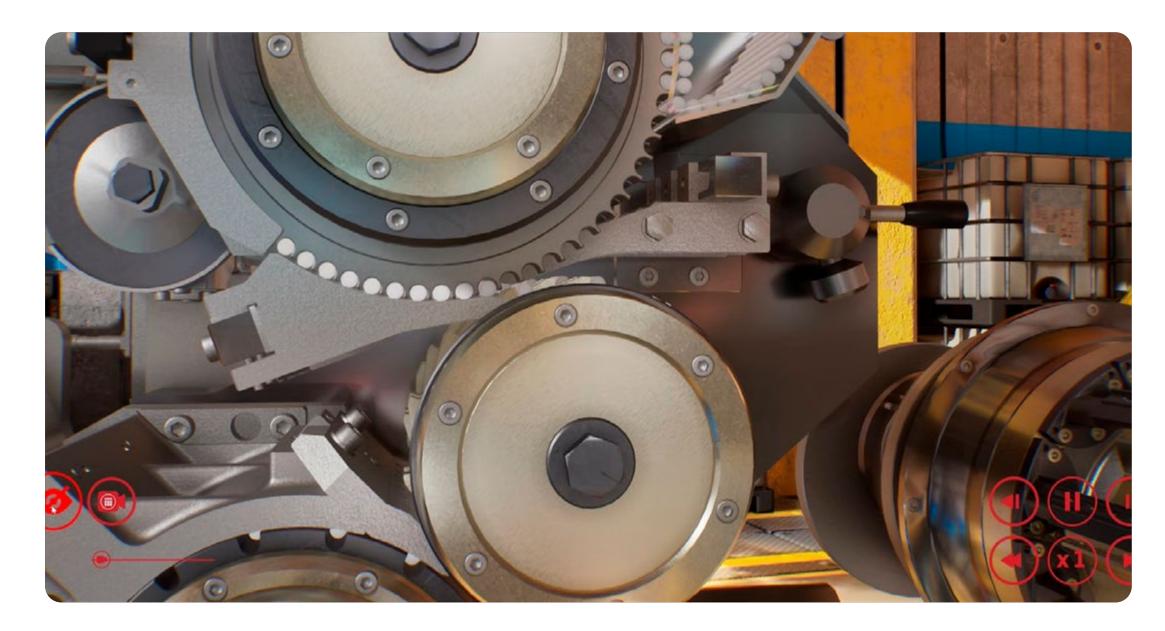


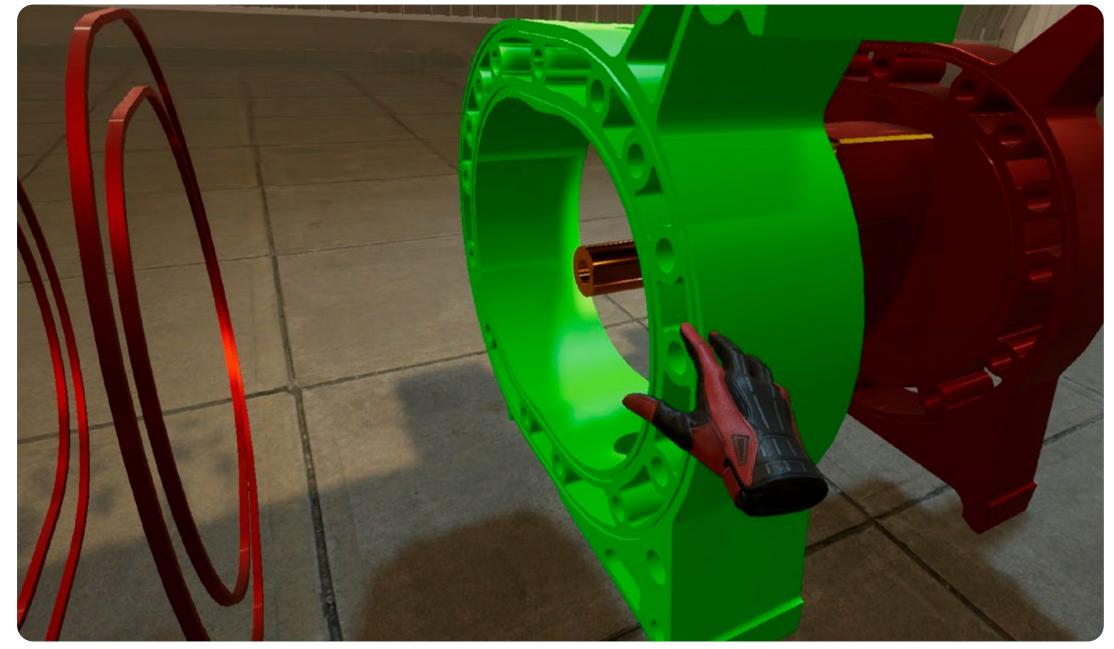
# ENHANCED MACHINERY MAINTENANCE & TRAINING



Complex products often require specific training to be operated or serviced: this means that technicians have to travel to give assistance to customers, which is costly in terms of time and money.

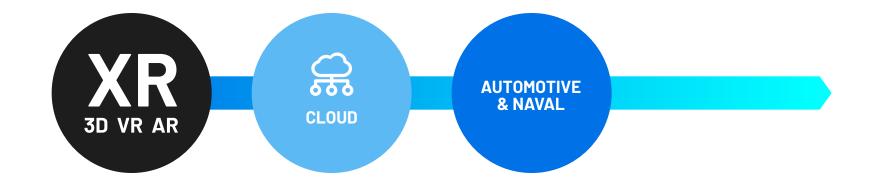
Vection's Trainer Creator makes customers more independent and reduces downtime, while reducing onboarding and training costs, preserving knowhow, making field operators more autonomous, reducing delivery time, costs and environmental impact by minimising on-site maintenance and reducing downtime penalties.







# BREAK-THROUGH PRODUCT VISUALISATION FOR THE AUTOMOTIVE SECTOR



Extraordinary products require break-through tools for presentation. Vection's FrameS deploys showrooms globally to stimulate customers' emotional response and long-term engagement.

It is a virtual showroom where customers can customize their dream vehicle. The application has a natural interface that allows customers to configure their car paint gamma in total autonomy.

Benefits include customer's emotional response, brand recognition, autonomous product customisation and collaboration across all sales channels.







2018-2021:

# BUILDING A GLOBAL TECHNOLOGY COMPANY

(Commenc	FY 2018 ement of Strategy)	FY 2021	UPLIFT
Revenue 1	~\$0.5M	~\$10M+ (See note below)	20X
People	20	100+	5X
Technology / Platforms	ICT	3D, VR, AR, XR, IoT, CAD, AI, ICT	~
Global Offices	3	9	3X
Verticals	3	10	3X
Net Assets <sup>2</sup>	~\$(0.6)M	~\$12M	21X
Cash At Bank <sup>2</sup>	~\$0.5M	\$7M+	14X
Share Price <sup>3</sup>	1.6¢	9¢	~6X

(1) FY21 revenue is unaudited and assumes full financial year results (full 12 months) from acquisitions of JMC Group and Blank Canvas (ASX: 4 August 2021; ASX: 27 April 2021). Please refer to Preliminary Appendix 4E for more information on FY21 results.

(2) At 30 June 2018 and 30 June 2021

(3) At 23 August 2018 and 31 August 2021



# STRONG REVENUE GROWTH PLATFORM

Revenue on a yearly basis (FY18-FY21)

~\$10M REVENUE
GROWTH PLATFORM
CONSIDERING
UNAUDITED REVENUE
FROM ACQUISITIONS
ON A FULL
FY21 BASIS.

STRONG FY22
MOMENTUM
UNDERPINNED BY
~\$4M IN TOTAL
CONTRACT VALUE
(TCV) IN FIRST 2
MONTHS.



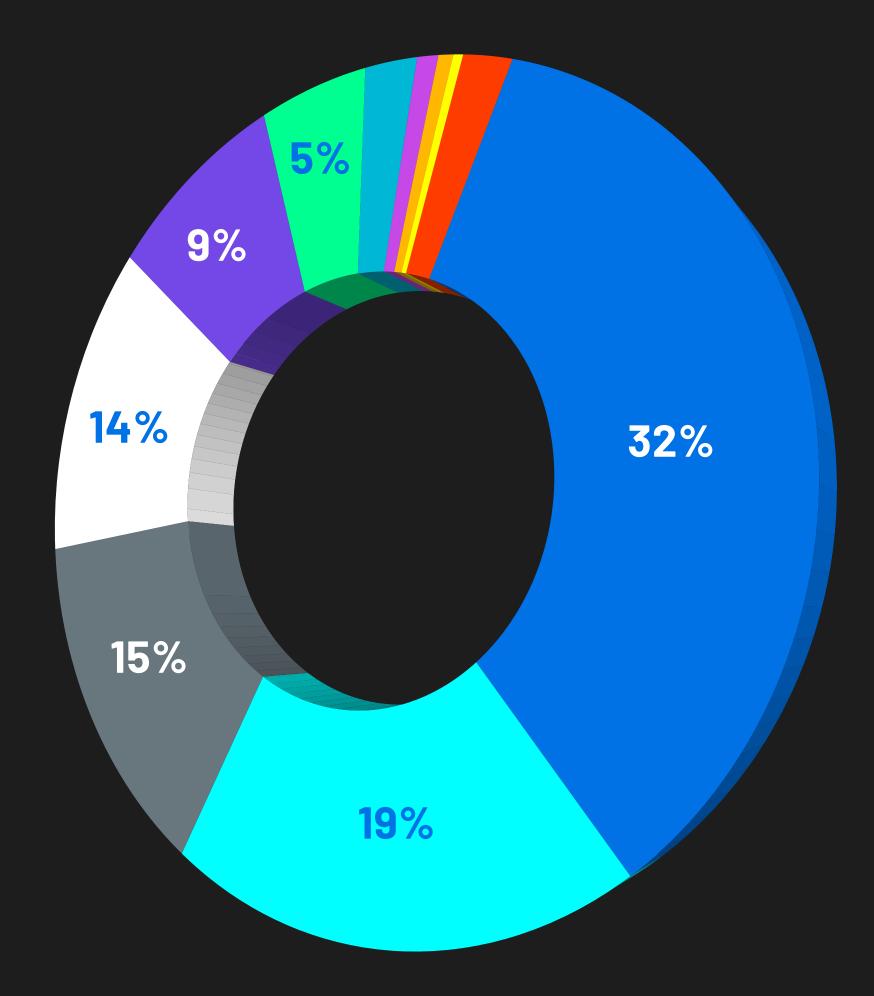
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# DIVERSIFIED, EXPANDING VERTICAL FOCUS

\$4M FY22 TOTAL
CONTRACT VALUE (TCV)
IN FIRST 2 MONTHS
OF FY22, STRONGLY
UNDERPINNING
COMPANY'S
STRATEGIC OUTCOMES.





# GOALS AND OUTLOOK:

### **Revenue Acceleration**

**International Expansion** 

**Further Strategic Acquisitions** 

Scalable XR Technology

**Market Trends** 

Management's goal is to double yearly revenue underpinned by core XR platforms upselling and increasing TCV and ACV metrics (supported by \$4M TCV at August 2021).

A significant international opportunity underpins Vection's strategy in FY22 supported by strong direct market presence.

Targeting a combination of scale, sales team, integrated technologies and geographical expansions.

Solid XR technology platforms and business applications able to be replicated across diversified industries and geographies.

Increasing accessibility of smartphones, applications and wearables and pandemic considerations are just some of the trends underpinning a fast-growing global XR market projected to reach \$463.7 billion by 2026.<sup>1</sup>

(1) www.mordorintelligence.com/industry-reports/extended-reality-xr-market



A TRANSFORMATIVE YEAR OF GROWTH ALIGNED WITH THE STRATEGY



# DELIVERING ON THE VISION



- → Renewed Board of Directors
- → Defined long term strategy
- → Divested non-core assets

2017 - 2018

MARKET CAPITALISATION<sup>1,3</sup> ~\$110M+ TRANSFORMING

- → Acquisition of Vection
- → Focus on 3D, VR/AR enterprise software
- → Name and ASX code change
- → Transformational strategy towards recurring revenue business model
- → Acquisition of Mindesk Inc
- → Strong client interest and revenue growth

2019 - 2020

(1) Share price at 18 December 2018. (2) Audite Revenue FY18. (3) Share price at 31 December 2020. (4) Audited Revenue FY20. (5) FY21 revenue is unaudited and assumes full financial year results (full 12 months) from acquisitions of JMC Group and Blank Canvas (ASX: 4 August 2021; ASX: 27 April 2021). Please refer to Preliminary Appendix 4E for more information on FY21 results.

MARKET CAPITALISATION REVENUE<sup>5</sup> LEADING STRATEGY

→ Implementation of strategy towards internal and external value building initiatives for long term recurring revenue growth across key industries aligned with market trends

2021 - 2023



### STRONG PROGRESSION ACROSS ALL OBJECTIVES

**VECTION RELEASES** NEW MINDESK 2020.03 WITH MULTI-USER VR CAD

VECTION OEM PARTNERSHIP TARGETS DELL GLOBAL SALES FORCE

VECTION SECURES FIRST PUBLIC HOSPITAL MILESTONE

**VECTION LODGES** HEALTHCARE PATENT APPLICATION

**VECTION JOINS** FACEBOOK ISV PROGRAM & LAUNCHES MINDESK 2020.04

**VECTION JOINS** AUTODESK - MICROSOFT PROGRAM

**VECTION INTEGRATES** WITH DELL PRECISION HW FOR VR SOLUTION

**VECTION COMPLETES** FIRST BUNDLE SALES TO DELL OEM PARTNER

(ASX:4 AUGUST 2020)

(ASX:13 AUGUST 2020)

(ASX:21 SEPTEMBER 2020)

(ASX:23 SEPTEMBER 2020)

(ASX:5 OCTOBER 2020)

(ASX:8 OCTOBER 2020)

(ASX:12 OCTOBER 2020)

(ASX:14 OCTOBER 2020)

**VECTION SECURES TOP** 10 GLOBAL SOLIDWORKS PARTNER

**VECTION JOINS** NATIONAL HEALTHCARE RISK MANAGEMENT GUIDELINES

DIGITAL FACTORY

VECTION SIGNS MOU

WITH OLIVETTI, TELCO

**VECTION TO INTRODUCE** AR MAINTENANCE TO NATIONAL TRAIN FLEET

VECTION TO ACQUIRE

LEADING AUSTRALIAN

ARCHVIZ STUDIO

**VECTION TO DELIVER** CULTURAL DIGITAL TRANSFORMATION PROJECT

VECTION TO INTRODUCE XR TECH INTO THE ART & CULTURAL SECTOR

**VECTION SIGNS** AGREEMENT WITH CISCO ITALY ON XR COLLABORATION

VECTION TO PILOT AR WITH AGRI-FOOD LEADER, MUTTI

(ASX:19 OCTOBER 2020)

(ASX:2 NOVEMBER 2020)

(ASX:19 NOVEMBER 2020) (ASX:26 NOVEMBER 2020) (ASX:9 DECEMBER 2020)

(ASX:14 DECEMBER 2020)

(ASX:16 DECEMBER 2020)

(ASX:23 DECEMBER 2020

VECTION LAUNCHES CAD XR BREAKTHROUGH AT THE CES 2021

(ASX:11 JANUARY 2021)

VECTION COLLABORATES WITH HP INC

(ASX:1 FEBRUARY 2021)

**VECTION LAUNCHES HEALTHCARE & PHARMA** DIVISION

(ASX:11 MARCH 2021) (ASX:15 APRIL 2021) **VECTION SIGNS FIRST** AUSTRALIAN VR SOLUTION

(ASX:18 MAY 2021)

VECTION PUBLIC HOSPITAL TRIAL MILESTONE COMPLETION TOSHIBA TEC TO DISTRIBUTE VECTION'S XR PORTFOLIO

(ASX:27 MAY 2021)

VECTION ACCELERATES **EUROPEAN EXPANSION** VIA ACQUISITION

(ASX:24 MAY 2021)

(ASX:15 JUNE 2021)





# STRENGTHENED AND DIVERSIFIED VERTICAL INDUSTRY FOCUS

STRENGTHENED VIA
ACQUISITION OF
LEADING ARCHVIZ STUDIO,
BLANK CANVAS.

STRENGTHENED
VIA ESTABLISHMENT
OF VECTION HEALTHCARE
& PHARMA.

STRENGTHENED
VIA ACQUISITION
OF JMC, ACCELERATING
EU EXPANSION.



















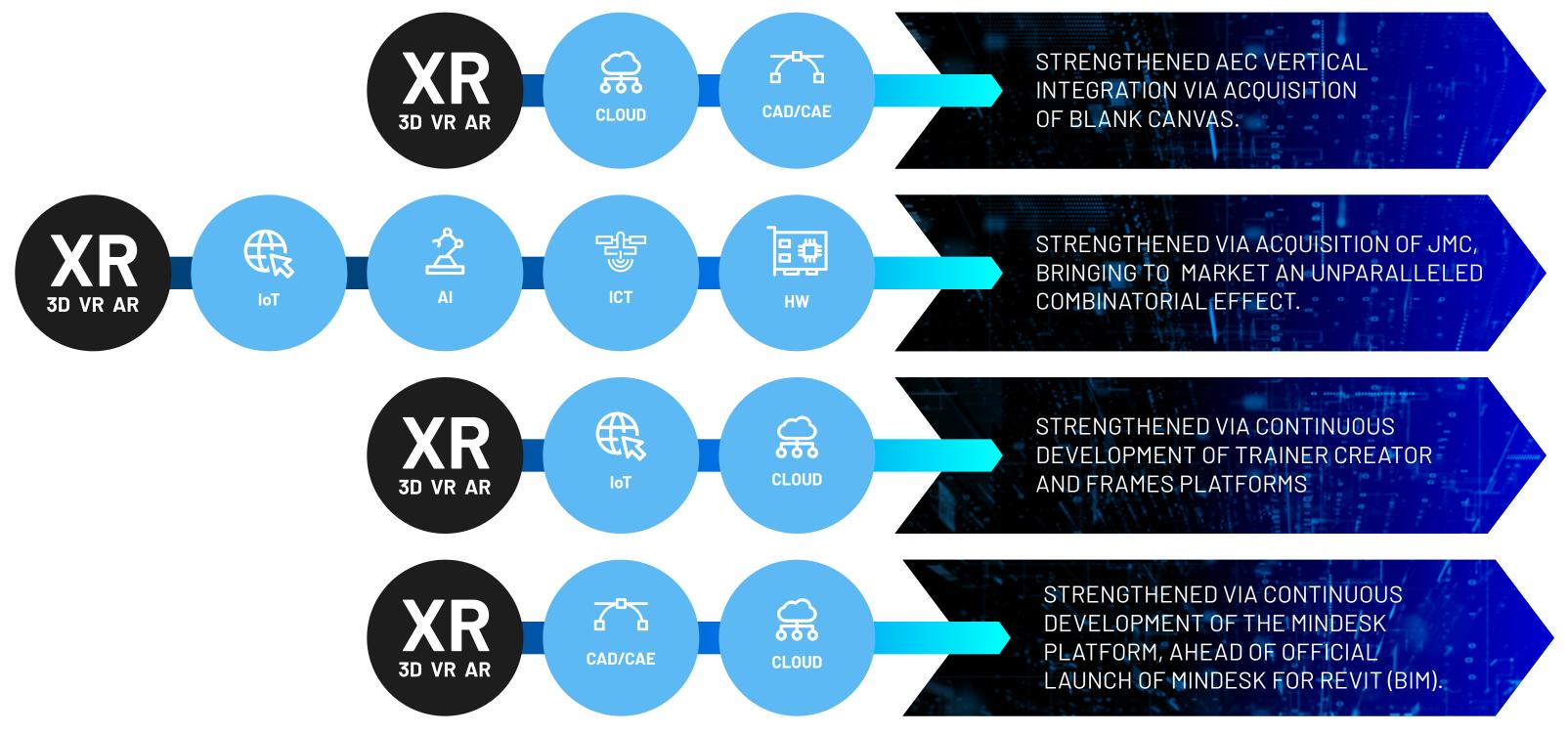




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# TECHNOLOGICAL DISRUPTION

TO IMPACT BUSINESS INNOVATION VECTION COMBINES CORE XR PLATFORMS WITH EMERGING TECHNOLOGIES VERTICALISED BY INDUSTRY/MARKET. DURING THE 2021 FISCAL YEAR, VECTION HAS STRENGTHENED ITS MARKET PROPOSITION FOR GLOBAL GROWTH.



DESIGN OPERATIONS MARKETING & SALES AFTER SALES



# GLOBAL EXPANSION.

STRONG GLOBAL
EXPANSION WITH
ADDITION OF DIRECT
MARKET PRESENCE
AND GLOBAL SALES
FORCE FOR CONTINUED
GROWTH LEADING INTO
FISCAL YEAR 2022
IN EUROPE, MIDDLE EAST
AND AFRICA (EMEA),
ASIA PACIFIC
AND THE AMERICAS.





## UNPARALLELED PARTNERSHIP **GROWTH OPPORTUNITIES SOFTWARE** EPIC GAMES **35** SOLIDWORKS Microsoft Partner McNEEL & Associates North America **OVIDIA** AUTODESK. Authorized Developer **HARDWARE alhua** NTT Electronics **D¢LL**Technologies **TOSHIBA** hTC VIVE **SERVICE & INDUSTRY**

**TIM** 

CONFINDUSTRIA EMILIA

olivetti

KIOSK Embedded Systems

mmm

fabbricadigitale



**TECHNOLOGY CONSULTING** 

pi-∟≡x

**TLUISS** 

# CORPORATE OVERVIEW



# LEADERSHIP **TEAM**

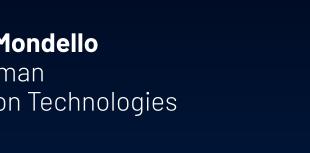
#### **BOARD OF DIRECTORS**



Gianmarco Biagi Managing Director Vection Technologies



Bert Mondello Chairman Vection Technologies





**MANAGEMENT** 

**Paul Clayton** AEC & Real Estate



**Jacopo Merli** Europe, Middle East & Africa (EMEA)



**Gianmarco Orgnoni**Director & COO Vection Technologies

**Lorenzo Biagi**Director & CSO





**Dr Siegmar Haasis** Automotive



**Dr Carlo Centemeri** Healthcare & Pharma



Kavit Goswami India (sub Asia Pacific)



**Gabriele Sorrento** Director & Head of Global Partnerships Vection Technologies

Vection Technologies

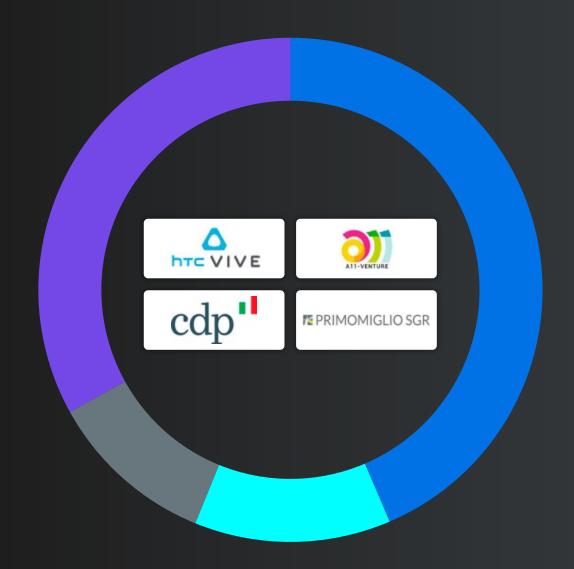


# CORPORATE SNAPSHOT

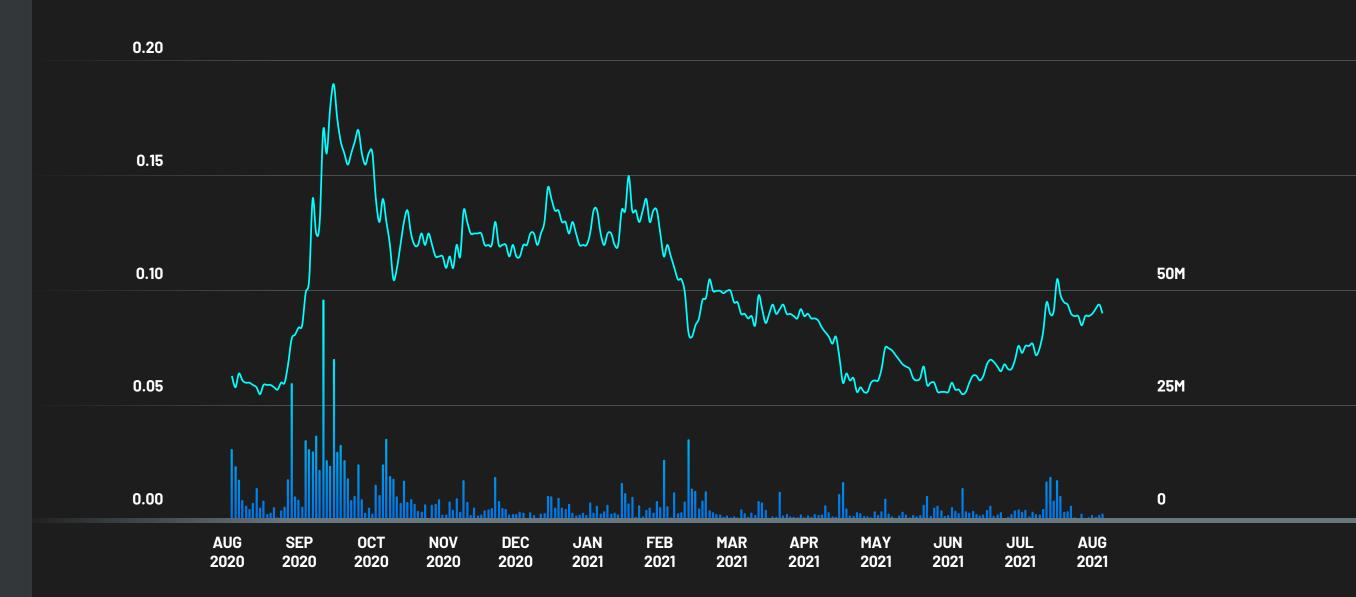
SHARE PRICE1:	9¢
SHARES ON ISSUE <sup>2</sup> :	1,034 M
MARKET CAPITALISATION:	\$93M
CASH AT BANK <sup>3</sup> :	\$7.1M

### OWNERSHIP BREAKDOWN

Board & Management	44%
Institutional Shareholders	13%
Other Top 20	11%
Other Shareholders	<b>32</b> %



### SHARE PRICE / VOLUME HISTORY



- (1) At 31 August 2021
- (2) Excludes performance rights, performance shares and options
- (3) At 30 June 2021



# Q&A AND INVESTOR CONFERENCE CALL DETAILS

Vection's management will host a conference call on **2 September 2021 at 12pm AEST** to discuss the investor presentation and to provide an update of the Company's business strategy and financial performance.

Participants must register in advance for the investor call using the following link to receive dial-in details:

https://us06web.zoom.us/webinar/register/WN\_PDNJDfVnT40qLwEeN6Cb2w

After registering, you will receive a confirmation email containing information about joining the webinar.

Please share your questions in advance to the Company at AUpress@vection.com.au



# INVESTOR RELATIONS CONTACT DETAILS

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vection.com.au mindeskvr.com blankcanvas.studio jmcgroup.it

#### **APAC**

Perth

Sydney

Ahmedabad

#### **EMEA**

Milan

Rome

Bologna

Bari

Abu Dhabi

#### **AMER**

San Francisco

ASX:VR1 September 1, 2021

