

To Fit Professional Needs

Revolution

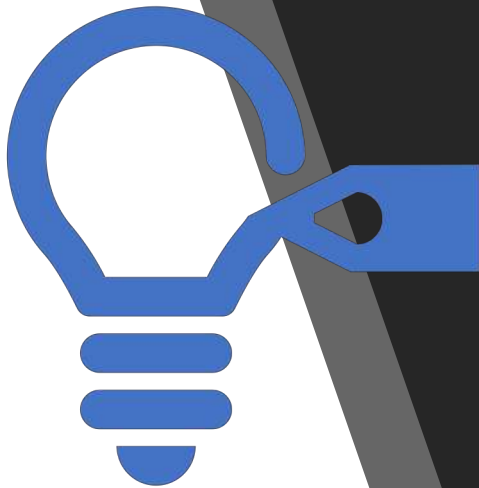


HAVILA PARTNERS
CORPORATE FINANCE ADVISORS

TRIVISIO

Augmented, Virtual, Mixed Reality & Motion Capture

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Executive Summary

OUR VISION:

- **Augmented reality** and **Virtual Reality** has entered consumer life.
- Manufacturers have gradually realized and **quantified the huge potential of these technologies in terms of productivity**

OUR BUSINESS:

- TRIVISIO designs, builds and sells virtual, augmented and mixed reality **tailor-made AR solutions for industrials, medicals and militaries** to fit their needs

OUR AMBITION:

- We are about to make **industrial grade VR and AR a reality**. We are well on our way to delivering the **world's first bespoke virtual reality product for complex industries**.

We are focused on the **\$100 billion target niche** market. On this, 30% is hardware.

Current Status:

- We have existed for 19 years and are now recognized as one of the leaders of the tailor-made for the industry

Traction to date includes:

- After turnover of 1.2 MEUR in 2018, TRIVIO aims to multiply by 10 its turnover in 4 years

investments already made by the company:

- **5 millions €** historically invested in R&D by the company

Team Experience

Founder and chairman of an oil-prospecting logistics company (1989-2008); Turnover of 40 M EUR; 350 employees.
Country General Manager of a logistics multinational (AMI/CMB) in Africa then in Germany (1979-1989)



Universiteit
Antwerpen



Customers/Partners



Problem

Each professional has its own needs.

- An operator of the gas network needs a thermal camera,
- A surgeon needs a focal length of about forty centimeters,
- A worker in a manufacture needs adapted interfaces (buttons, audio, microphone, number of cameras, ...) with secure equipment (integration in a particular helmet, safety certifications, ...) and compatible with internal information systems,
- A logistician needs a very fast scan with a laser pointer.



... Each case is particular

Solution

TRIVISIO is the only player on the market able to meet these different needs, in record times and at very low production costs.

TRIVISIO builds with the customer the most adapted response to its specifications with a wide range of products already developed, ranging from virtual reality, augmented reality to motion capture, with many options.



With a perfect mastery of optics, electronics, mechanics and production of its products, **TRIVISIO** is able to offer small or large series at very competitive prices thanks to numerous synergies between its products

What are we talking about?

- **Virtual Reality (VR)** (or Immersive Reality) offers vision and sound immersion in a fictional world thanks to optical equipment.
- **Augmented Reality (AR)** makes it possible to enrich reality visually through information or images.
- **Mixed Reality** (MR) is Augmented Reality with virtual objects embedded in the reality.
- **Motion Capture** allows to track movements with rotation (3 degrees of liberties, 3 DOF) and translation (3 additional degrees of liberties, 6 DOF).



No direct vision on reality

Total Immersion Video See-through

Binocular



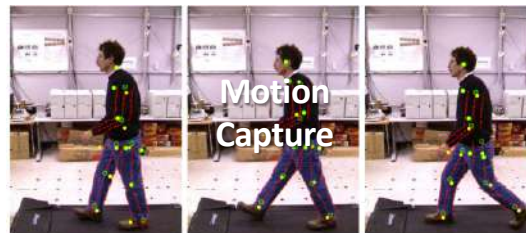
Optical See-through

Information Screen

Monocular, Binocular



Virtual objects embedded
in the reality
Generally Binocular

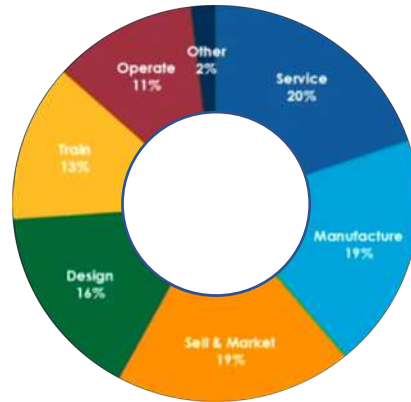


Motion Capture
(3 DOF, 6 DOF)



A very Profitable and Quantified Added Value

Industrials have now **quantified feedbacks coming from all sectors** in terms of **Productivity, reductions of errors up or Improved Sales.**



Top 3 High-Value Uses Cases

Service

Service Manual & Instructions

Manufacture

Operator Assembly Work instructions

Sell & Market

Virtual Product Demonstration

SIEMENS

Use of AR head mounted displays has allowed new staff to reduce training **from 1 day to 45 mn.**



GE Healthcare is using smart glasses to power warehouse workers in their MRI factory to complete pick list order fulfillment. The initial result: an immediate **46% improvement upon first-time use of smart glasses.**



Boeing uses AR glasses to guide technicians as they wire hundreds of planes a year. Boeing cut production time **by 25% and lowered error rates to nearly zero.**

Source: Harvard Business review, Upskill

Go-to-Market

Total Addressable Market: **\$100B** in 2021 according to Digi-Capital (from this, 30% is hardware)

Distribution Strategy: direct and indirect through a network of partners



Main
Focus:

Sales team
Marketing

Partnership
industrial property

Industrialization

Priority
Tasks:

- recruitment
- Communication
- Brand content

- Partner deals
- patent filing

- subcontractor network development

Target
Results:

- Convert 30% of pipe

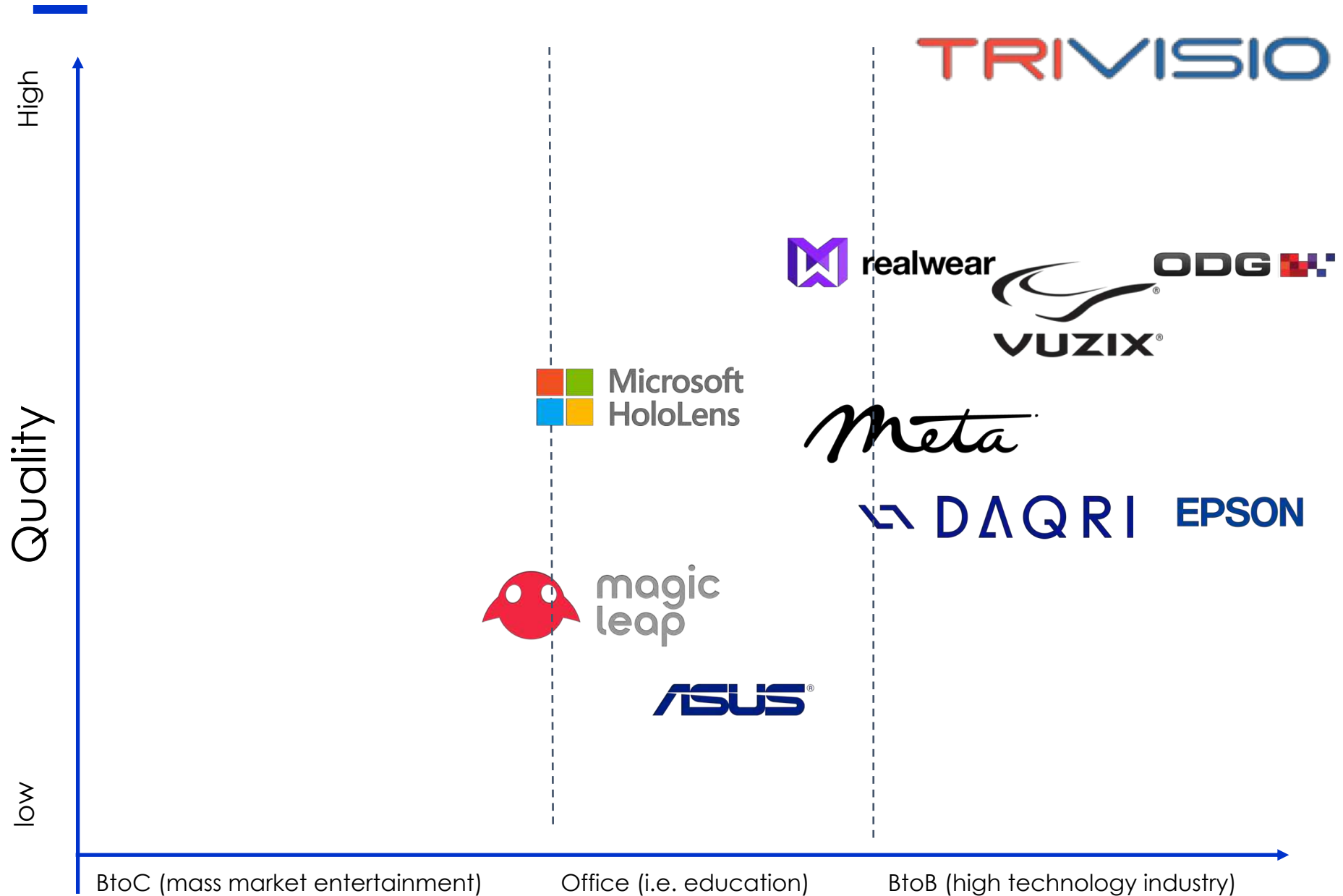
- Double the growth of activity
- number of patents

- Double the growth of activity

Traction to date

- [Key Metric #1]: customer recurrence (since 3-4 years, customers follow us faithfully)
- [Key Metric #2]: R&D : 6 products in the catalog and already developed
- [Key Metric #3]: 30+ customers POC in Europe / USA in various sectors (military, medical, energy ...)

Mapping competitors



Protection of Innovation - Industrial Property



- A know-how in electronics from 19 years of Research & Development

The « Interactive OLED data eyeglasses » developed by TRIVISIO and Fraunhofer Institute won the INNOVATION AWARD IT of Cebit 2013



- Patents in the process of being filed:
 - Two patents on optical aspects
 - One patent on mechanical aspects and integration of components



- Certifications:
 - Certification in low voltage (CE and FCC)
 - Certification ATEX with Deutsche T.U.V.



Keys figures

(k €)	2018	2019	2020	2021
Turnover	1.200	4.009	9.022	16.007
Cost of purchases	585	1.581	3.123	4.754
Expenditures	160	812	1.008	1.245
Marketing & comm	-	290	490	710
Salaries	532	1.400	2.082	2.314
Ebitda	(77)	74	2.319	6.984
Net result	9	278	2.146	5.636
Workforce	14	43	45	45

Looking forward

- The Company intend to raise 3M€.
- The Objective : always be a leader making industrial VR's and AR's upgrade a reality because the company is already a world leader for offering the first bespoke virtual reality products for complex and technical industries. The companies clients are all major leaders in their business.
- The current operation is for us the main step to be able to answer our clients demands in volume and specifies, and having the cash needed for setting up a commercial team able to conquer new markets that ask us to visit them for new projects.

Contacts



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