

VIRTUALWARE 

MLVIR
EURONEXT
ACCESS

Investor call

May 25th, 2023

WELCOME

Virtualware went public on April 20th , 2023

The company is now listed on Euronext Access Paris, under the ticker MLVIR, with significant initial market activity.





WHO WE ARE

Virtual Reality for Enterprise tech company

Virtualware is a technology company that has been accelerating the adoption of Virtual Reality in industry, education and healthcare for 20 years.

Founded in 2004

+500 projects in 33 countries

50 employees

Offices in Bilbao and Canada





Milestones



2006-09

Platinum European Seal of e-Excellence (CEBIT, Germany)
 Santimamiñe VR Cave international award (Archeovirtual, Italy)
 San Fermín VR running of the Bulls (Navarra's Government, Spain)

2004

Founded in Spain
 Bilbao Virtual Master Plan



2010

VR training simulator (Iberdrola, Spain)
 VirtualRet Product launch

2011-13

First international office in UK
 VirtualRehab product launch
 Mexico HQ to cover Latam



2014-15

Egypt Pyramids Digital Twin (Idom, Spain)
 Bipolar disorder VR Treatment (King's College London, UK)
 Mexico City International Airport digitalization (SECTUR, Mexico)

2016-18



VR Training simulator (Suez, France)
 VR Training simulator (ADIF, Spain)
 AR Maintenance Application (Petronas, Malaysia)
 Algeciras Port Digital twin (Idom, Spain)

2019



VRAAS Strategy change

2020-23

VIROO



Canada HQ to cover North America.
 Nuclear Energy VR Solution (GEH, US)
 VR training simulator (Ministry of Defense, Spain)
 VR training center and simulators (ADIF, Spain)
 Technology Excellence Award 2022 winner (Brandon Hall Group)
 Partnership with McMaster University (Canada)



OUR MANAGEMENT TEAM

Experienced leadership

Board of directors



Unai Extremo
CEO and Co-founder
Virtualware



Sergio Barrera
CTO and Co-founder
Virtualware



Asier Extremo
COO
Virtualware



**Jose Ramón
Bercibar**
Board Advisor
Cuatrecasas partner

Steering committee



Maribel Nuñez
Talent Manager
Virtualware



Ainara Larrinaga
Financial Manager
Virtualware



Jesús Garrido
Global Sales Manager
Virtualware



David Moreno
CMO
Virtualware

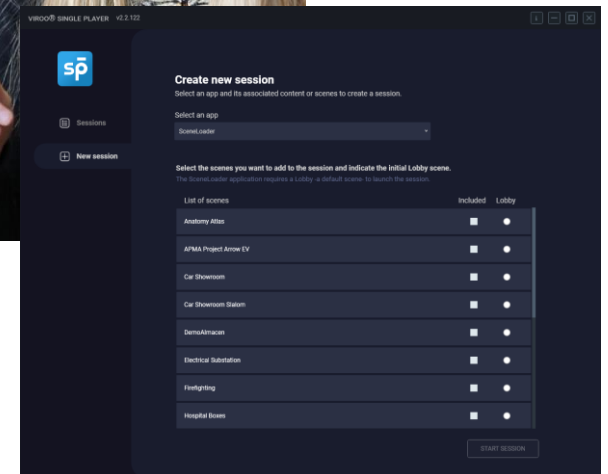


OUR BUSINESS

How we are changing VR

Our main product is called VIROO and it is the answer of Virtual Reality to the SAAS world.

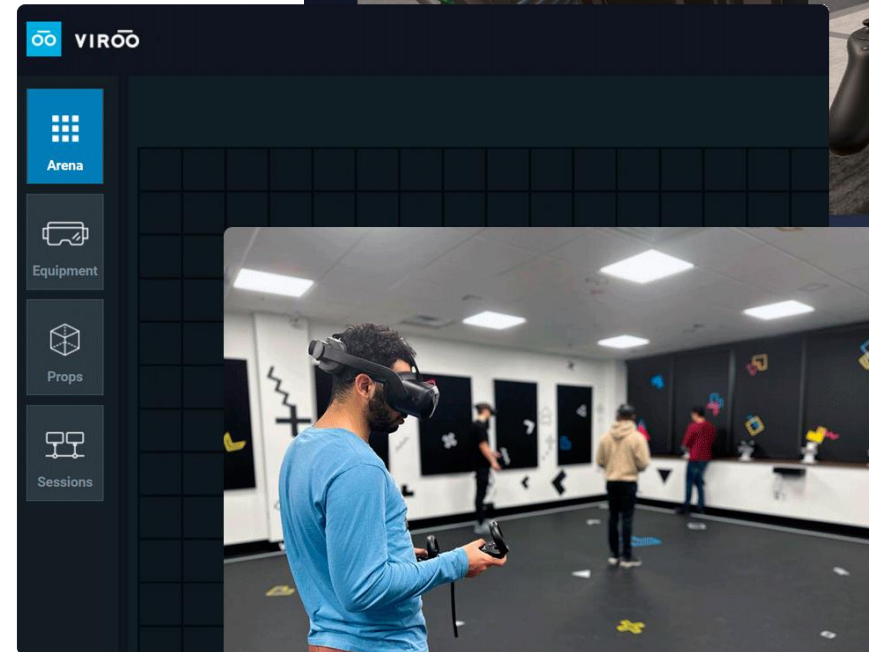
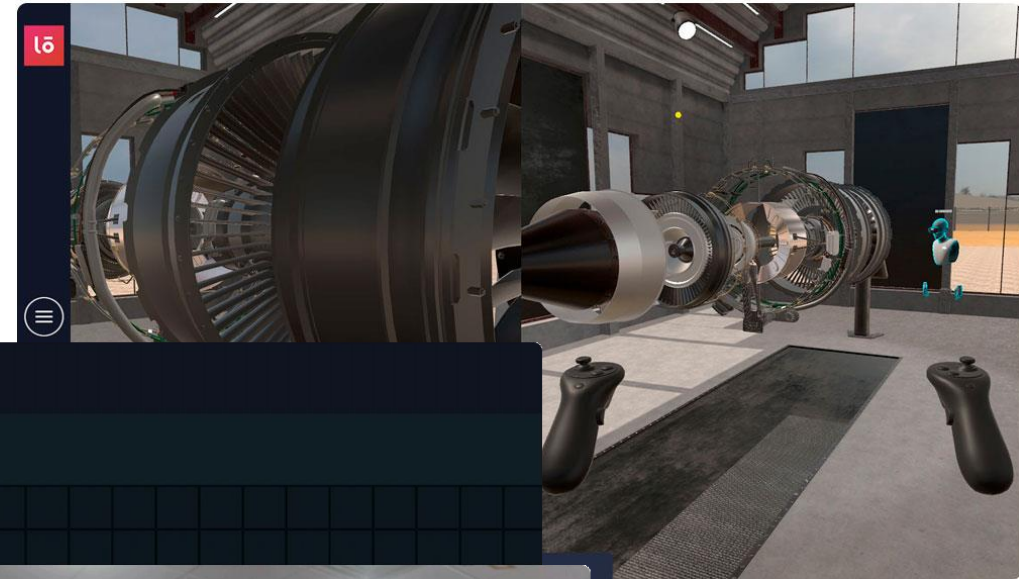
A digital solution that allows all companies and institutions to introduce virtual reality into their processes.



Designed to simplify and accelerate VR adoption

VIROO® aims to revolutionize the way organizations embrace virtual reality.

By eliminating the complexities and barriers often associated with VR technology, VIROO® provides a user-friendly and accessible platform for individuals of all skill levels.





"VIROO[®] help companies start their VR journey, giving them the opportunity to incorporate Virtual Reality in their daily operations, so they can be more competitive and improve their processes."

Ali Emadi

Engineering professor and Canada Research Chair in
Transportation Electrification and Smart Mobility





VIROO USE CASES

What companies use VIROO for?

**Training and
learning**

Prototyping

R&D&i

Sales

VIROO USE CASES

Real use cases





SOME VIROO CLIENTS



UNIVERSIDAD
DE EL SALVADOR



INVEST
WINDSOR
ESSEX





How we generate revenue with VIROO?

Recurrent Revenues

Subscription plans

Use of platform
Tech support

One-shot Revenues

VR Applications developpment

VIROO Rooms deployment

Platform customization



GROWTH POTENTIAL

Sectors with high potential for VIROO

Energy	Defense	Automotive	Transport
Aerospace	Manufacturing	High education	Healthcare



HOW WE WILL GROW

Indirect channel for growing VIROO

**COMMERCIAL
PARTNERS**

**ECOSYSTEM
PARTNERS**

**TRAINING
PARTNERS**



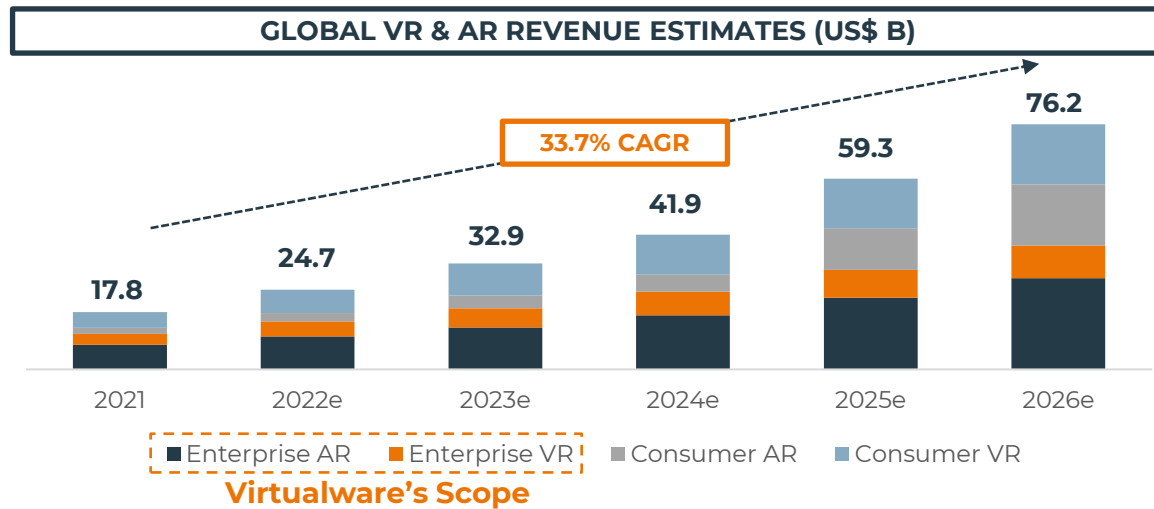
VIROO PARTNERS



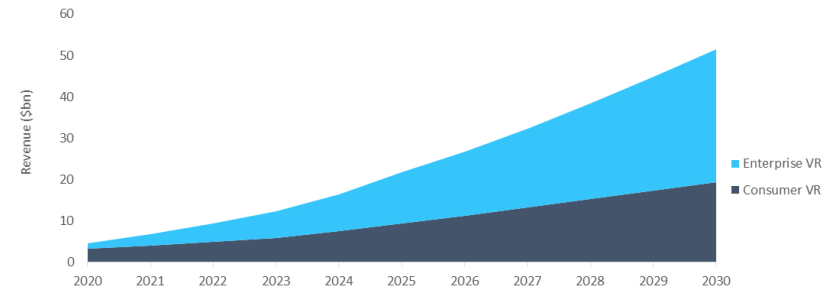


VR MARKET

The future of VR Industry



Global VR revenue by end user, 2020 to 2030



GlobalData Thematic Research

GlobalData



THE FUTURE

Leading innovation in the VR Industry

Cloud Rendering

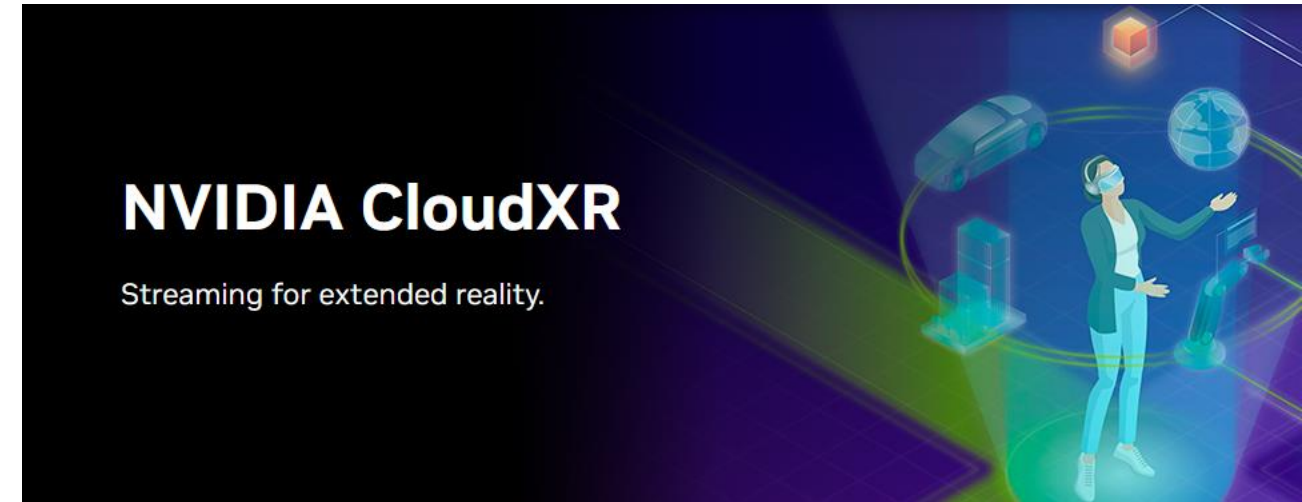
Mixed Reality

Generative AI



VIRTUALWARE R&D

Cloud XR Rendering .



Partnering with NVIDIA, we will allow to remote render graphics directly into headsets, lowering the cost and complexity of our customers infrastructure to simplify VR adoption.





VIRTUALWARE R&D

Mixed Reality.



New headsets like Vive Elite XR provide high resolution pass-through cameras enabling MR capabilities. Our partnership with HTC is exploring the way to create MR Scenes using VIROO Studio.





VIRTUALWARE R&D

Generative AI Content Creation.

New content creation using AI will be integrated in future VIROO workflows. Our R&D team is currently exploring feasibility to integrate AI APIs in VIROO Studio.



VR MARKET SIZE

VIROO becoming the standard for industrial Virtual Reality applications worldwide



Virtualware inks a €1.16M Multi-Year Agreement in Central America to introduce its VIROO platform in local universities



Virtualware

April 11, 2023 · 3 min read



Invest WindsorEssex partners with Virtualware to accelerate VR CAVE capabilities for the automobility sector

Virtualware Partners With Intuita to Introduce Viroo in South Korea



By **GlobeNewswire** — On **May 4, 2023**

TECHNOLOGY NEWS VIRTUAL REALITY

Tech company opens first Canadian virtual reality room at Hamilton's Innovation Park

+ PREFERRED REGION ⓘ Hamilton | Business | Education | Latest News

By **Anthony Urciuoli**

Published January 17, 2023 at 2:29 pm

Thanks

Sergio Barrera & Unai Extremo
CTO, CEO
Founders of Virtualware

