



CONCEPT
VIRTUAL PROTOTYPING

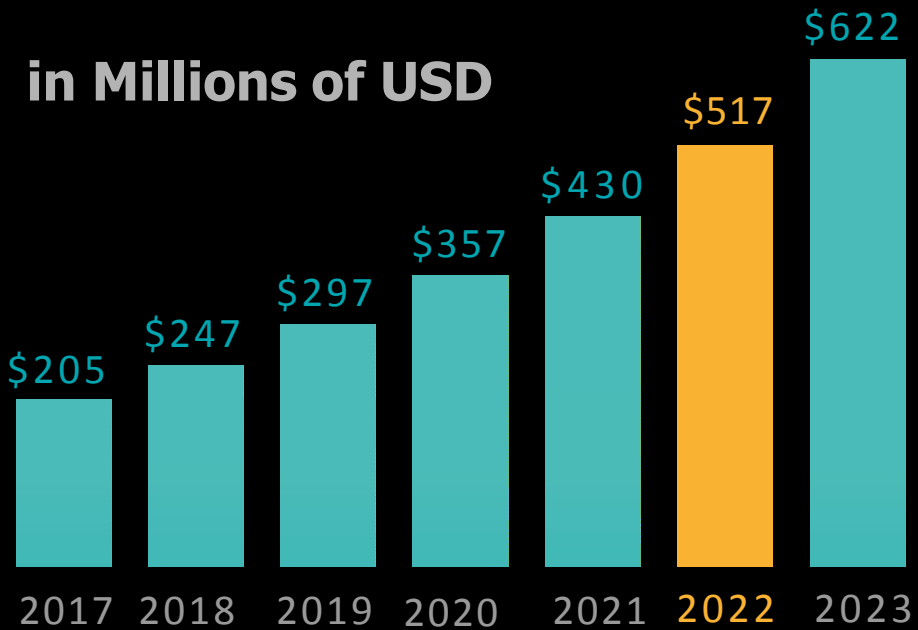


VIRTUAL PROTOTYPING COLLABORATIVE SOFTWARE

Investor Relations presentation

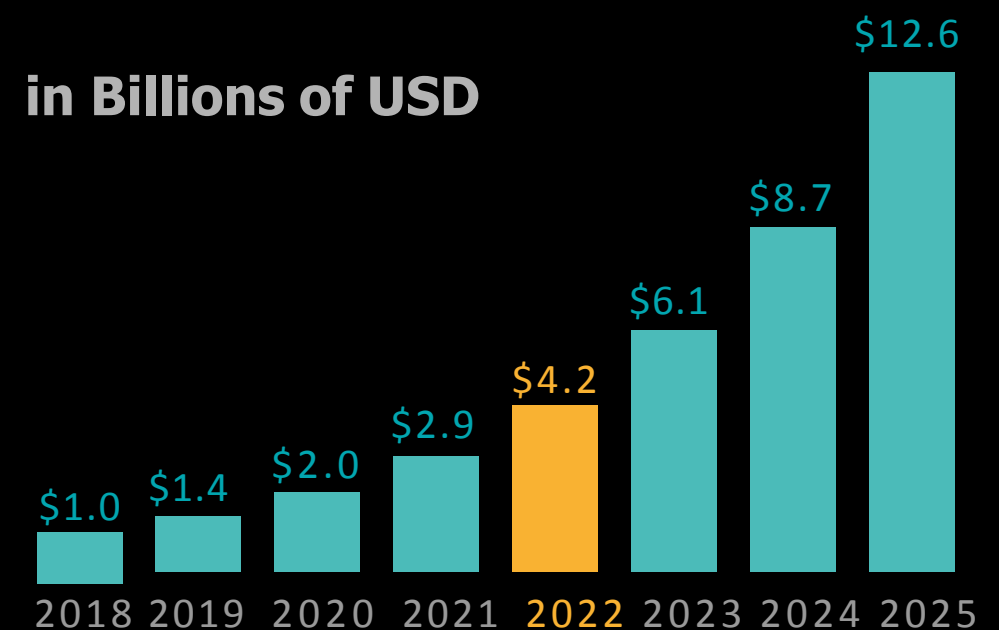
WORLD MARKET

DYNAMICS OF THE VIRTUAL PROTOTYPING MARKET



Source: researchandmarkets

DYNAMICS OF THE VR MARKET FOR COMPANIES IN THE INDUSTRIAL SECTOR



Source: tractica

2023 YEAR
IN VR/AR DEVICES



TRADITIONAL APPROACH

Creating a project from 3D model in
process based on 3D game engine



• Slow



• Expensive



• Limited

CHALLENGES



Spending time and resources for coordination of projects



Difficult to evaluate the ergonomics and convenience of maintenance of a future product



Further high cost of errors committed at the engineering design stage



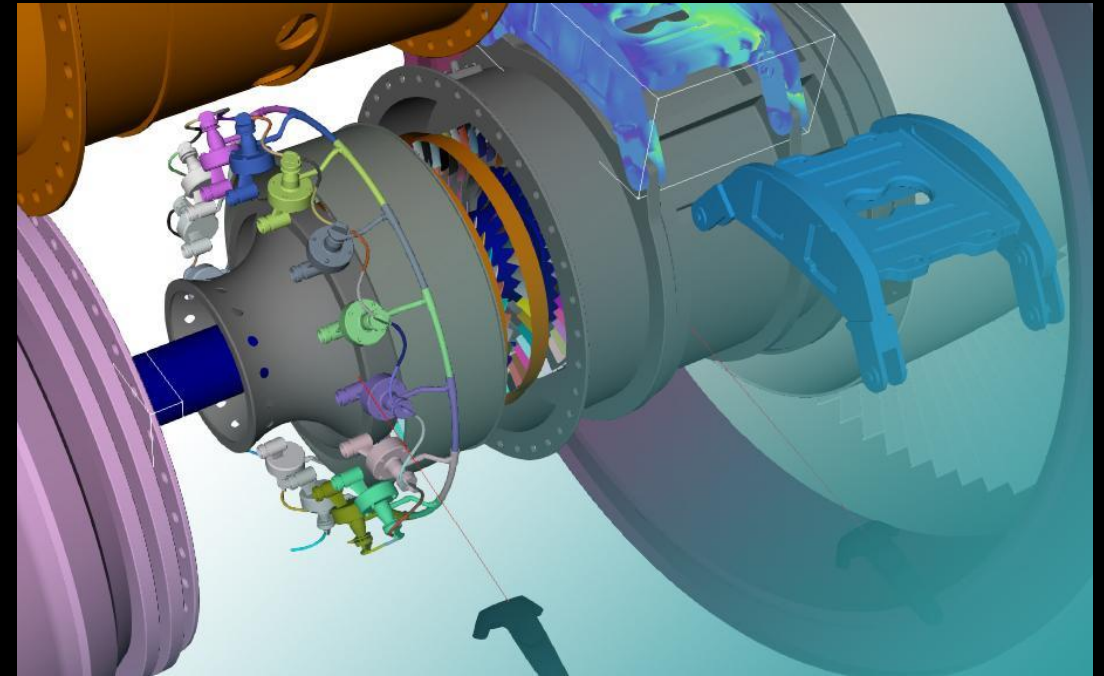
Due to shortage of practical skills, staff members get injured and damage the expensive equipment



High cost of maquette creation and the impossibility quickly see various configurations

Virtual prototyping application for teamwork with digital twins in virtual reality

- **Start** in 2 minutes
- Collaboration via **any channels**
- Import **CAD** and **BIM**
- **Wide** functionality in VR
- 1:1 scale **virtual mockup**
- **Codeless**

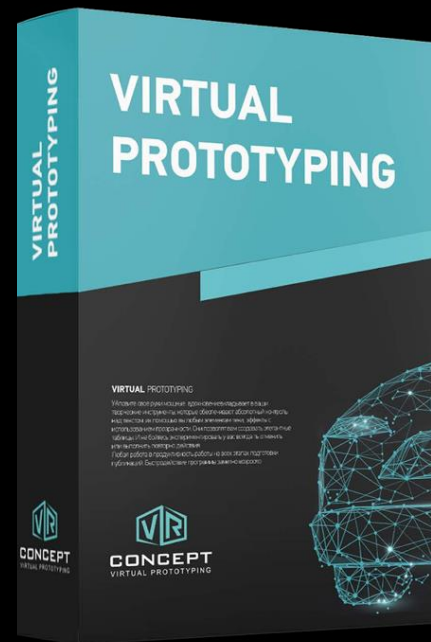


MINIMUM PACK FOR START WORKING IN VR

Set cost from **10 000 \$**



VR HEADSET

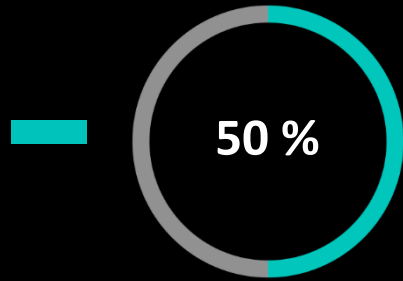


VR CONCEPT

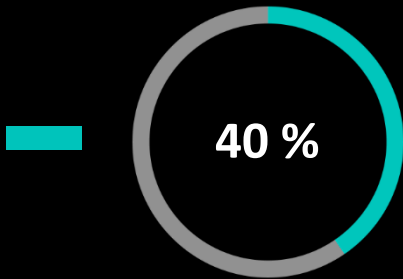


VR READY PC

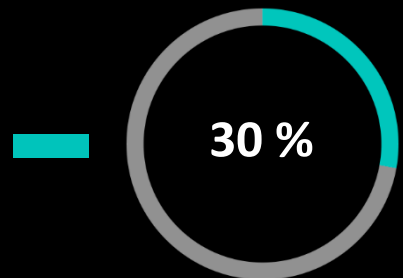
VALUE OF VR CONCEPT



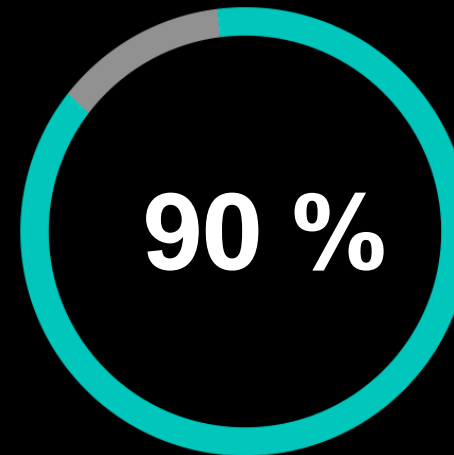
- Business trip costs reduction
- Design time



- The risk of emergency situations
- The cost of maintenance of the equipment



- Errors and downtime

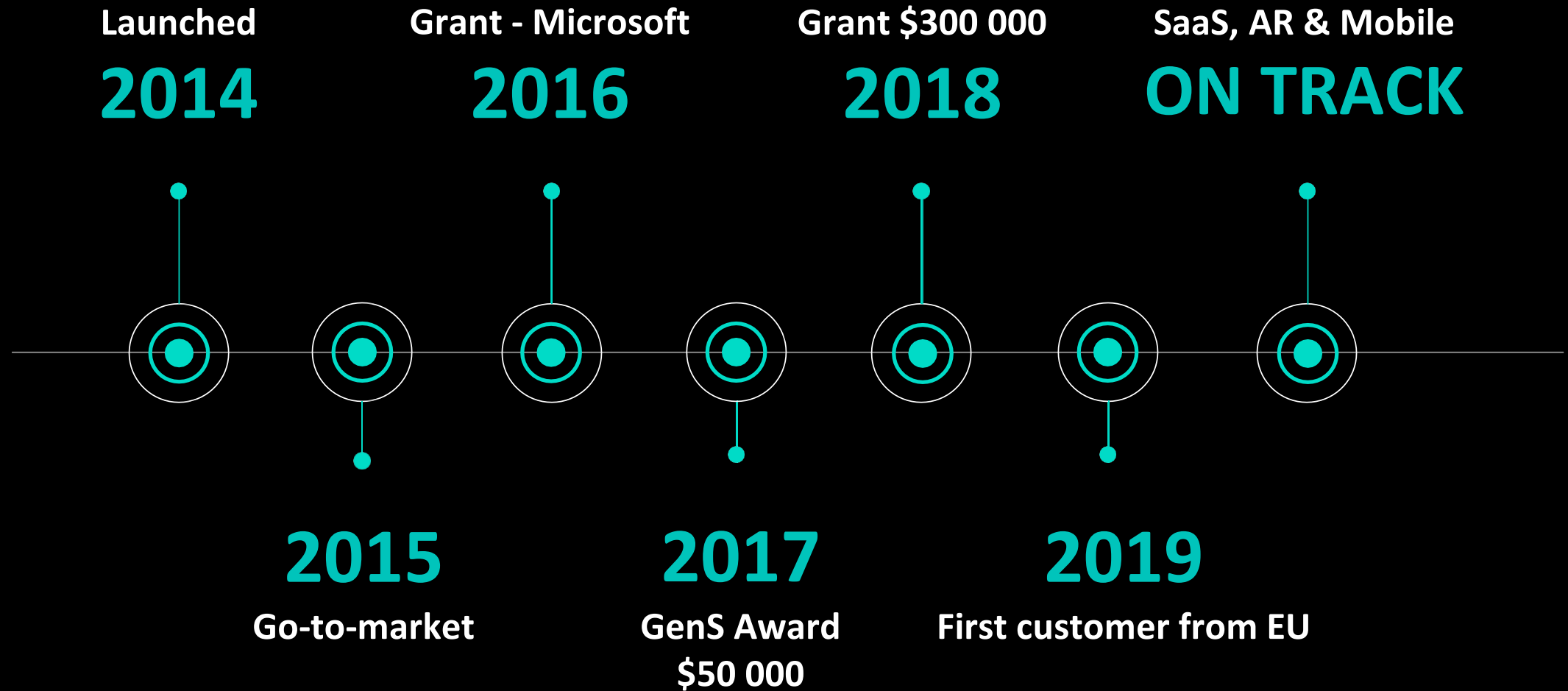


- Effectiveness of communication and learning
- Operational characteristics of the object
- Quality and accuracy of object design

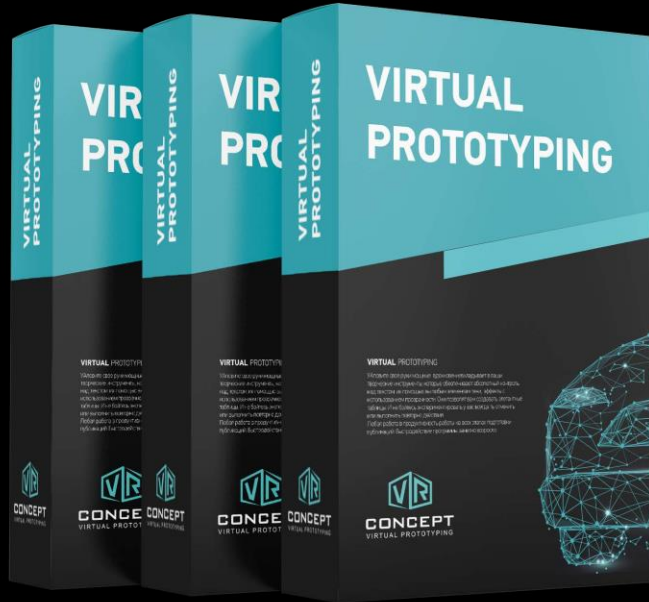
COMPETITORS

	VR Concept	Direct	CAD Vendors	3D Engines
AVG.COST per year for 1 user	\$3 200	\$12 000	\$15 000	\$4 500
USABILITY	○ ○ ○ ○	○ ● ● ●	○ ○ ● ●	○ ○ ● ●
COLLABORATION	○ ○ ○ ○	○ ○ ○ ●	○ ● ● ●	○ ○ ● ●
CAD SUPPORT	○ ○ ○ ○	○ ○ ○ ●	○ ● ● ●	● ● ● ●
ONBOARDING	5 MIN	7 DAYS	30 DAYS	>30 DAYS
USER CAN MODIFY A PROJECT	YES	YES	PARTLY	NO
VR-SUIT	YES	YES	YES	NO

HISTORY



BUSINESS MODEL



- Annual subscriptions = **\$3200** per AR/VR device
- Avg. check 2020 = **\$20K/client**
Avg. check 2025 = **\$1M/big client**
- **Target —**
Clients who already have “digital twin” of product,
now want to start using VR
- Sales network of 20 partners

SALES
VIA PARTNER NETWORK



VR Equipment



VR Concept



Training and Consulting



OUR EXPERIENCE

TECHNICAL PARTNERS:



ACCELERATORS, ASSOCIATIONS:



CLIENTS



Белгородский государственный
технологический университет
имени В.Г. Шухова



SINARA TRANSPORT MACHINES

USE CASE

Challenge: to improve locomotive design process.



Solution:

- 1 license VR Concept editor
- 1 license VR Concept client
- 2 x HTC Vive helmets
- Training – 2 days
- Import – a couple of minutes for 1 file
- CAD formats – Siemens NX

Results:

quick coordination of performance characteristics on early stages

reduces the time for designing new locomotives

scaling technology to other divisions of the company

Challenge: needs to implement VR as part of an internal digitalization program



Solution:

- 2 license VR Concept editor
- 2 license VR Concept client
- Training – 1 day
- Import BIM models in VR – to 1 hour
- 4 users with HTC VIVE Pro
- VR meetings for 4 people

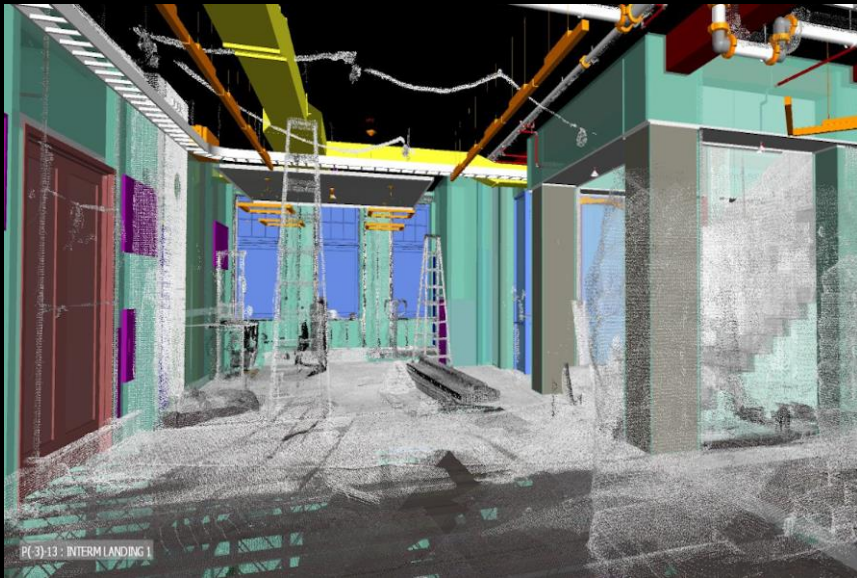
Results:

Quick start of VR technology usage

Gaining skills working with VR technology

Reduction of business trip costs

Challenge: training of the highly-qualified BIM specialist



Solution:

- 4 license VR Concept editor
- 2 license VR Concept client
- HTC Vive and Cosmos
- BIM and CAD formats

Results:

Rise of the speed and quality training of BIM-specialists with skills in working with digital tools, including VR.

TEAM



**Denis
Zakharkin**

CEO
Expertise in VR for
over 12 years



**Ilya
Wieger**

Co-founder
Expertise in VR for
over 15 years



**Victor
Lebedev**

Commercial
Director



**Olga
Zavyalova**

Manager of
Education Project
with more than 5
years expertise



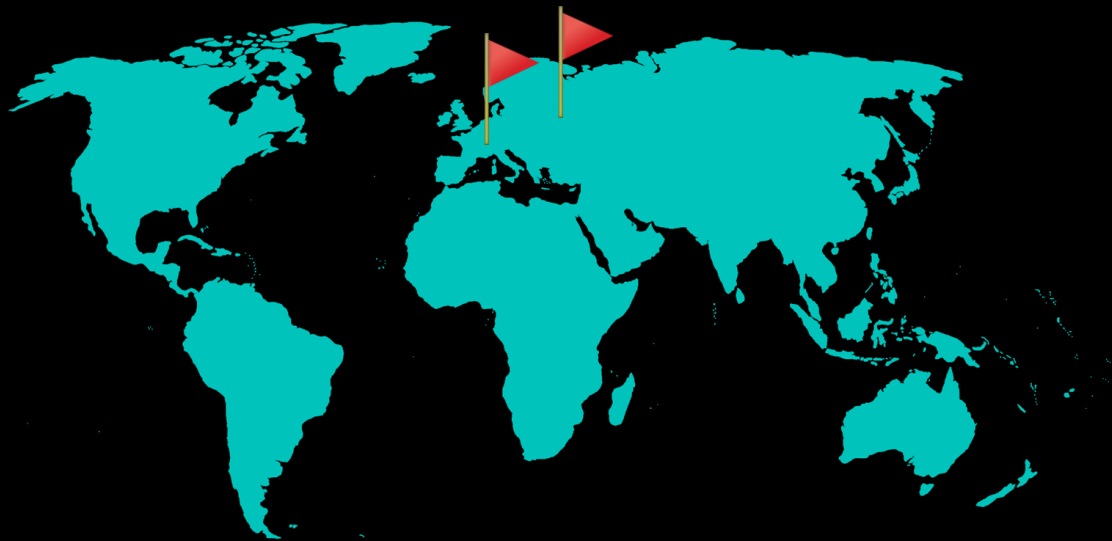
**Dariia
Vasilieva**

Advisor
Strategy & Finance



INVESTMENT OFFER

Description: opportunity to participate in pre-seed investment round with commitment up to 1 million for scale and growth of VR Concept — one of the pioneers on Russian VR/AR market.



Go-to-market

- 300 B2B customers
- EU branch

R&D

- AR support
- SaaS cloud - development