Computer Vision and Artificial Intelligence for Retail, Smart Cities, and Security



CSE:VSBY | OTC:VSBGF | JULY 25, 2022











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(vii) the Company's competitive position and the regulatory environment in which the Company operates; (viii) the Company's plans with respect to the payment of dividends; (ix) the ability of the Company's products to access markets; (x) the Company's ability to expand into international markets; (xi) the Company's relationship with its distribution partners; (xii) conditions in the financial markets generally, and with respect to the prospects for small capitalization commercial/ technologies companies specifically; (xiii) the expected demand for the Company's services; (xiv) the Company's future cash requirements; (xv) the timing, pricing, completion, and regulatory approval of proposed financings; and (xvi) the Company's expectations as to the effect of the COVID-19 pandemic on its business and operations.

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(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 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; (xiii) 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.

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

# VSBLTY IS A GROWTH COMPANY And Helping to Shape the Future of Retail, Smart Cities, and Security

At the intersection of marketing and Security, VSBLTY Software empowers computer vision and artificial intelligence to proactively improve the way we live, shop, and protect.

VSBLTY is a disruptive computer vision SaaS software company that uses artificial intelligence and machine learning to transform retail and security solutions through an extensible scalable, subscription-based platform. VSBLTY works with global partners that are redefining the world we live in.

# **VSBLTY's Three Ubiquitous Software Modules**

## DataCaptor™



#### **ANALYTICS**

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

## VisionCaptor™



#### **CONTENT MANAGEMENT**

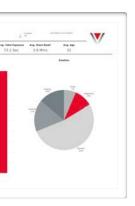
The VisionCaptor™ Content Management System provides a wide variety of capabilities for bringing proximity-aware, interactive brand messaging to life on any digital screen or platform.

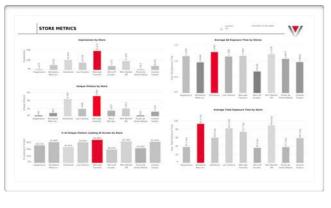
## **VSBLTY Vector™**

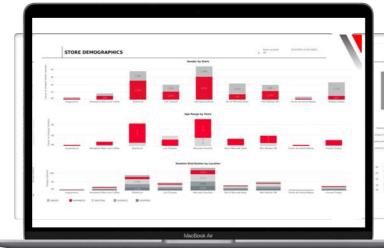


**POI SECURITY** 

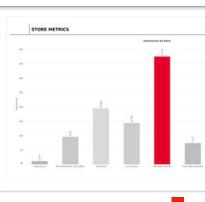
VSBLTY Vector is a software module that interfaces with a comprehensive local or remote database to detect persons or objects of interest within a camera's field of view.











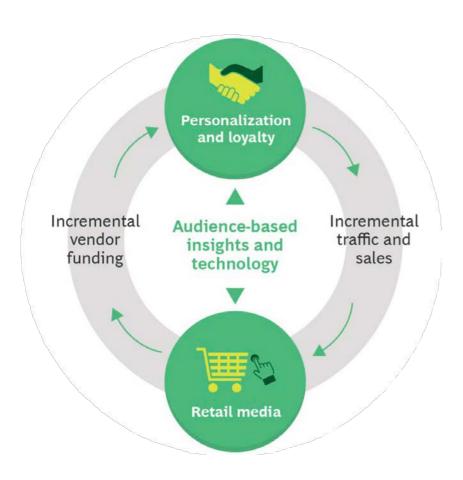
**BOSTON CONSULTING GROUP** 

# The \$100 Billion Media Opportunity for Retailers

MAY 19, 2021

By Lauren Wiener, Leora Kelman, Shane Fisher, and Mark Abraham

https://on.bca.com/3xkiaPB



# **GRAND VIEW RESEARCH STUDY** DIGITAL SIGNAGE MARKET **USD \$45.33 BILLION** (1)

See Study https://bit.ly/3nvoPFm

# ADDRESSABLE MARKETS **\$296B IN JUST 4 YEARS**

Market Size RETAIL \$100B

Retail Digital Display Market **Projected Growth:** 8% CAGR through to 2025<sup>1</sup>

Boston Consulting Group | MAY 19, 2021

By Lauren Wiener, Leora Kelman, Shane Fisher, and Mark Abraham

US Digital Retail Media Ad Spending, 2019-2023 Billions, % change, and % of digital ad spend

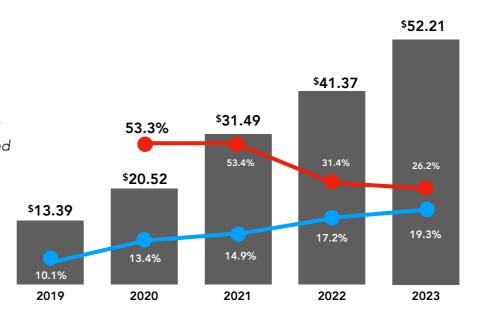
Digital Retail media ad spend

% Change

% of Digital Ad Spending

Market Size SECURITY \$187B

Global Security Market **Projected Growth:** 10% CAGR through to 2023<sup>2</sup>



VSBLTY computer vision software is

#### ubiquitous.

Wherever there is a camera, there is potential for VSBLTY software.

**RETAIL SECURITY SMART CITIES** 

Market Size

# AUDIENCE ANALYTICS PROJECTION \$9\_6B

Market Projection with 11.9% CAGR through to 2026<sup>3</sup>

(1) BCG: https://www.bcq.com/publications/2021/how-to-compete-in-retail-media Market growth through 2025

(2) Market Research Future: https://www.marketresearchfuture.com/reports/commercial-security-market-2861 Market growth through 2023

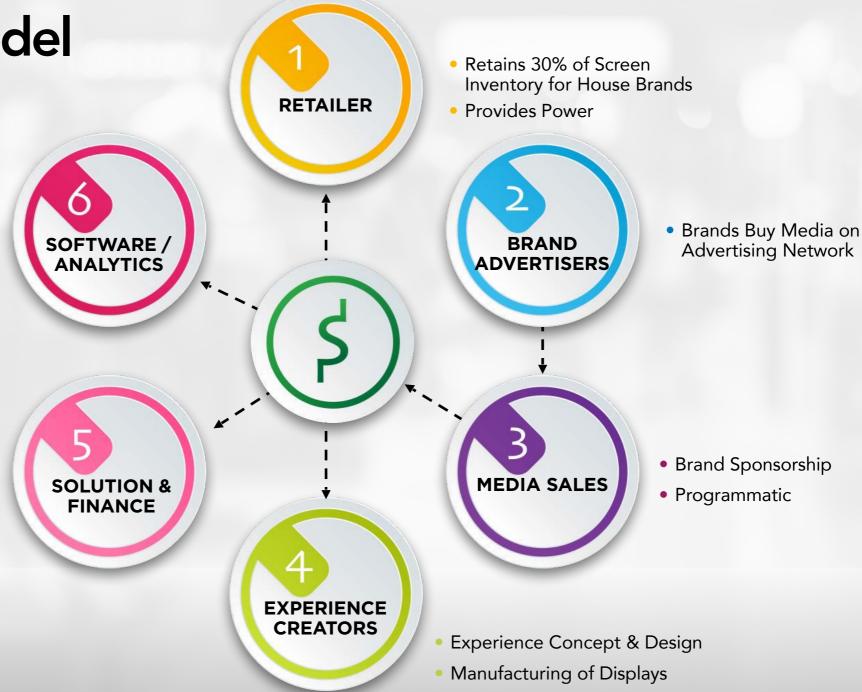
(3) RD Reports & Data | https://bit.ly/2X3ACkj US Digital Retail Media Ad Spending, 2019-2023 October 1, 2021

(4) RD Reports & Data | https://bit.ly/3yDFiOb Audience Analytics Market Size Projected To Reach USD 9.64 Billion at a CAGR of 11.9%, By 2026

## Store as a Medium

# **Financial Model**

- Computer Vision Technology
- Media Impression Validation
- Shopper Data Collection
- Integration of Sales and 3rd Party Data
- Custom Dashboards
- Insights / Learnings
- Provides CAPEX Financing
- Hardware Procurement



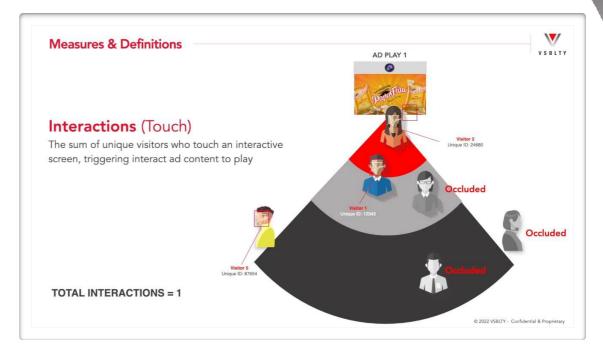
**Content Creation** 

Customer Engagement | Customized Content | Data Analytics

# Campaign Measurement

**VSBLTY uses anonymized FacialAnalytics™** to measure shopper data at Point Of Sale, in real-time.

Data is available through interactive dashboards that allow brands and retailers to drill down into the data in ways traditional reporting can't replicate, providing insight from...









Visitors Traffic By Location



Ad View Time



Media Impressions



Store Dwell



Gender



Age Range



Visitors by time of day/ day of week







All data is stored externally through a daily cloud upload. Data will be provided to store and brand leadership.



# **Worldwide Channel Partners** (2022)

#### **JOINT VENTURE**













#### **CHANNEL**









#### **STRATEGIC**









# Intel Open Vino, Edge Computing and IaaS

#### Infrastructure as a Service and a solid book of business to launch

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 which allows for less reliance on the cloud and more on site compute.

#### 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



Developing on OpenVino Enables VSBLTY to Improve:



#### **Gross Margins**

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**

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



# **Grupo Modelo LATAM'S In-Store Media Network**

Grupo Modelo 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 (transaction log)
- 3. Real-time Al security

Status: Peru, Mexico, Colombia and Ecuador already underway

#### **Deployment Cadence:**

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 <sup>1</sup>

- 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)

## **Snapshot**

- 2000 locations to date
- Goal for 2022 5000-7000
- Programmatic overlay by July 2022
- Major partner announcements for monetization



# **Mountain Oil**

#### Retail Store as a Medium Activation

### **Fuel/Convenience Stores**

- 2,800 locations
- 3 screens and two coolers per location
- Golden Record
- Projected Annual Gross Revenues \$30M (1)
- Revenue Stream for VSBY: Media, SaaS and content management

These relationships are not truly reflected on VSBY balance sheet because we are a growth company with

# VSBLTY HAS 3 HIDDEN VALUE ACCELERATORS







: VSI `022 13 F: VSBY





# **Austin GIS Intel Incubated Infrastructure as a Service**

AustinGIS™ provides large enterprises, institutions and the public sector with IoT, smart city, digital transformation and infrastructure as-a-service—at scale.

## 5 way equity partnership

- Tech Mahindra
- HCL
- Two independent software Vendors
- Large semiconductor company

#### laaS:

Infrastructure as a Service

**Global Reach Large Project Focus** Already in Revenue



# Radar USA Socially Connected Security Platform

RADAR is a North American based technology that can alert and protect communities from crime like never before. The geo-locational RADAR identifies breaches in security and simultaneously alerts both citizens and police.

## Two foundational licenses focussed on operations deployment in USA

- HOA
- Police Departments
- Mining/Solar

\$2M non-refundable pre-paid license

The Company holds an approximate 23.6% equity interest in **RADAR USA** 





# Winkel Media JV with Grupo Modelo & Retailigent

Provider of in-store media technology services based in Mexico City, Mexico. The joint venture provides store and shopper data based on computer vision-generated analytics that are combined with critical operating data to enable store owners to better understand shoppers, improve store efficiency and security, as well as increase sales and provide a new revenue stream from the brand advertising.

#### Formal Joint Venture (33% each)

- Grupo Modelo
- Retailigent
- VSBLTY

VSBLTY get licensing revenue as well as 33% of media value

Collaboration on new intellectual property

Grupo Modelo will receive warrants to purchase up to 9% of VSBLTY for \$13.2M USD (based upon milestones achieved)

# **Financial**

## **Share Metrics**

Capital Structure All Information as of 6.28.22	ALL VALUES IN \$CAD
Canadian Stock Exchange (CSE – Primary)	VSBY
Share Price	\$0.405
52-Week Price Range	\$0.381.99
arket Cap	82M
Basic Shares Outstanding	209,753,999
arrants	47,256,115
otions	14,440,834
Fully Diluted Shares	271,450,948
Management, Board	
& Insider Ownership	~21%

## **1 Year Price Chart**

