Using Artificial Intelligence & Computer Vision to Transform Retail and Security

VSBLTY Corporate Presentation 15.451 June 9, 2021

> CSE:VSBY | OTC: VSBGF

15.45164



SBLTY

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Generally, forward-looking information can be identified by the use of forward-looking terminology such as "plans", "expects", or "does not expect", "is expected", "budget", "scheduled", "estimates", "projects", "targets", "forecasts", "intends", "anticipates", or "does not anticipate", or "believes" or variations (including negative and grammatical variations) of such words and phrases or state that certain actions, events or results "likely", "may", "could", "would", "might", or "will be taken", "occur", or "be achieved". Forward-looking information is based on the opinions and estimates of management at the date the information is made, and is based on a number of assumptions and is subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of the Company to be materially different from those expressed or implied by such forward looking information, including without limitation: (i) the Company's ability to obtain the necessary financing and the general impact of financial market conditions; (ii) the demand for the Company's services; (iii) the Company's ability to attract new customers; (iv) reliance on strategic

partnerships; (v) the success of the Company's current and future development efforts; (vi) the Company is a development stage company with little operating history, a history of losses and the Company cannot assure profitability; (vii) the Company is subject to changes in Canadian laws regulations and guidelines which could adversely affect the Company's future business and financial performance; (viii) the Company may not be able to effectively manage its growth and operations, which could materially and adversely affect its business; (ix) the Company may be unable to obtain additional financing on acceptable terms or not at all; (x) the effectiveness of the Company's technology and the Company's ability to bring its technology into commercial production cannot be assured; (xi) the Company may become subject to litigation, including for possible product liability claims, which may have a material adverse effect on the Company's reputation, business, results from operations and financial condition; (xii) the Company faces competition from other companies where it will conduct business and those companies may have a higher capitalization, more experienced management or may be more mature as a business; (xiii) the Company is reliant on management and if the Company is unable to attract and retain key personnel, it may not be able to compete effectively; (xiv) the Company's industry is experiencing rapid growth and consolidation that may cause the Company to lose key relationships and intensify competition; (xv) the Company expects to sell additional equity securities or secure debt facilities to fund operations, for capital expansion, and for mergers and acquisitions, which would have the effect of diluting the ownership positions of the Company's current shareholders; (xvi) the Company's officers and directors may be engaged in a range of business activities resulting in conflicts of interest; (xvii) regulatory scrutiny of the Company's industry may negatively impact its ability to raise additional capital; and (xviii) COVID-19 and its potential effects on the Company's third-party suppliers, service providers and distributors.

Although the Company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information contained in this Presentation or in certain of the other documents on file with Canadian securities regulatory authorities, which are available on the Company's SEDAR profile at <u>www.sedar.com</u>. The Company and its directors, officers and employees each disclaim any obligation to update any forward-looking statements, whether as a result of new information, future events or results or otherwise, except as required by applicable law. Accordingly, readers should not place undue reliance on forward-looking information is expressly qualified in its entirety by this cautionary statement.

This Presentation also contains future-oriented financial information and financial outlook (collectively, "FOFI") about the Company's projected revenue from certain contracts, which is subject to the same assumptions, risk factors, limitations, and qualifications as set forth in the above paragraphs. FOFI contained in this Presentation was made by management as of the date of this Presentation and was provided for the purpose of providing readers with an understanding of the importance of such contracts to the Company's business, and are not an estimate of profitability or any other measure of financial performance. Readers are cautioned that the FOFI contained in this document should not be used for purposes other than for which it is disclosed herein. VSBLTY disclaims any intention or obligation to update or revise any FOFI contained in this Presentation, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law. FOFI contained in this Presentation should not be used for purposes other than for which it is disclosed herein.

An investor should read this Presentation with the understanding that the Company's actual future results may be materially different from what is expected.

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No securities regulatory authority has expressed an opinion about these securities and it is an offense to claim otherwise.

WHAT IS COMPUTER VISION?

an interdisciplinary scientific field that deals with how computers can gain high-level understanding from digital images or videos.

VSBLTY Company Overview

Utilizing Advanced Computer Vision to Transform & Retail and Security

- VSBLTY is a disruptive computer vision software company that uses artificial intelligence and machine learning to transform retail and security solutions through an extensible scalable, subscription based platform
- VSBLTY focuses on two distinct verticals: Security and Digital Display
 - The security application enables cameras to monitor vast areas, detail specific items, and identify persons of interest, measure audiences, and see objects and potential threats
 - The **digital display application** allows users to engage and analyze their customer behaviors and prompt actions
- The company distributes its platform through leading worldwide channel partners in their integrated solutions
- **Monetization:** Primarily through SaaS fees (software as a service) and evolved their service offering to provide support as a full service SME

VSBLTY's software creates a gateway that empowers cameras,

displays and kiosks to interpret and measure visual images. **Proprietary analytic tools and algorithms** enable the real-time interpretation of mass amounts of anonymized visual data simultaneously that can trigger actions.



Proven Business Acumen From Technology Through Sales and Marketing

Leadership Team



CEO President & Director

Jay Hutton

- Jay is a co-founder and 25 year veteran software executive
- Jay began his career at Gandalf Technologies, and later served as VP of Ascend Communications during their rapid growth, public offering and ultimate \$24B sale to Lucent Technologies in 1999
- 10 years as a CEO in private equity that that led from start-up to expansion worldwide
- Introduced the electronic payment options to New York City's 13.000 taxicabs



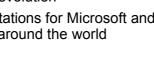
Linda Rosanio **Chief Operating Officer**

- Linda is a co-founder and 30+ year advertising, marketing, and operations executive
- Media Expert in channel management
- In 1985, Linda started to grow her company, Star Group Communications, to 230 people with \$100M in sales
- Co-founded FloorGraphics[™] with Fred Potok
- Responsible for all retail integration working with global channel partners and brands



- Tim is a co-founder and a 25-year veteran of Microsoft engineering
- Tim's technology drives John King's "Magic Wall" on election night for CNN
- "Pioneer of the Smart Client Revolution"
- Highly notable keynote presentations for Microsoft and many other technology conferences around the world

Tim Huckaby **Chief Technology Officer**





Fred Potok Chief Revenue Officer

- Fred is a co-founder and also co-founded FloorGraphics
- Responsible for inventing and conceiving the "floor decal" as an advertising vehicle
- Fred grew FloorGraphics[™] from \$1M in 1997 to \$70M in 2001
- FGI ranked #11 in Forbes Magazine as the fastest growing privately held company in 2003 and #39 on the Inc. 500 list of entrepreneurial firms



Jan Talamo **Chief Creative Officer**

- Jan is VSBLTY's Chief Creative Officer and Head of Brand Strategies
- 30+ years marketing veteran
- Jan has worked on behalf of major CPG brands including Coke, Sargento, Tyson Foods, Margaritaville, and Moet Hennessy
- Foremost authority in the gaming industry working for over 100 casinos including Las Vegas Sands, Caesars, Foxwoods, Mohegan Sun, and Tropicana to name a few







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Board of Directors

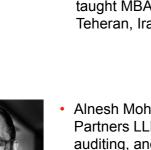


Guy Lombardo Director

Alnesh Mohan

Director

- Dr. Guy Lombardo is both an investor and one of the founders of VSBLTY, L.P.
- Previously, Dr. Lombardo founded Comau Productivity Systems, an American subsidiary of Fiat. The company designed, built, and installed factory automation equipment in the automotive sector, it eventually accepted General Motors as a minority owner
- Dr. Lombardo also served as a Group Vice President of the Bendix Corporation and for a decade as a senior consultant with the worldwide consulting firm Arthur D. Little, Inc
- Dr. Lombardo trained as a physicist first at Brown University and then at Cornell University, from which he received his PhD
- Dr. Lombardo has served as a visiting professor and taught MBA students at Boston University and in Teheran, Iran

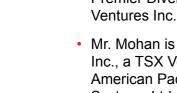


- Alnesh Mohan is a partner of Quantum Advisory Partners LLP with over 20 years of accounting, auditing, and tax experience
- Mr. Mohan has acquired considerable experience in financial reporting, corporate governance and regulatory compliance
- Mr. Mohan is currently CFO of Highbury Projects Inc., Premier Diversified Holdings Inc. and Twyford Ventures Inc., all listed on the TSX Venture Exchange
- Mr. Mohan is a director of Premier Diversified Holdings Inc., a TSX Venture Exchange listed company, American Pacific Mining Corp. and HealthSpace Data Systems Ltd., both listed on the CSE



Thomas D. Hays III Director

- Utilizing his leadership and restructuring skills, Tom Hays is a successful investor and on the advisory board of two private equity funds
- Founding principal of a leading national turnaround firm providing C- level leadership or advisory services to boards, both public and private, in a variety of industries
- Honorary inductee in the Turnaround, Restructuring, and Distressed Investing Industry Hall of Fame and received the Refinancing Deal of the Year award from the M&A Advisor
- Mr. Hays litigation and expert witness work includes landmark cases that define modern bankruptcy and railroad practice
- Chair of the Turnaround Management Association, Association of Certified Turnaround Professionals and Red Cross of Eastern Pennsylvania, where he remains on the board



Guidance from Accomplished Industry Leaders

Advisory Board



Jeffery S. Muller President & CEO MGI

- Muller Group International operates in 25 nations worldwide
- 30 years of military leadership (Navy), federal law enforcement operations (FBI) & national security | Counterterrorism/weapons of mass destruction program development & implementation (White House)
- Managed FBI's Bureau's National Security Branch, Weapons of Mass Destruction (WMD) | Directorate of technology programs to secure the 18 sectors of U.S. Critical Infrastructure
- Led the INTERPOL WMD program serving the 190member countries | Executive Director of the Genevabased NGO, The CBRNE Global Alliance



Brett Studner Vice Chairman Odell Studner

- Leader in the insurance business for over 35 years.
- · Oversees the Human Services Practice Group,
- Previously held executive leadership positions with the Clair Odell Group, which he later sold with his partners to Mellon Bank in 1998
- Subsequently, the bank-owned agency became part of Citizens Bank, where Brett served as Chief Sales Officer
- Past President of Golden Slipper Charities
- Sits on the Executive Board of the Jewish Federation of Greater Philadelphia (JFGP) and heads the JEVS Human Services Corporate Council. He is also active in numerous other charitable positions and endeavors
- The Society of Certified Insurance Counselors honored him in 2008 for his 25 years of leadership and commitment to continuing education and professionalism



Richard Campbell

- Richard Campbell has decades of experience working in the computing industry
- He wrote his first line of code in 1977 and his career has spanned the computing industry both on the hardware and software sides, development and operations
- Richard co-founded Strangeloop Networks, acquired by Radware in 2013 and was on the board of directors of Telerik that was acquired by Progress Software in 2014
- Richard is also the host of two podcasts: .NET Rocks! (www.dotnetrocks.com) the Internet Audio Talkshow for .NET developers and RunAs Radio (www.runasradio.com), a weekly show for IT Professionals. He also produces the DevIntersection (www.devintersection.com) series of conferences
- Richard is one of the founders and the chairman of Humanitarian Toolbox, a charity focused on building open-source software for disaster response and preparedness









7

A Disruptive Software Technology for Retail and Security

The Market: Retail & Security

Market Size **RETAIL \$38B**

Retail Digital Display Market Projected Growth: 8% CAGR through to 2028¹ **PROBLEM**

Traditional POS (Point of Sales) and OOH (Out of Home) Advertising have limited engagement, and lack measurement, analytics and attribution.

SOLUTION

VSBLTY brings the advantages of online advertising into the brick and mortar landscape with innovative digital displays, security & analytics – digital signage that attracts you and moves you around the store or venue, and increases Return On Investment for brands and retailers.

Market Size SECURITY \$187B

Global Security Market Projected Growth: 10% CAGR through to 2023²

PROBLEM

Security systems with cameras mounted overhead rely on human analysis to alert a security team.

SOLUTION

VSBLTY digital signage, cameras, and proprietary software provide a security application for schools, casinos, retailers, venues, and other public spaces. VSBLTY's facial recognition software and alert system assist security teams and help raise the level of public safety.

\$225B IN JUST 4 YEARS

(1) Grand View Research : https://www.grandviewresearch.com/industry-analysis/digital-signage-market

(2) Market Research Future : https://www.marketresearchfuture.com/reports/commercial-security-market-2861

(3) Combined rounded total of (1) & (2)



0-65 Male

Face Id: abe94286

DWELL TIME

50-55 Female

Campaign Period 12/5-12/31

INTERACT

ENGAGE

ENTICE

Three Ubiquitous Software Modules

DataCaptor™



ANALYTICS

DataCaptor leverages camera and sensor technology with artificial intelligence (machine learning and computer vision) to provide real-time analytics and audience measurement.

VisionCaptor[™]



CONTENT MANAGEMENT

The VisionCaptor™ Content Management System provides a wide variety of capabilities for bringing proximity-aware, interactive brand messaging to life on any digital screen or platform.

VSBLTY Vector[™]



POI SECURITY

VSBLTY Vector is a software module that interfaces with a comprehensive local or remote database to detect persons or objects of interest within a camera's field of view.

Anonymous Audience Measurement & Interactive Content That Drives Higher Levels of Customer Engagement in Three Software Modules



A Disruptive Software Technology for Retail and Security

How Does VSBLTY Transform Public Spaces?

VSBLTY is a leading global enterprise solution that integrates interactive touch, FacialAnalytics[™], and advanced object recognition with high impact digital displays to solve the problems of the burgeoning retail and security innovation technology markets.

VSBLTY monetizes services primarily through SaaS fees (software as a service) and has evolved their service offering to provide support as a full service SME.

VSBLTY is helping lead the digital customer experience by disrupting the path to purchase and is helping to bring digital innovation to retail and other public spaces.











Digital Displays

Digital Camera Integration



Interactive Touch



FacialAnalytics[™]







Advanced Object Recognition

Worldwide Channel Partners (2020-21)



Multi-Billion Dollar division of Johnson Controls



Integrated lighting, energy and security solutions company



World leader in commercial refrigeration industry with \$327M in revenue



The only all-encompassing emergency system that empowers first responders

911 INFORM



WestRock Global packaging and In-Store Display Co 18.28B USD 2019 Revenue

STRATEGIC INNOVATION PARTNERS







AB INBEV signs agreement to create Joint Venture Goal: Build network of 50,000 stores in Latin America

Three Delivery Elements:

- 1. Digital Display
- 2. Audience Measurement/real time operations data (transaction log)
- 3. Real-time AI security

Status: Peru, Mexico, Colombia and Ecuador already underway

Year 1: 5,000 locations Year 2: 15,000 locations Year 3: 35,000 locations Year 4: 55,000 locations

Unit Level Economics:

Store has media value: \$450/per store/per month

• Media revenue to be accrued by the JV (33% equal participation)

License revenue per store: \$10-\$15 per store /per month

• License revenue is not shared (VSBLTY)

Scaled Economics (Media + License Revenue)

Milestone	Criteria	Warrants Earned	Number of shares	ABI Purchase value @.84 CAD
I	Operating Agreement	15%	2,325,000	\$1,953,000
II	JV Creation (90 days)	15%	2.325,000	\$1,953,000
Ш	1,500 Locations	20%	3,100,000	\$2,604,000
IV	5,000 Locations	20%	3,100,000	\$2,604,000
V	20,000	15%	2,325,000	\$1,953,000
VI	30,000	15%	2,325,000	\$1,953,000
		TOTAL	15,500,000	\$13,020,000

Scheduled deployment cadence may vary due to unforeseen in-field dynamics

STORE AS MEDIA Vear 1: 5,000 locations Year 2: 15,000 locations

ABINBEV

Bloomberg DEC 2020

How VSBLTY is making massive inroads into Latin America with its retail and security software A Partnership with a Global Technology Leader

VSBLTY & Intel

VSBLTY is a pioneer on Intel's Edge architecture, OpenVINO[™], the Intel® Network Builders Edge Ecosystem is a new initiative gathering ecosystem partners with a focus on accelerating network edge solutions. Spanning across multiple verticals, the Intel Network Builders Edge Ecosystem highlights the industry leaders driving the development, deployment, and adoption of edge-centric technologies.

Developing on OpenVino Enables VSBLTY to Improve:

Gross Margins¹

Significant reduction in operational and data management expenses, which improves gross margins

Performance and Speed

Performance and speed of the network increases by decreasing the number of hosts between the data's source and destination

Precision and Accuracy

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Edge computing provides a significant decrease in latency due to the locality of the data's source which increases precision

VSBLTY primary development ecosystems is Open VINO

- Computer Vision strategic partner/ Al builders Program
- IOT Alliance

Strategic development

- WIFI6 Mesh Network for Surveillance/ Smart City
- Retail co-development for analytics
- Cloud/Edge
- Edge/Edge

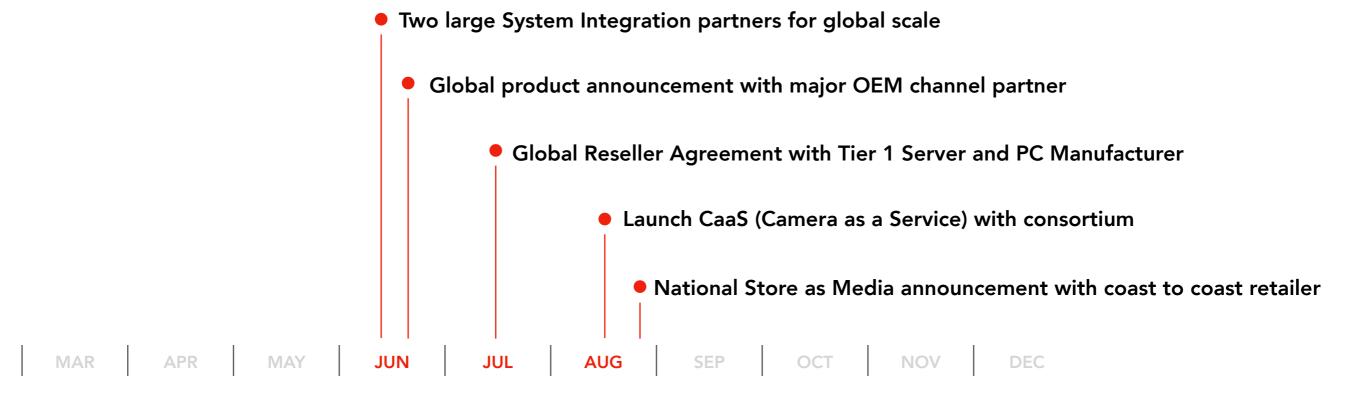
PRTI fund recipient

- Thermal Detection systems
- Access Control co-development

ntel



Major Milestones 2021



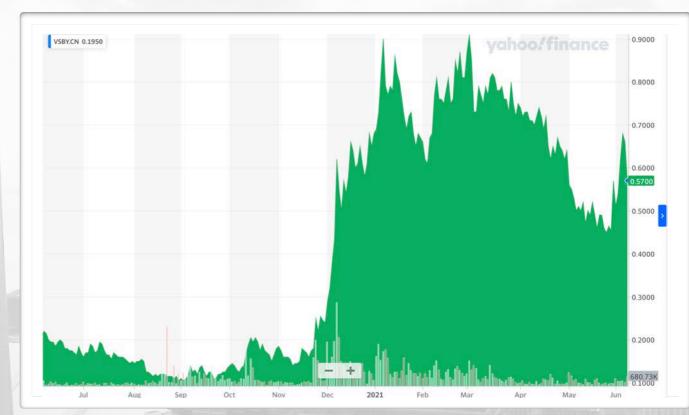


Share Metrics

Share

Capital Structure ² All Information as of 5.19.21	ALL VALUES IN \$CAD	
Canadian Stock Exchange (CSE – Primary)	VSBY	
Share Price	\$0.57	
52-Week Price Range	\$0.10595	
Market Cap	\$92.5M	
Basic Shares Outstanding	162,264,331	
Warrants ¹	43,959,130	
Warrants (ABInbev) ³	15,500,000	
Options	8,855,000	
Fully Diluted Shares	214,914,712	
Management, Board & Insider Ownership	~25%	
Convertible Debentures	\$2,618,622	

1 Year Price Chart



(1) See financial statements on www.sedar.com for price & expiry
(2) See financial statements on www.sedar.com
(3) Subject to deployment milestones and an exercise price of \$13.02M CAD



Investment Highlights

VSBLTY's AI to Transform & Advance Computer Vision: Development and application of Machine Learning and Artificial Intelligence which is the foundation for future technological advancements in digital out of home media.

Weapon Recognition: VSBLTY technology is designed to improve security operations through its ability to identify weapons and capture frontal views of Persons Of Interest that overhead cameras cannot capture.

Transforming the Retail Industry: VSBLTY technology is in demand in grocery and retail and other public venues, to help the guest experience and identify VIP's and encourage engagement. Proactive Digital Display[™] is key for the future of meaningful customer analytics and customer experiences.

Highly Notable Management: Globally recognized experienced management team with experience as executives and operators in public and private software technology and shopper marketing related companies.

Scalability: Highly scalable with addressable market expected to grow to \$219B by 2023. (1)

Inflection Point: Company revenue incrementing throughout 2020 and into 2021 (breakout year) .

International Partnerships: Strong worldwide channel partners with established distribution.

Solution Oriented: Software company that has both EDGE and Cloud Solutions.

COVID Response Solutions: Opportunistic growth potential.

(1) SEE PAGE 8

Grand View Research : <u>https://www.grandviewresearch.com/industry-analysis/digital-signage-market</u>
 Market Research Future : <u>https://www.marketresearchfuture.com/reports/commercial-security-market-2861</u>
 Combined rounded total of (1) & (2)



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