



Investor call

April 25th, 2024.

In the call:
Unai Extremo, CEO.
Ainara Larrinaga, Head, Finance Department.



SAFE HARBOR

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One year as a listed company

VIRTUALWARE IS A LISTED COMPANY

We went public on April 20th 2023.

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

In its first 12 months as a listed company, its shares increased 36.6% in value (€8.20/ps).



We have proven to be a stable stock, and a reliable company.

8.20 EUR

+1.70 (26.15%) ↑ past 5 years

Apr 22, 11:30 GMT+2 • Disclaimer

EPA: MLVIR

+ Follow

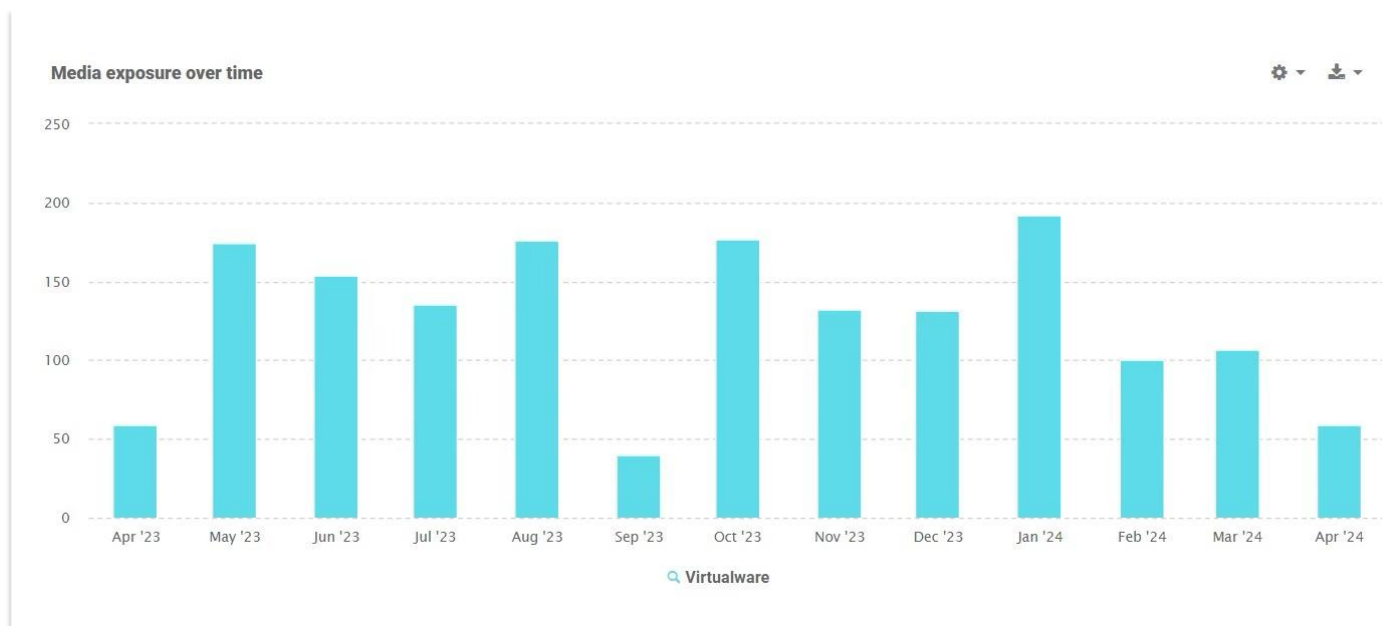
1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max



Open	-	Mkt cap	-	52-wk high	8.55
High	-	P/E ratio	-	52-wk low	6.00
Low	-	Div yield	-		

We are fully transparent and open.

40 market communications and press releases.
Consistent media presence.



Home > Company Press Releases

COMPANY PRESS RELEASES

FILTERS

Displaying 1 - 40 of 40 results

RELEASED	COMPANY	TITLE	INDUSTRY
18 Apr 2024 17:05 CEST	VIRTUALWARE	Virtualware and Totalpower forge strategic partnership to introduce VIROO in Brazil	10101010 Computer Services
11 Apr 2024 08:00 CEST	VIRTUALWARE	INVESTOR CALL: Virtualware's CEO to present Annual Report to shareholders	10101010 Computer Services
20 Mar 2024 07:35 CET	VIRTUALWARE	Virtualware partners with 302 Interactive Virtual to expand VIROO's presence in the US	10101010 Computer Services
14 Mar 2024 07:35 CET	VIRTUALWARE	Virtualware partners with Xplorient to introduce VIROO in UK	10101010 Computer Services
04 Mar 2024 07:27 CET	VIRTUALWARE	Virtualware appoints a new USA operations president, John A. Cunningham, to lead the company's growth in the American market	10101010 Computer Services

And analyst see us in a positive light.



Virtualware S.A.

ENXTPA: MLVIR - Buy €10 PT

Action Summary – 8 February 2024

Analyst Theodore R. O'Neill

- On January 24, 2024, MLVIR reported preliminary full year 2023 results showing annual growth of 40% and positive adjusted EBITDA compared to a loss the year before. We develop and publish our estimates by the half year and this report primarily focuses on results for 2H23.
- The company reported preliminary 2H23 results of €2.37MM and an EPS loss of €0.04. We had been looking for revenue of €2.6MM and EPS of €0.01. There is no consensus. The €0.04 unfavorable variance was due to lower sales and lower gross profit margins, partially offset by lower personal expenses. We will have better data when the audited results are reported, but we believe the reduced gross profit is due to the mix of lower margin evolv revenue, partially offset by higher VRaaS sales.
- **Penetrating new verticals.** The increasing adoption of user immersion technology in industries, such as education, industrial training, and healthcare, among others, is driving market growth. It is currently fueled by training for roles like engineers, pilots, and healthcare workers. On January 30, 2024, it announced it had signed a partnership agreement with GE21 Realidade Virtual to expand into the mining and geoscience verticals.
- **Adjusting our 2024 and 2025 estimates.** We have lowered our 2024 revenue and EPS estimates to €5.1MM and €0.04, respectively, from revenue of €6.95MM and EPS of €0.08. For 2025, we have lowered our revenue and EPS estimates to €6.2MM and €0.07 from €9.6MM and €0.15, respectively.
- **Attractive Valuation.** Based on our discounted future earnings model, the value of all future earnings stands at €10/share.
- Shares have been trading on the Euronext Access since April and expect to uplist to Euronext Growth.

2023

Remarkable Outcomes



6.81%
ANNUAL TURNOVER RATE

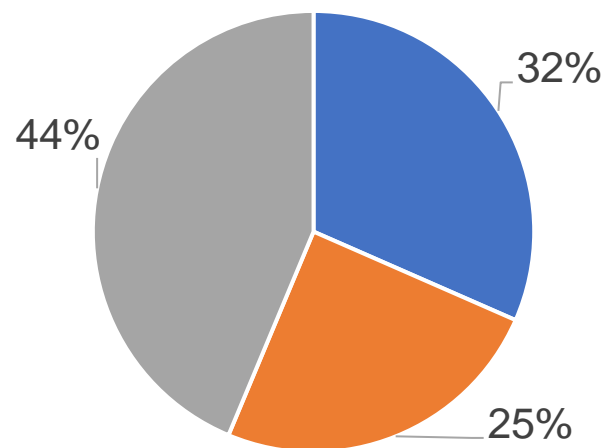
4.35 out of 5
OVERALL SATISFACTION

8.48 out of 10
HAPPINESS INDEX

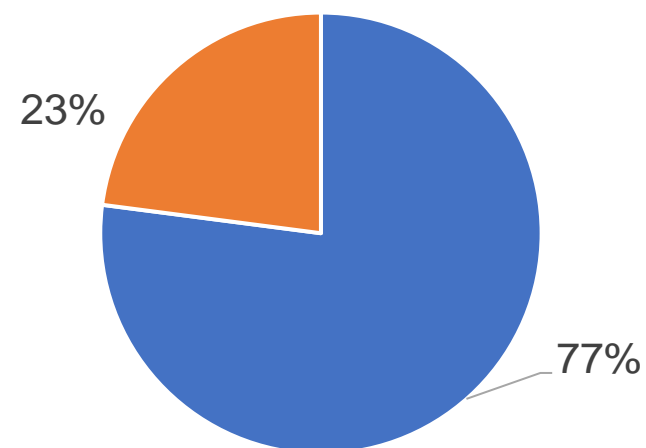
8.52 out of 10
ENPS INDEX



We had a strong contracted revenue booked of 5.75M €.



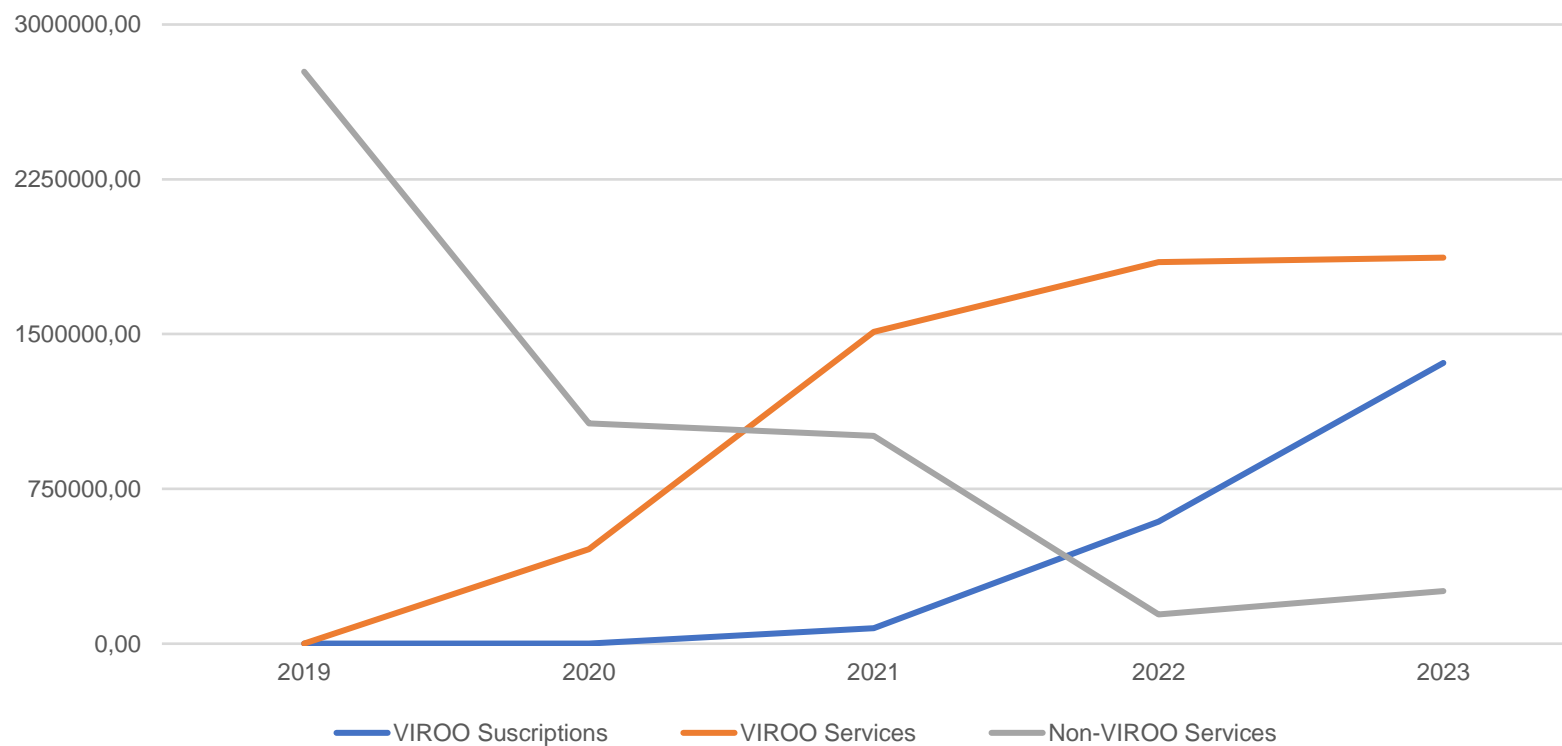
■ EMEA ■ LATAM ■ NA



■ Direct ■ Indirect

Truth is we are moving towards SaaS Prominence.

(as we planned in our Strategic Plan 2021-2023)



We achieved record financial results.

Business revenues	4.55 M €
EBITDA	423,208 €
DFN/EBITDA	3.44

2023

Financial Results

Profits and loss

€	2023	2022	%
Business Total Revenue	4,552,007	3,219,376	41%
Costs of Goods Sold	(1,174,881)	(768,542)	
Gross Profit	3,377,127	2,450,834	38%
Changes in inventories of finished goods and work in progress	(2,845)	(179,332)	
Work carried out by the company for its assets	527,608	638,906	
Other Operating Revenues	414,623	541,837	
Personnel Expenses	(3,061,663)	(2,445,916)	
Other Operating Expenses	(876,153)	(720,152)	
Grants to non-financial assets and others allocation	43,210	59,533	
Impairment losses and gains/losses on disposal of non current assets	(41,825)	0	
Other Results	43,127	(18,324)	
EBITDA	423,208	327,386	29%
Fixed Assets Depreciation and Amortization	(271,606)	(299,200)	
Operating Income	151,602	28,186	438%
Adjusted EBITDA*	211,212	(215,698)	198%

*Adjustment for non cash stock compensation and activations

Personnel Expenses

€	2023	2022	%
Personnel Expenses	2,746,051	2,445,910	12%
Stock based compensation	315,612	-	
Employees	50	49	2%

Business Total Revenue

€	2023	2022	YoY
VIROO VRaaS (Subscription plans)	1,277,860.00 €	590,555.00 €	116%
VIROO Services (Hardware, Content, Other Viroo Services)	2,084,728.00 €	1,847,803 €	13%
Legacy Projects	255,567.00 €	141,518.00 €	81%

Balance sheet

€	2023	2022	%
TOTAL ASSETS	6,037,402	3,595,462	67,92%
Fixed assets	1,916,194	1,502,825	
Participations	108,575	35,297	
NET WORKING CAPITAL	1,933,069	-54,751	
Tax credits and deferred taxes	2,079,566	2,112,091	
TOTAL LIABILITIES	6,037,402	3,595,464	67,92%
NON-RECOURSE RESOURCES	4,586,148	1,994,811	
Equity (Own Funds)	1,221,045	790,832	
Accruals and deferrals (Advance revenues from customers)	3,022,123	1,168,752	
Capital subsidies	342,980	35,227	
TOTAL NET FINANCIAL DEBT	1,451,254	1,600,653	
Bank indebtedness	1,764,567	1,652,819	
Other financial debts	-313,313	-52,166	

Net Financial Debt

	2023	2022
NET FINANCIAL DEBT	1.456.625 €	1.600.653 €

	2023	2022
DFN/ EBITDA	3,44	4,89

Introducing our new Strategic Plan 2024-2026





Strategic Plan 2024– 2026

Built on 4 pillars, Virtualware enters a new growth phase

1

To enhance the company's size with a **focus on the VIROO platform** and its growth in high-potential markets.

3

To **generate a positive impact on society** by promoting sustainability, as well as helping surrounding organizations to become more sustainable.

2

To provide customers with an **excellent product and quality services** that ensure maximum return on value and impact.

4

To be an attractive company so that **the best talent** finds in Virtualware the ideal place to develop their professional career.



Growth plan

An organic growth plan based on VRaaS

Our fully organic growth plan relies on strong growth in our VRaaS business, (subscription plans), with three key elements to achieve this:

Growth in North America, especially in the U.S.

One of the keys to growth according to the model presented will be to invest and take action to build a direct presence in the US.

In terms of potential customers, the US market has the characteristics we need. Moreover, we have reference customers through which we can start our penetration strategy.

Building an indirect channel and services that will allow us to grow our subscription range rapidly

A combination of direct sales and channel sales will be necessary over the next few years, but we are clearly aware that the creation of an indirect channel that will allow us to grow even more significantly is a priority.

In addition, we need to build a robust channel that will provide services to the end users of VIROO in order to grow at a rapid and significant rate.

Providing the highest quality service to attract and retain our VIROO customers.

We have a large number of customers and our aim is to continue to include new customers belonging to those sectors that are more demanding in terms of the criteria for excellence. Energy, defence or transport require the excellent services we provide and we must continue to do so, either directly or through our channels. That is why we will continue to work to the highest standards to ensure that VIROO continues to provide excellent services.



In the past few months, the company has advanced in significant ways

Large VR contracts

The company signed new contracts, including one for 12 new VIROO rooms and 3-year subscription plans (1.5 M euros)

Expansion in the USA

John A. Cunningham appointed President of Virtualware USA, tasked with leading the company's market initiatives in the region.

New partners

New VIROO partners onboarded in USA, Brazil, UK and more...



“In 2024, our focus will be on improving the user experience of VIROO Studio within Unity and adding new features to further facilitate the adoption of the VIROO platform for multi-user XR content creation”.

Sergio Barrera, CTO at
Virtualware.



2024 ROADMAP: FOCUS ON VIROO STUDIO

Some of the key improvements are:

- 1. Executable project publishing:** This feature will allow users to take full advantage of Unity's multi-platform potential, enabling the creation of VIROO content on all-in-one XR headsets. It also extends the supported hardware list. In addition, this will indirectly make it easier to integrate assets from third parties that are purchased from the Unity Asset Store.
- 2. Allowing the selection of a render pipeline:** We are working hard to allow content creators to choose which render pipeline they want to work with, removing barriers to the type of assets that can be used in VIROO projects.
- 3. Integrating with Unity's Visual Scripting:** This enables users without programming knowledge to create VIROO scenes with greater logical depth. We will publish a set of examples that can also be used as templates by our content creators to ease the learning curve.

An aerial photograph of a winding asphalt road on a mountain slope. The scene is captured at sunset, with a bright orange sun in the upper right corner casting a warm glow over the landscape. A white car is driving on the road, and a bright, glowing yellow light trail follows the curve of the road behind it. The surrounding terrain is covered in dense green trees and patches of snow. The overall mood is serene and hopeful.

The future is brighter than ever

Q&A

Thanks

ir@virtualwareco.com