

**ASX RELEASE**

## VECTION Q1 FY22 OPERATIONAL UPDATE

Real-time software company Vection Technologies Ltd (**ASX:VR1**)(**Vection Technologies, Vection** or the **Company**) is hosting a conference call today, 3 November 2021, at 12pm AEDT to discuss the appended slides 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\\_2oolYMqdRSqqltYOnzNozA](https://us06web.zoom.us/webinar/register/WN_2oolYMqdRSqqltYOnzNozA)

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

Please share your questions in advance to the Company at [AUpres@vection.com.au](mailto:AUpres@vection.com.au)

ENDS

### Investor Relations Contact Details:

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Phone: +61 8 6380 7446

### About Vection Technologies:

Vection Technologies Ltd (ASX:VR1) is a multinational software company that focuses on real-time technologies for industrial companies' digital transformation.

Through a combination of 3D, Virtual Reality, Augmented Reality, Industrial IoT, AI, ICT and CAD solutions, Vection Technologies helps companies and organisations to innovate, collaborate and create value.

For more information please visit the Company's websites:

[vection.com.au](http://vection.com.au)

[mindeskvr.com](http://mindeskvr.com)

[blankcanvas.studio](http://blankcanvas.studio)

[jmcgroup.it](http://jmcgroup.it)

*ASX release authorised by the Board of Directors of Vection Technologies Ltd.*

Vection Technologies Ltd (ASX:VR1) ACN: 614 814 041



3D



VIRTUAL  
REALITY



AUGMENTED  
REALITY



INDUSTRIAL  
IoT



CAD

1

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# Q1 FY22: OPERATIONAL UPDATE

LEADING THE XR ENTERPRISE REVOLUTION

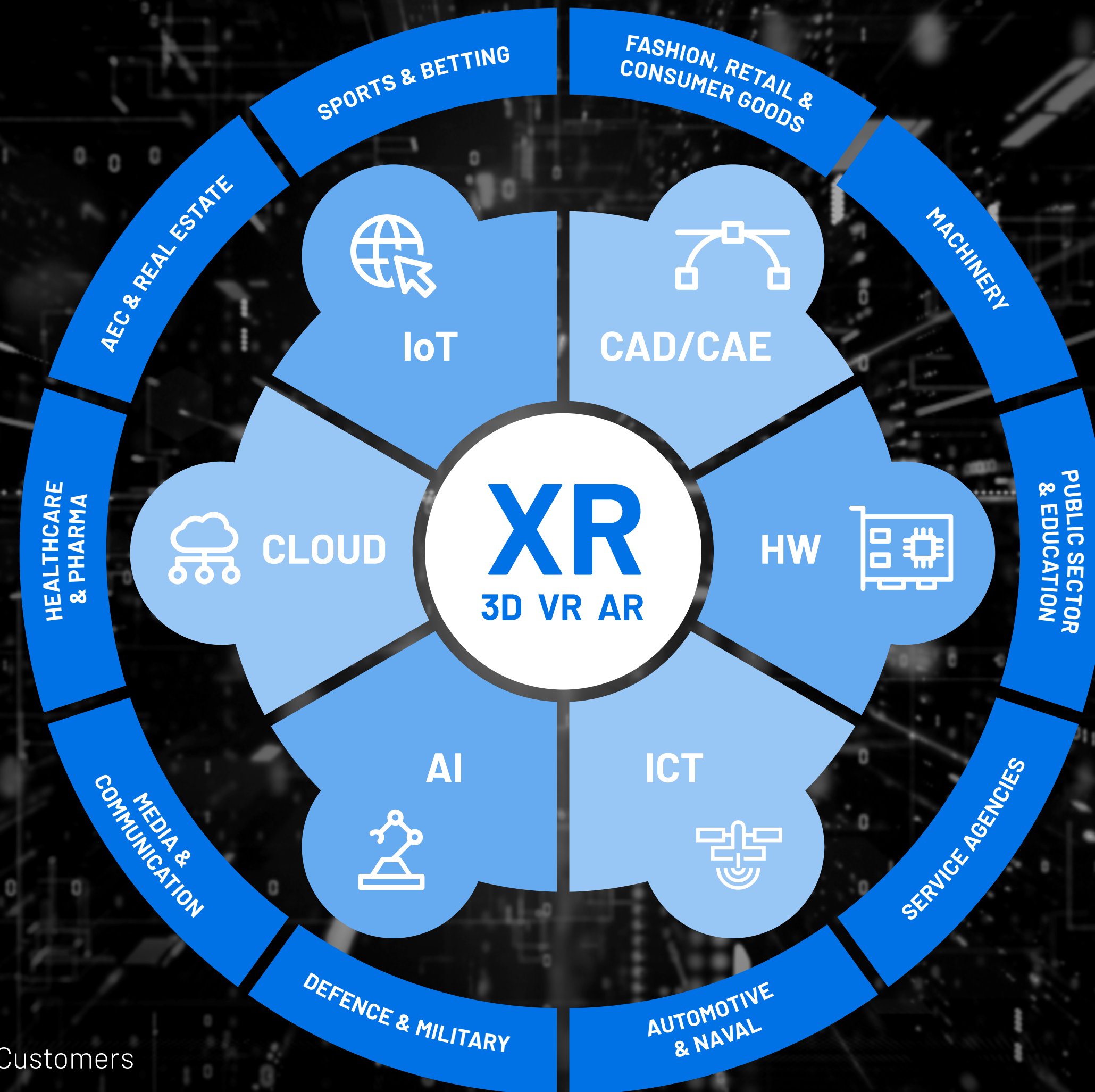
ASX:VR1  
November 3, 2021



# 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

# ADVANCING STRATEGIC OUTCOMES

## QUARTER ACTIVITIES OVERVIEW

### INTEGRATED MANAGEMENT

Advanced integration of FY21 acquisitions to generate stronger cost savings, efficiencies and greater growth outcomes.

### STRONGER GLOBAL ADVISORY BOARD

Addition of Dr Siegmund Haasis (former CIO Daimler Mercedes Benz) and Vittorio Terzi (strategic advisor) to Vection's advisory board, to enable global strategic growth acceleration.

### VERTICAL GROWTH FOCUS

Growth in FY22 Total Contract Value (TCV) across verticals/industries, with strong opportunities in currently underserved market segments in coming quarters.

### TECHNOLOGICAL EDGE

Continued R&D with a focus on recurring revenue opportunities with launch of Mindesk for Autodesk Revit (~11m AEC users market opportunity)<sup>1</sup> and second half FY22 launch of Webex integrated FrameS solution, a 3D collaborative app.

### BUILDING ON STRONG FOUNDATION

Identification of multiple opportunities for value accretive acquisitions within the European, American and Asia-Pacific regions.

<sup>1</sup>[investors.autodesk.com/static-files/56785185-73ca-4b3f-9bb0-80136817c6a](https://investors.autodesk.com/static-files/56785185-73ca-4b3f-9bb0-80136817c6a)

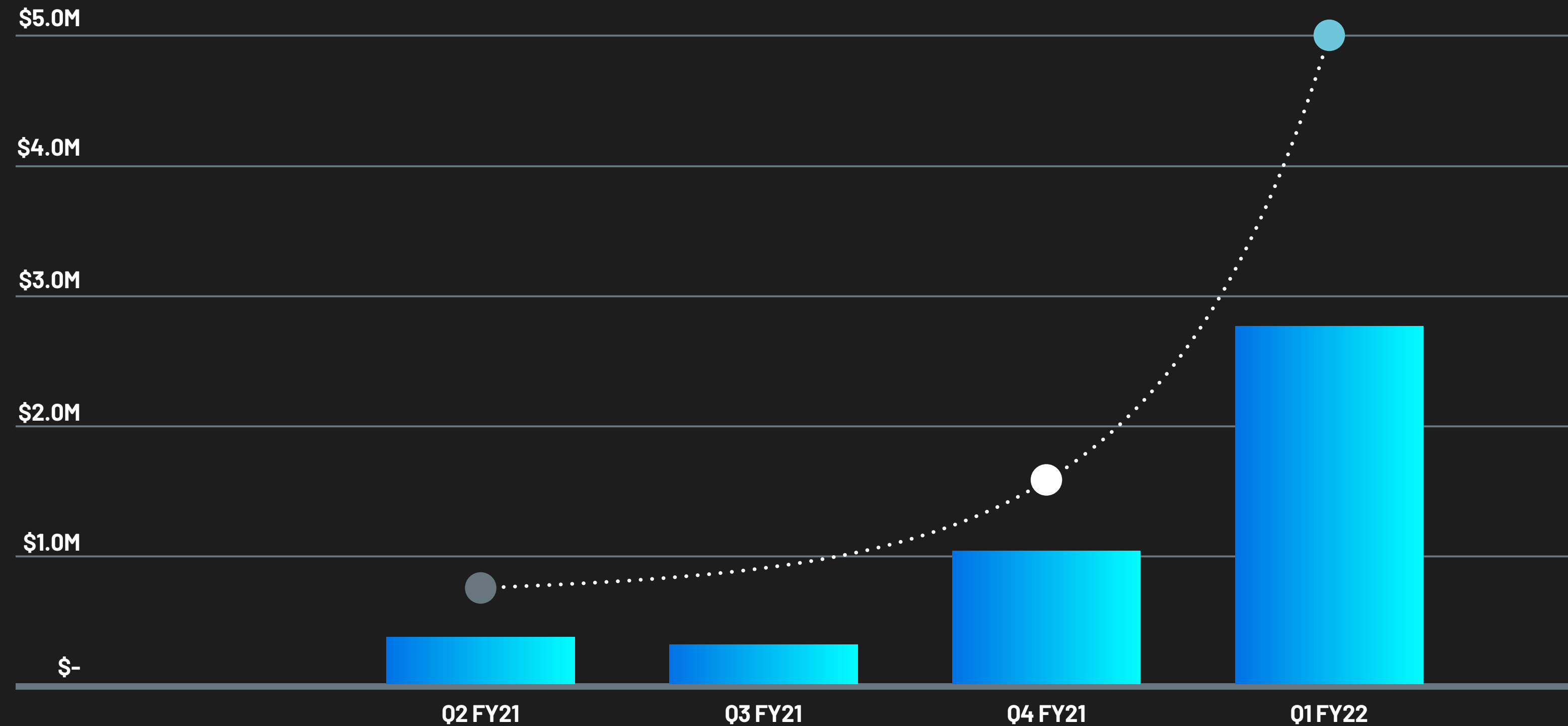
# STRONG START TO FY22

172% QUARTER ON QUARTER GROWTH, CONTINUING MOMENTUM FROM SECOND HALF FY21.

STRONG FY22 TOTAL CONTRACT VALUE BASE OF ~\$5M, FURTHER UNDERPINS NEXT QUARTERS RESULTS.

## ROLLING FOUR QUARTERS GROWTH METRICS

● Revenue First Half FY21 ● Revenue Second Half FY21 ● FY22 Total Contract Value (TCV) to date



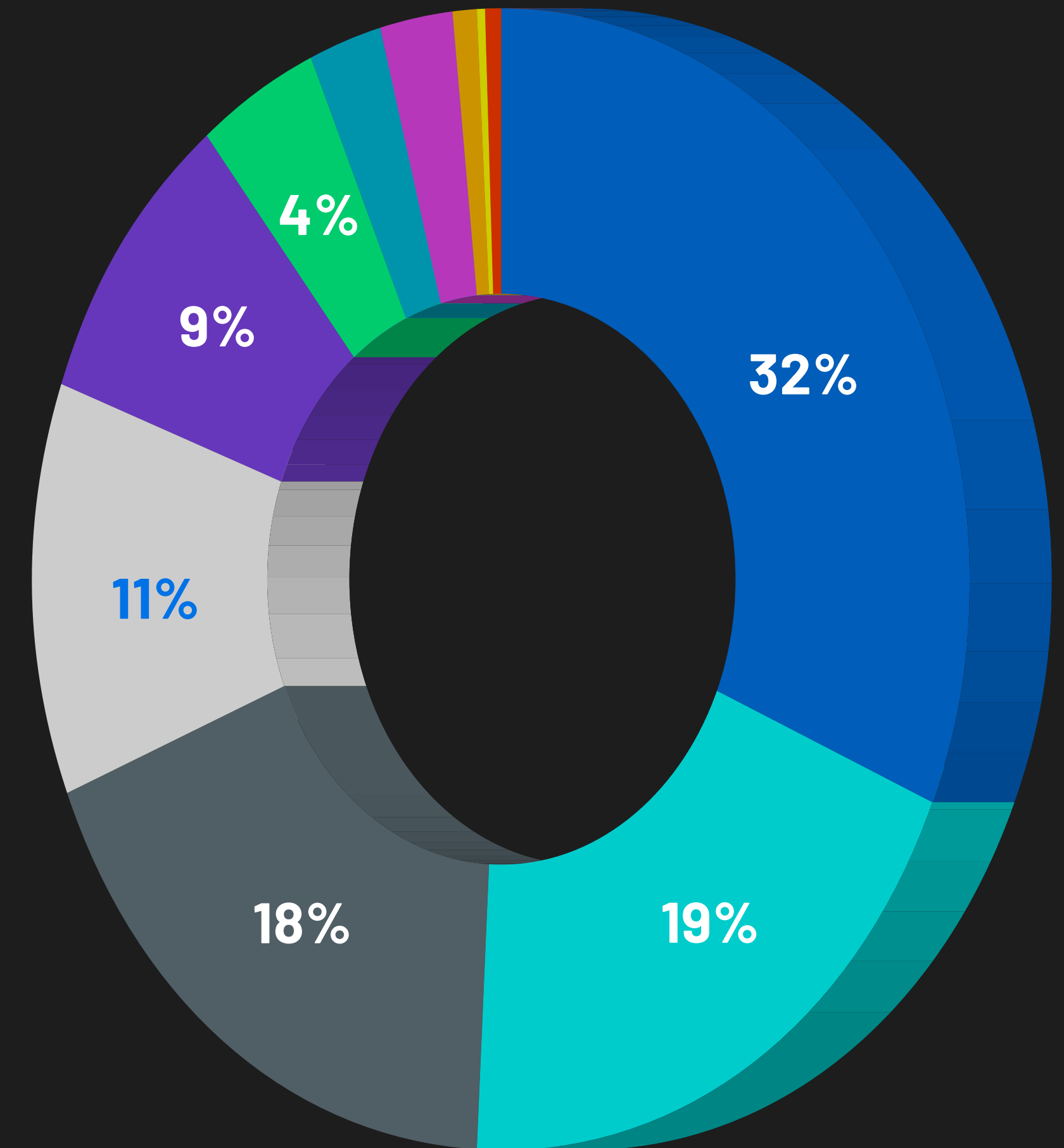
# FY22 TCV BY VERTICAL/INDUSTRY

**STRONG MOMENTUM WITH \$5M FY22 TOTAL CONTRACT VALUE (TCV), UNDERPINNING COMPANY'S STRATEGIC OUTCOMES.**

**STRONG OPPORTUNITIES FOR GROWTH IN CURRENTLY UNDERSERVED SEGMENTS, EXPECTED TO INCREASE DURING THE NEXT QUARTERS.**

- AEC & Real Estate
- Defence, Military & Law Enforcement
- Public Sector & Education
- Sports & Betting
- Media & Communication
- Healthcare & Pharma
- Other
- Automotive & Naval
- Service Agencies
- Fashion, Retail & Consumer Goods
- Machinery

# FY22 TCV BY VERTICAL



# LEADING VERTICAL/ INDUSTRY FOCUS

**AEC & Real Estate**

mirvac finbar BLACKBURNE Zaha Hadid

**Healthcare & Pharma**

Diversey CGM CompasGroup DGS SHAPE by Roland dentalart

**Defence & Military**

FINCANTIERI OTHER CONFIDENTIAL

**Media & Communication**

SKY Q CINETIX TIM GRUPPO TIM

**Sports & Betting**

EUROBET SKS EGS teleippica

**Fashion, Retail & Consumer Goods**

GIORGIO ARMANI FENDI CASA UP GUCCI

**Machinery**

Seda coesia V-Shapes Bonfiglioli Forever Forward

**Public Sector & Education**

Mit Massachusetts Institute of Technology LUISS Guido Carli BALL STATE UNIVERSITY TRENITALIA GRUPPO FERROVIE DELLO STATO ITALIANO

**Service Agencies**

olivetti EBO cosberg INNOVATION

**Automotive & Naval**

Volvo Lamborghini VW MASERATI FERRETTI YACHTS

# EXPANDING GLOBAL MARKET PRESENCE.

STRONG GLOBAL  
PRESENCE UNDERPINS  
FY22 GROWTH  
OBJECTIVES, WITH  
FURTHER EXPANSION  
OPPORTUNITIES IN THE  
ROADMAP.

SAN FRANCISCO

AMERICAS

MILAN

BOLOGNA

ROME

BARI

EMEA

ABU DHABI

AHMEDABAD

ASIA PACIFIC

SYDNEY

PERTH

100+

PEOPLE  
GLOBALLY



# GROWING GLOBAL PARTNERSHIPS FOR FY22 GROWTH

## SOFTWARE



## HARDWARE



## SERVICE & INDUSTRY



# GOALS AND OUTLOOK:

## Revenue Acceleration

Management's goal is to double yearly revenue underpinned by core XR platforms upselling and increasing TCV and ACV metrics (supported by ~\$5M FY22 TCV).

## International Expansion

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

## Further Strategic Acquisitions

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

## Scalable XR Technology

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

## Market Trends

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](http://www.mordorintelligence.com/industry-reports/extended-reality-xr-market)

# CORPORATE OVERVIEW

# LEADERSHIP TEAM

## BOARD OF DIRECTORS



**Gianmarco Biagi**  
Managing Director  
Vection Technologies



**Bert Mondello**  
Chairman  
Vection Technologies



**Gianmarco Orgnoni**  
Director & COO  
Vection Technologies

## ADVISORY BOARD



**Lorenzo Biagi**  
Director & CSO  
Vection Technologies



**Dr Siegmar Haasis**  
Automotive



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



**Vittorio Emanuele Terzi**  
Strategic Growth

## MANAGEMENT



**Paul Clayton**  
AEC & Real Estate



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



**Dr Carlo Centemeri**  
Healthcare & Pharma



**Kavir Goswami**  
India (sub Asia Pacific)

# CORPORATE SNAPSHOT

SHARE PRICE <sup>1</sup> :	13.5¢
SHARES ON ISSUE <sup>2</sup> :	1,034
MARKET CAPITALISATION:	\$140M
CASH AT BANK <sup>3</sup> :	\$6.8M

## OWNERSHIP BREAKDOWN

Board & Management	44%
Institutional Shareholders	13%
Other Top 20	11%
Other Shareholders	32%



## SHARE PRICE / VOLUME HISTORY



(1) At 2 November 2021  
 (2) Excludes performance rights, performance shares and options  
 (3) At 30 September 2021

# Q&A AND INVESTOR CONFERENCE CALL DETAILS

Vection's management will host a conference call on **3 November 2021 at 12pm AEDT** 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\\_2ooLYMqdRSqqItY0nzNozA](https://us06web.zoom.us/webinar/register/WN_2ooLYMqdRSqqItY0nzNozA)**

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## **APAC**

Perth

Sydney

Ahmedabad

## **EMEA**

Milan

Rome

Bologna

Bari

Abu Dhabi

## **AMER**

San Francisco

**ASX:VR1**

**November 3, 2021**

