The VRTUOZ platform

Our product : SaaS virtual meeting spaces

Our unique technology : the only universal real-time multi-user 360-video player

Live use cases :
- JC Decaux Airports :   selling
- Air France: training
- Saint-Gobain: conferencing

… and more to come !

Our mission statement :

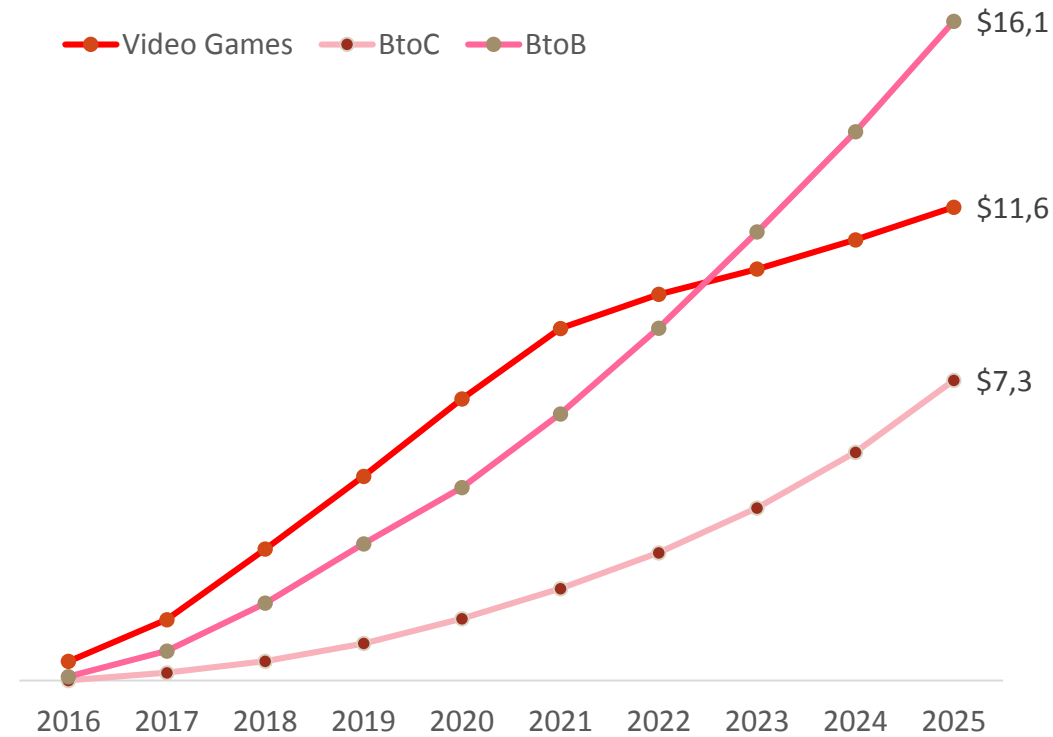Turn remote meetings into engaging experiences

The Virtual Reality Market

Overview of a booming sector

2017 : Year One for VR

The market for VR applications should represent $ 35bn by 2025 and major players are already actively using them

VR software revenue worldwide
(in billion $)

Video Games — BtoC — BtoB

$16,1
$11,6
$7,3

2016 2017 2018 2019 2020 2021 2022 2023 2024 2025

Source : Goldman Sachs, Jan 2016

TF1

MEDIA

TRAINING

AIRFRANCE

ENGIE

CHU ANGERS
CENTRE HOSPITALIER UNIVERSITAIRE

HEALTHCARE
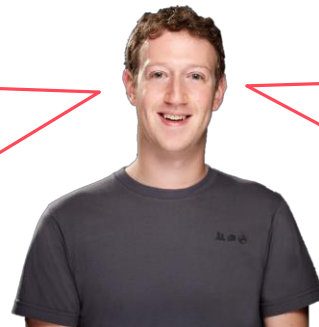
GAMING

AUDI

PRODUCT DEMO

AREVA

Collaborative VR : a new media

Virtual reality is the new playground for social interactions

Virtual reality was once the dream of science fiction. But the internet was also once a dream, and so were computers and smartphones. The future is coming.

Mark Zuckerberg
Facebook CEO

VR is really a new communication platform. By feeling truly present, you can share unbounded spaces and experiences with the people in your life. Imagine sharing not just moments with your friends online, but entire experiences and adventures.
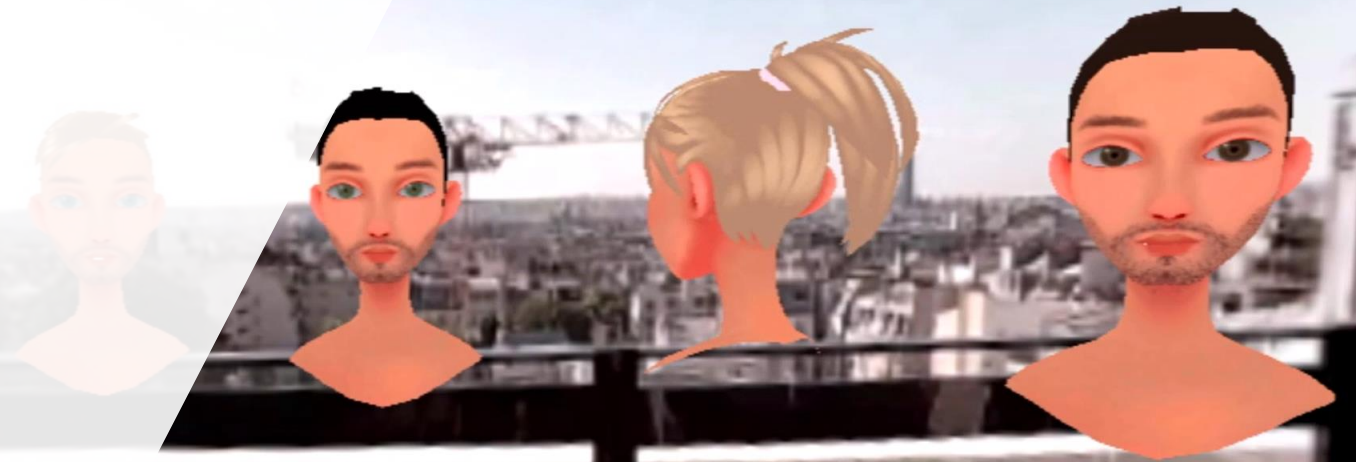
There are some really cool areas there for education and gaming that we have a lot of interest in.

Tim Cook
Apple CEO

The VRTUOZ platform

A groundbreaking player for Collaborative VR

VRTUOZ : a groundbreaking Collaborative VR platform

VRTUOZ is a unique multi-user 360 video player built specifically for collective VR sessions

Thanks its unique 360-video player, VRTUOZ brings together users inside virtual reality content and allows them to share experiences :

Multi-user mode	**No latency** during the video between attendees • Less than 1 sec delay for replay videos • Available soon for live videos
Augmented 360 Video	Users can **interact** together with 3D objects in a 360 environment : • Photo 360, Video 360 • Full 3D
Social UX	VRTUOZ embarks a **social toolkit** : • Vocal chat is available in-room and in-video • Personal interface to send emojis or private messages • Speaker able to moderate the audience

VRTUOZ : a groundbreaking Collaborative VR platform

An interface with 2 complementary modes

	IN-ROOM MODE	Mode	IN-VIDEO MODE
Usage	Collective VR session for briefing & debriefing		Play live or replay a 360-video collectively
Features	Talk Move Share		Talk Teleport Manipulate

VRTUOZ : a groundbreaking Collaborative VR platform

The only real-time multi-user 360 video player compatible with any type of content and with any VR headset

Mobile iOS

VRTUOZ is the only Collaborative VR platform compatible with iPhone

Mobile Android

VRTUOZ can run on all Android headsets, incl. Samsung Gear and Google Daydream

Desktop

VRTUOZ can be used with HTC Vive, Oculus Rift or PlayStation VR

Unity 3D

VRTUOZ is based on Unity 3D and handles 3D environments

360-video player

VRTUOZ player can read any type of 360-video, live or replay

Augmented Reality

VRTUOZ will soon be available for Microsoft Hololens

3D

360 video

Desktop

AR

CONFIDENTIAL

VRTUOZ : a groundbreaking Collaborative VR platform

Open Platform and Services
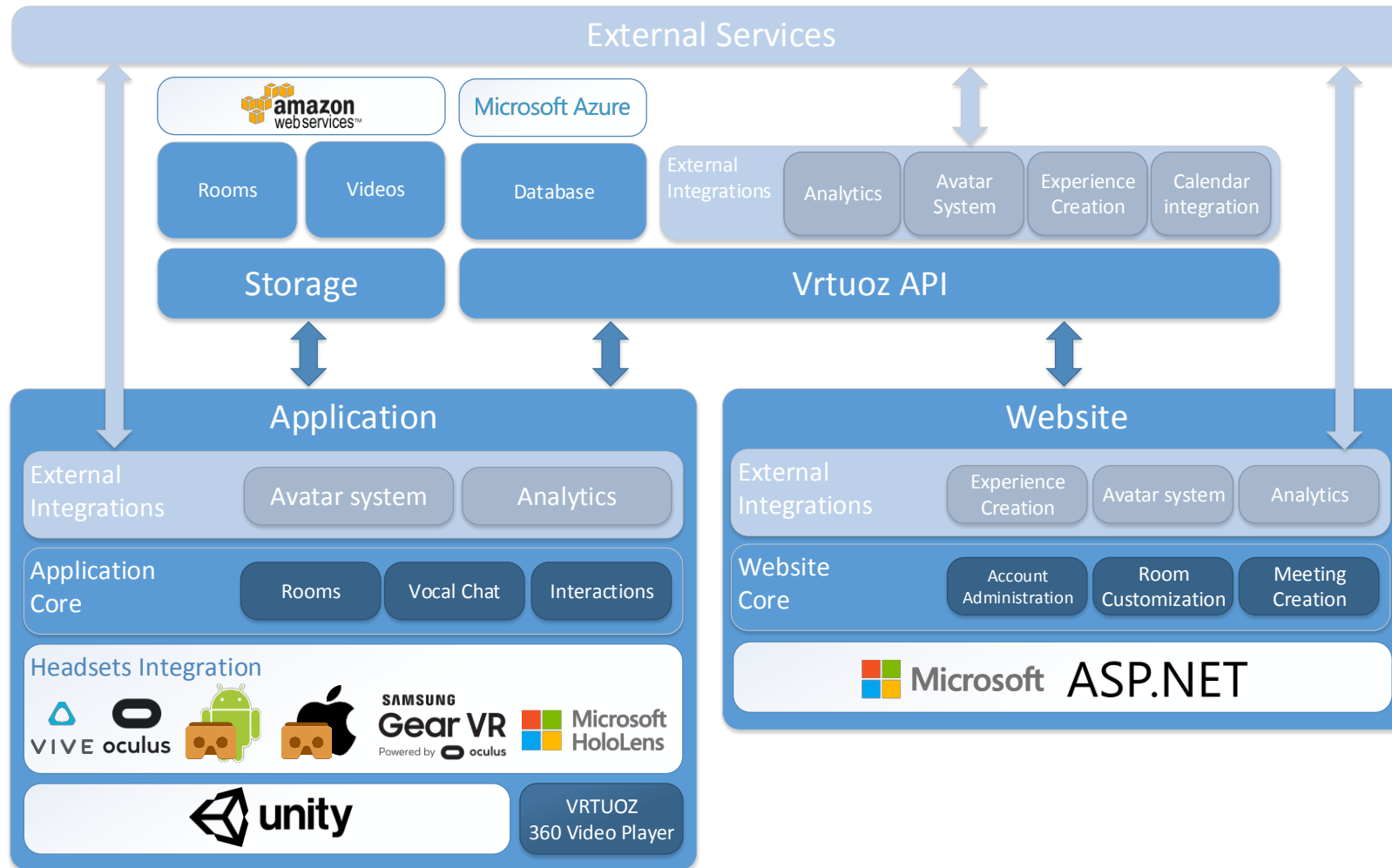
Technical Roadmap

Innovation mindset: Augmented Reality – Video optimization – Artificial Intelligence

Legend

- Artificial Intelligence
- Augmented Reality
- Video
- UX

2018 S1
- AI Avatar Chatbot BETA (integration)
- Augmented Reality
- Backend V1

2019 S1
- AI Recommender V1
- AI Companion BETA
- Video low latency
- Video compression BETA

2017 S2	2018 S1	2018 S2	2019 S1	2019 S2

2017 S2
- Realistic Avatars (integration)
- Back-end BETA
- Analytics (integration)
- Experience Creator (integration)

2018 S2
- AI Avatar Chatbot V1 (integration)
- AI Recommender BETA

2019 S2
- AI Companion V1
- Video compression V1
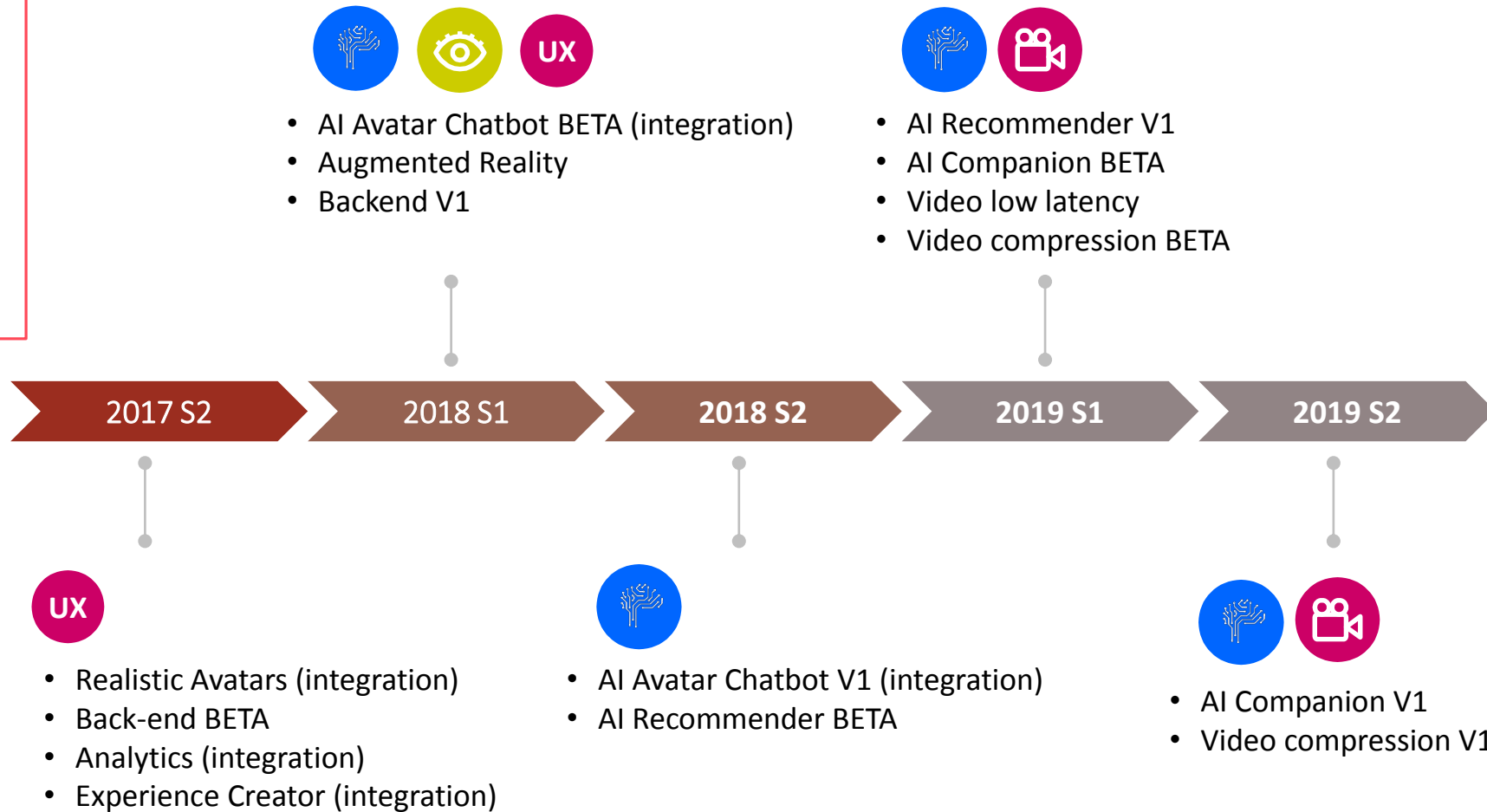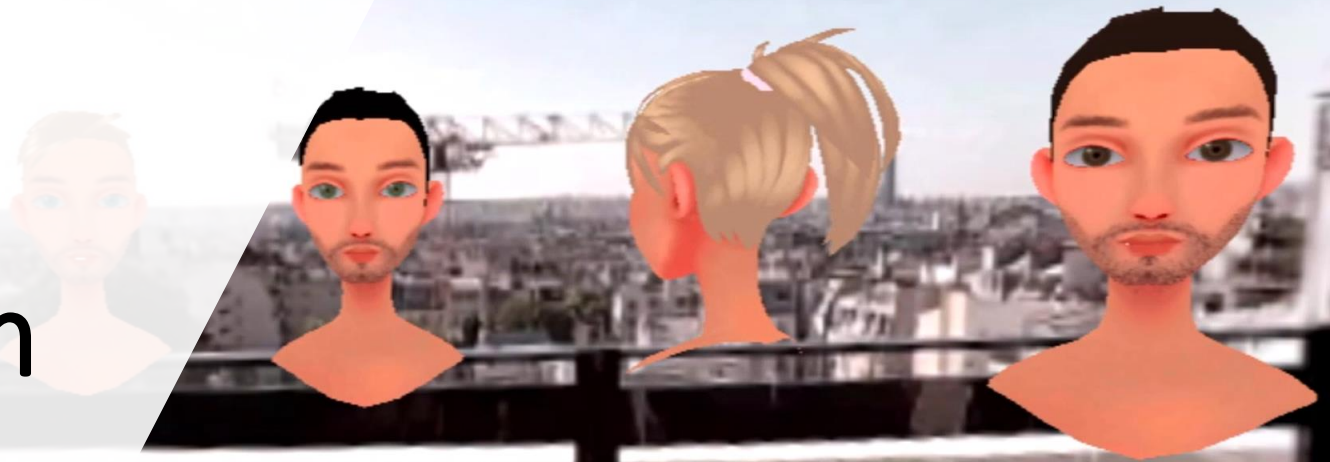
The VRTUOZ Team

Passion-driven founders
backed by an influential partner

The VRTUOZ team

7 complementary profiles driven by enthusiasm, expertise and pioneering spirit

BENJAMIN BALDACCI

CTO
Benjamin is an expert in game programming.
He is in charge of product development

- ✓ Backend
- ✓ Front
- ✓ Rigorous
- ✓ Agile

- ✓ Prototyping
- ✓ 3D dev
- ✓ Teaching
- ✓ VR / AR

FLORENT SICCARDI

Dev ASP .NET Senior
Florent is an expert in web development with a game programming background.
He is in charge of the backend platform

NATHALIE ROYER

CMO
Nathalie brings a strong background in project management in the media and entertainment industries
She is in charge of business development

- ✓ Creativity
- ✓ Design
- ✓ Charism
- ✓ Pragmatism

- ✓ Communication
- ✓ Team spirit
- ✓ Management
- ✓ CRM

PALOMA BOUTELEUX

UX & UI
After 10 years in China, Paloma designs virtual interiors, 3D objects and imaginary landscapes

GILDAS DUSSAUZE

CEO
Gildas was previously a senior executive in the music industry.
He is in charge of human resources, business development and strategy

- ✓ Business sense
- ✓ Networking
- ✓ High value deals
- ✓ Innovation

- ✓ Entrepreneurship
- ✓ Product vision
- ✓ Leadership
- ✓ Negotiation

VINCENT TESSIER

BUSINESS DEVELOPER
With a strong entrepreneurial background, Vincent is in charge of biz dev for the real estate sector

VINCENT VERIERE

COO
With an IT Infra & Ops background in the facility management industry, Vincent is in charge of operations and service delivery management

- ✓ ITSM / ITIL
- ✓ Project Management Office
- ✓ Process and Organization
- ✓ Service delivery

VRTUOZ's accelerator

La Javaness helps the team develop its solution faster and reach valuable prospects

LA JAVA-NESS

In partnership with **EUROGROUP** CONSULTING

WEB DEVELOPMENT

WEB DESIGN

GROWTH HACKING

USER INTERFACE

ANALYTICS

INTRODUCTION TO PROSPECTS

Recruitment Roadmap

Strong sales & product teams

2019
18 people

CEO : Gildas		
CMO : Nathalie	CTO : Benjamin	COO : Vincent
2 Biz Dev	1 R&D Dev	2 IT Support
1 Mktg Assist.	2 Unity Dev	2 Sales Support
2 Salespersons	1 Web Dev	1 Office Manager

2022
48 people

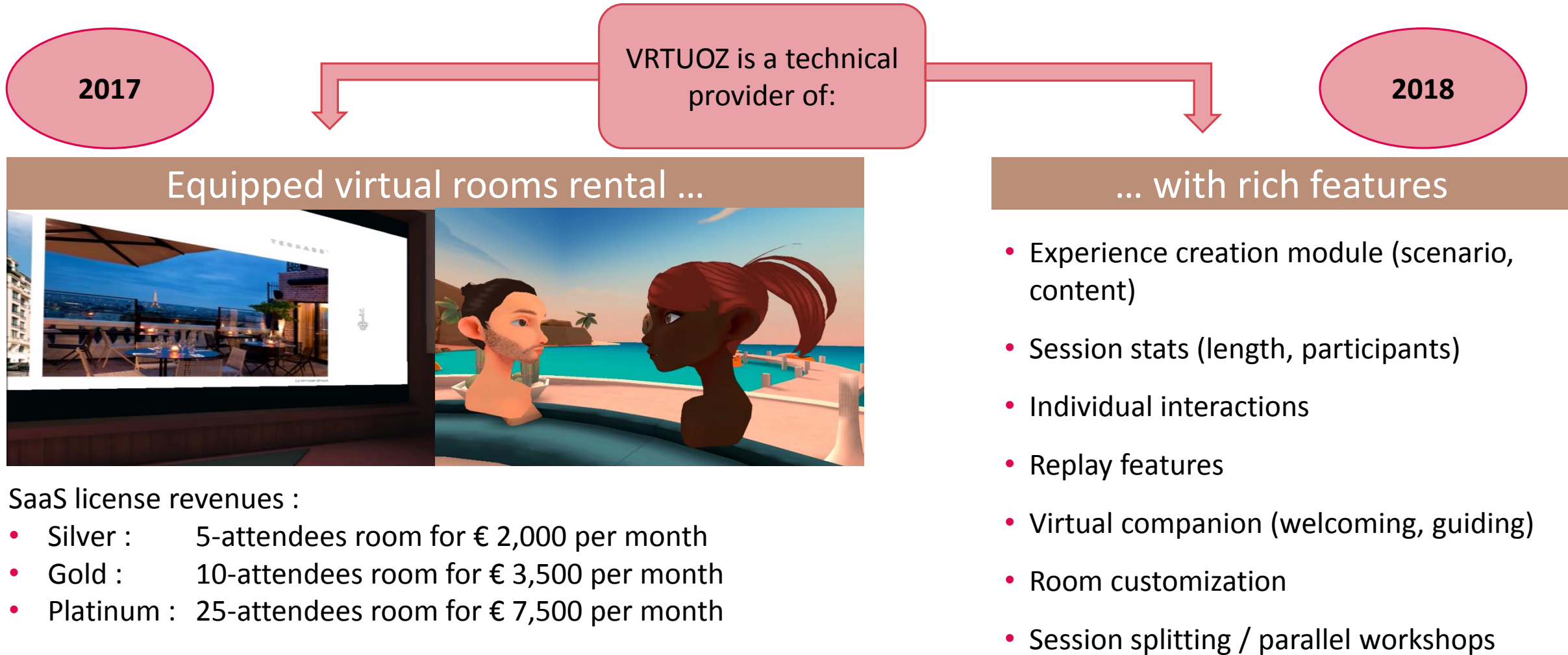| CEO : Gildas		
CMO : Nathalie	CTO : Benjamin	COO : Vincent
5 Biz Dev	2 R&D Dev	1 Fin. Control
1 Senior Mktg	4 Unity Dev	2 IT Support
1 Mktg Assist.	2 Web Dev	8 Sales Support
8 Salespersons	8 Junior Dev	2 Office Managers

Business Model

A technology platform
with licence revenues

A SaaS license-based business model

2017

VRTUOZ is a technical provider of:

2018

Equipped virtual rooms rental …

SaaS license revenues :
- Silver :   5-attendees room for € 2,000 per month
- Gold :   10-attendees room for € 3,500 per month
- Platinum : 25-attendees room for € 7,500 per month

… with rich features

- Experience creation module (scenario, content)

- Session stats (length, participants)

- Individual interactions

- Replay features

- Virtual companion (welcoming, guiding)

- Room customization

- Session splitting / parallel workshops

Use cases : VRTUOZ for Training

AIRFRANCE

Use case:

VR training module for the crew academy

Need :
Air France wanted to test a virtual reality training solution combining real-life realism and real-time coaching

Solution :
VRTUOZ produced a content that merged 360 photo rendering and 3D production. Up to 5 people can participate to the practice exercise, which is supervised in real time by an instructor

Experience :
The exercise consisted in repeating an emergency procedure when a fire starts in the crew cabin

2017 :   Silver license for 1 month with content (PoC : € 5K)

2018 :   1 year pilot project for a cockpit simulator (€ 50K with a Silver licence and content)

Use cases : VRTUOZ for Selling
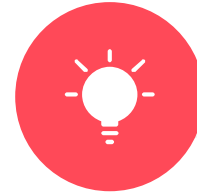
JCDecaux Airport Paris

Use case:

VR sales toolkit for JCDAP salesforce

Need :
JCDecaux Airport wanted to test a virtual reality solution in order to enable its salesforce to sell ad support at CDG airport with a solution showcasing their product more realistically than photos on iPad

Solution :
VRTUOZ produced a customized "JCDecaux Airport" room of 5 attendees sold with a 6-month license and a series of 360 videos linked together through interactive points

Experience :
The JCDecaux Airport salesperson is able to receive the prospects in a virtual room, to visit with them virtually 2 terminals and do the sales pitch inside the content

2017 : 1 Silver license for 6 months and content (PoC € 10K)

2018 : 1 Silver license with 9 types of content covering all Parisian airports (€ 80K for 1 Year)

Use cases : VRTUOZ for Conferencing

SAINT-GOBAIN

Use case:

VR toolkit for cross-border meetings

Need :
Saint-Gobain wanted to test a virtual reality solution in order to turn its international executive meetings into a more engaging experience

Solution :
VRTUOZ produced a customized "Saint-Gobain" room of 20 attendees sold with a 1-year license and provided equipment operable with Saint-Gobain smartphones

Experience :
A Saint-Gobain headquarter training executive did a slide presentation in VR involving 17 attendees from all around the world during 45 minutes

2017 :   1 Platinum license for 1 year (PoC € 12K)

2018 :   1 Platinum license with content (€ 80K for 1 Year)

Go-to-market strategy

Direct sales force targeting large accounts & strategic partnerships

Pre-sales	PoC	Deployment
Prospects	**Leads**	**Clients**
1 mo. → 6 mo.	3 mo. → 6 mo.	6 mo. → 12 mo.

PRINTEMPS

Van Cleef & Arpels

nexity

FAF.TT

AIRFRANCE

SAINT-GOBAIN

RTL

JCDecaux Airport Paris

Business Plan and Funding Needs

€ 1 million equity needed
to reach ambitious objectives

5-year objectives

Ambitious targets have been set for 2022

Customers and usage

 # B2B Sales licences

536

 # B2B Training licences

158

People

Total	Sales & Mktg	Product dev.	Admin
49	27	18	4

Revenues

Total	B2B licences	Other
€ 22m	98%	2%

Margins

Gross margin

c. 80%

EBITDA margin

> 50%

P&L (€)	2018	2019	2020	2021	2022
B2B revenues - Licences	395 561	2 222 331	6 079 039	12 543 326	21 541 906
Special projects revenues	120 000	120 000	240 000	360 000	480 000
Total Revenues	**515 561**	**2 342 331**	**6 319 039**	**12 903 326**	**22 021 906**
B2B Licences as % of Total	*76.7%*	*94.9%*	*96.2%*	*97.2%*	*97.8%*
Special Projects as % of Total	*23.3%*	*5.1%*	*3.8%*	*2.8%*	*2.2%*
Total revenue growth	***759.3%***	***354.3%***	***169.8%***	***104.2%***	***70.7%***
Product costs - B2B	55 415	378 991	1 088 704	2 413 656	4 358 123
Product costs - Sp. Proj.	60 000	60 000	120 000	180 000	240 000
Total Product costs	**115 415**	**438 991**	**1 208 704**	**2 593 656**	**4 598 123**
Gross Margin - B2B	340 146	1 843 340	4 990 335	10 129 670	17 183 783
Gross Margin - Sp. Proj.	60 000	60 000	120 000	180 000	240 000
Gross Margin - Total	**400 146**	**1 903 340**	**5 110 335**	**10 309 670**	**17 423 783**
GM as % revenues - B2B	*86.0%*	*82.9%*	*82.1%*	*80.8%*	*79.8%*
GM as % revenues - Sp. Proj.	*50.0%*	*50.0%*	*50.0%*	*50.0%*	*50.0%*
GM as % revenues - Total	***77.6%***	***81.3%***	***80.9%***	***79.9%***	***79.1%***

P&L (€)	2018	2019	2020	2021	2022
Salaries & Wages - Mktg & Sales	125 000	345 000	535 000	795 000	985 000
Salaries & Wages - Dev & Design	238 000	308 000	430 000	642 000	750 000
Salaries & Wages - Admin	95 000	110 000	160 000	160 000	190 000
Social Contributions	206 100	343 350	506 250	718 650	866 250
People Costs - Total	**664 100**	**1 106 350**	**1 631 250**	**2 315 650**	**2 791 250**
Other Costs - Mktg & Sales	266 778	415 886	680 106	1 083 702	1 587 184
Other Costs - Dev & Design	22 950	33 360	46 440	64 560	77 640
Other Costs - Admin	139 910	306 582	521 539	828 236	1 175 944
Other Costs - Total	**429 638**	**755 827**	**1 248 085**	**1 976 498**	**2 840 768**
Total Operating Costs	**1 093 738**	**1 862 177**	**2 879 335**	**4 292 148**	**5 632 018**
Operating Costs as % Revenues	*212.1%*	*79.5%*	*45.6%*	*33.3%*	*25.6%*
EBITDA	**-693 592**	**41 163**	**2 231 001**	**6 017 522**	**11 791 765**
EBITDA as % Revenues	*-*	*1.8%*	*35.3%*	*46.6%*	*53.5%*
EBIT	**-697 592**	**1 163**	**2 149 667**	**5 878 188**	**11 599 265**
EBIT as % Revenues	*-*	*0.0%*	*34.0%*	*45.6%*	*52.7%*
Capex	**108 000**	**124 000**	**186 000**	**267 500**	**269 500**
EBITDA - Capex	**-801 592**	**-82 837**	**2 045 001**	**5 750 022**	**11 522 265**
Cumulative	*-801 352*	*-884 189*	*1 160 811*	*6 910 833*	*18 433 098*

Funding needs

€ 1.2 million funding required before breakeven (H2 2019)

Funding gap

	Total	Equity	Non-dilutive instruments
	€ 1200k	€ 1000k	€ 200k

Uses

Sales & Mktg — **40%**
- 3 Biz Dev
- 1 Mkgt Assist.
- 2 Salespersons
- 2 Support

- PR
- SEM
- Affiliation
- Trade fairs
- Visual identity

Product dev — **27%**
- 1 CTO
- 2 Unity developers
- 1 R&D developer
- 1 Web developer
- 2 Support

- Hosting
- Software licenses
- Misc. IT

HQ — **23%**
- 1 CEO
- 1 COO
- 1 Office Manager

- Rent
- Travel
- Misc. admin / office

Capex — **10%**
- VR equipment
- IT equipment

VRTUoZ

Contact :

Gildas Dussauze

gildas.dussauze@vrtuoz.com

+33 6 71 01 27 16