

LEADING

THE

DIGITAL

TRANSFORMATION IN

RETAIL

SECURITY &

ARTIFICIAL INTELLIGENCE



**CSE: VSBY** 

## Forward-Looking-Statement



This corporate presentation may contain certain "forward-looking statements." Such forward-looking statements are sometimes identified by words such as "intends," "plans," "anticipates," "believes," "expects" and "hopes" and include, without limitation, statements regarding VSBLTY's plan of business operations, potential contractual arrangements and pipeline, receipt of working capital, anticipated revenues and related expenditures, and involve a number of risks and uncertainties that could cause actual results to differ materially from projected results. Such factors include, among others, commodity prices, the willingness and ability of third parties to honor their contractual obligations, the decisions of third parties over which VSBLTY has no control, environmental and government regulations, availability of financing, judicial proceedings, force majeure events, and other such risk factors. Many of these factors are beyond VSBLTY's ability to control or predict. Investors are cautioned not to put undue reliance on forward-looking statements. Except as otherwise required by applicable securities statutes or regulations, VSBLTY disclaims any intent or obligation to update publicly these forward looking statements, whether as a result of new information, future events or otherwise.

Nothing in this presentation is either an offer to purchase, or a solicitation of an offer to sell, shares of VSBLTY or any other entity.

Nothing on this presentation is a solicitation of a proxy from a security holder of VSBLTY or any other company.

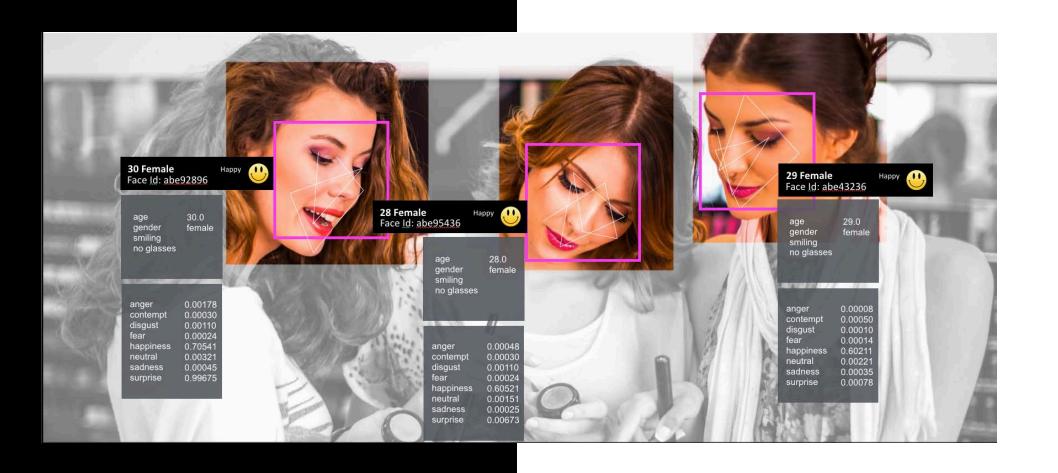
AT THE INTERSECTION OF MARKETING AND SECURITY

RETAIL

DIGITAL DISPLAY MARKET IS PROJECTED TO REACH \$32 BILLION BY 2023

# SECURITY

GLOBAL COMMERCIAL SECURITY MARKET SIZE IS PROJECTED TO BE \$187 BILLION BY 2023



### Overview

# VSBLTY is a leading DIGITAL DISPLAY and SAAS company, transforming retail spaces and venues

#### Founded by a Team of Technical Experts and Marketing Innovators



Jay Hutton, Co-Founder and CEO, Jay is both the visionary leader of this new company but at the same time brings day-to- day balance to the team to foster both quick-to-market client opportunities with focused, disciplined attention on the challenges inherent in their execution.

Jay draws on his many years of experience as a seasoned software executive with a career spanning more that 25 years.



Tim Huckaby, Co-Founder and CTO, has been called a "Pioneer of the Smart Client Revolution"; he is responsible for the development of VSBLTY's Data Vision and Data Captor, and has won several awards for technical presentations for Microsoft as a Gold Development Partner for almost 30 years.



The value proposition stretches end to end

CUSTOMER EXPERIENCE



**EQUIPMENT** 



**DEPLOYMENT** 



**ACTIVATION** 



MANAGEMENT



ANALYTICS & ATTRIBUTION

"This is a ground level opportunity to be a part of the transforming retail and security industries, where our futuristic innovations in digital out-of-home products and SaaS services are finally providing analytics, attribution and increasing ROI."— Jay Hutton, CEO

# THE STORY

# RETAIL

Watch VSBLTY help create a prevention perimeter at an NFL sports venue.

Watch how VSBLY technology can transform digital out of home media.



ALERT 5

PERSON OF INTEREST

https://youtu.be/Jo64EC2\_skA

https://youtu.be/HmXzd03FIMc

**SECURITY** 

"VSBLTY is uniquely positioned to take advantage of the sea change in technology." – Jay Hutton, CEO

# MARKETS

# RETAIL-\$32 BILLION

DIGITAL DISPLAY MARKET PROJECTED GROWTH: CAGR: 18.2% 2017 - 2025

Each market (retail & security) is forecast to grow at double digits over the next few years.



# FACT FACT

**70**%

Have viewed digital signage in the last 3 months

**55**%

Can recall specific messages

19%

Of consumers made impulse purchases based on digital signage

323

Mass Shooting events in the US in 2018

#### 7.7 MILLION

Property Crimes

#### 5.5 MILLION

Larceny Theft Crimes

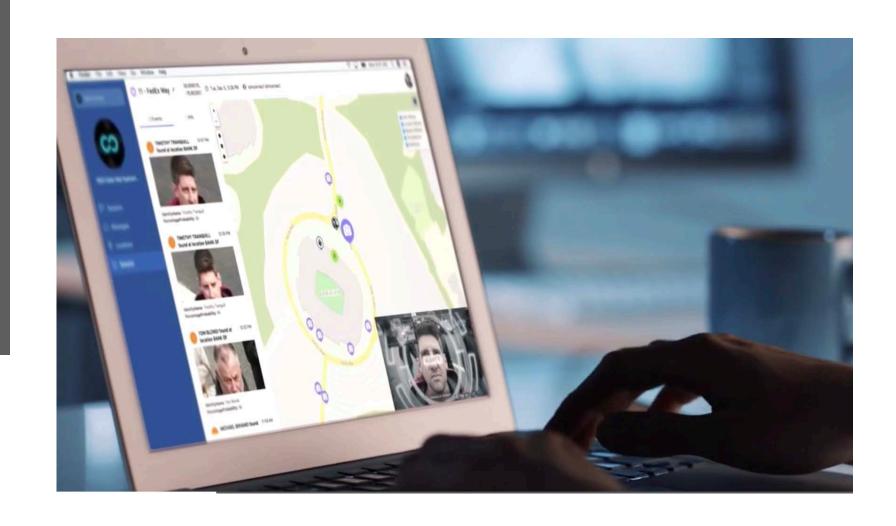
#### 1.3 MILLION

Violent Crimes in 2017 throughout the United States

# SECURITY-\$187 BILLION

GLOBAL SECURITY MARKET PROJECTED GROWTH: CAGR: 10% 2017-2023

The private sector is set to spend over \$1 trillion on Digital Security globally through 2021





Campaign Period 12/5-12/31									
ENTICEMENT EN		EN	IGAGEMENT	IMPRE	IMPRESSIONS		NS	DWELL TIME	
159,291		ę	57,183	1,116	6,474	56,544		:32	
Male	Fema	ale	<20	21-30	31-40	41-50	51-6	60	61>
			1,184	17,742	119,233	121,177	12,9	18	605
48%	52%	6	0.04%	6.5%	43.7%	44.4%	4.7	%	0.02%

# SOLUTION



## RETAIL PROBLEM

Traditional Point of Sales and Out of Home Advertising have very limited engagement, and lack measurement, analytics and attribution.

# SOLUTION

VSBLTY brings the advantages of online advertising into the brick and mortar landscape with innovative systems that marry Signage, Security & Analytics-Digital Signs that pull you in, move you around the store or venue, and ultimately increase a brand or retailers return on investment.

# **PROBLEM**

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

# SECURITY SOLUTION

VSBLTY digital signage, cameras, and proprietary software also have a security application for schools, casinos, retailers and other venues.

VSBLTY's facial recognition software and alert system assists security teams and raises the the level of public safety, while lowering the view of the camera.











# SOFTWARE

# RETAIL

#### VisionCaptor

is an integrated software suite that providing content management capability to customers.

#### **DataCaptor**

is a software module that leverages camera and sensor technology along with artificial intelligence (machine learning and machine vision) to provide real time analytics and audience measurement.

Campaign Period 12/5-12/31									
ENTICEMENT		ENGAGEMENT		IMPRESSIONS		INTERACTION	IS [	DWELL TIME	
159,291		957,183		1,116	1,116,474			:32	
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48%	52%	6	0.04%	6.5%	43.7%	44.4%	4.7%	0.02%	

# SECURITY

#### Vector

is a software module that interfaces with a comprehensive database to detect persons of interest within the camera's field of view. This can be used as a loyalty extension in retail (faces enrolled by identity) or, in a security context, looking for persons or objects of interest, at scale, in public areas or congested locations where public safety is a primary concern.



"We engage along the entire journey of digital transformation, following impressions down the sales channel.

We turn aisle 5 into an asset for retailers. – Jay Hutton, CEO"

# VALIDATION

GROCERY	GENERAL RETAIL	SPIRITS	PARTNERS	SHOWROOMS	STADIUMS & VENUES
Tyson  SARGENTO  MIKPEP  MIKPE	San Pablo FARMACIA  RITE AID  Walmart  Colgate  RRITE  Colgate	MoëtHennessy  DIAGEO  CERVEZA  Modelo Especial Heineken	intely  Illilicisco  peerless  MGI  MULLER GROUP  INTERNATIONAL	FORT LAUDERDALE INTERNATIONAL BOAT SHOW	Mercedes-Benz STADIUM  GUN LAKE CASINO
	BBVA				

AVERAGE REVENUE PER END POINT \$30-40

AVERAGE END POINTS
PER LOCATION 4

TOP TARGET CUSTOMERS

RETAIL CASINO SECURITY OUTDOOR



### **DRUG STORE**

> 2,500 STORES IN 19 STATES

### **GLOBAL CONVENIENCE CHAIN**

> 58,400 STORES IN 17 COUNTRIES

### **IN-STORE MEDIA / ACTIVATION COMPANY**

> 55,000 STORES IN US AND CANADA

### INTERNATIONAL RESORT HOTELIER

> 60 LOCATIONS | ANALYTICS AND SECURITY

### MAJOR GROCERY RETAILER

> 2200 LOCATIONS | ANALYTICS AND DISPLAYS

MAJOR RETAIL TECHNOLOGY COMPANY
OFM / WILITE I ADDI

**OEM / WHITE LABEL** 

## **SOVEREIGN GOVERNMENT**

**SMART CITIES 10K CAMERA NETWORK** 

**ENERGY COMPANY** 

REFINERY / PIPELINE SECURITY

# INNOVATION







VSBLTY CTO Tim Huckaby is not only a renowned technologist and Microsoft Gold Development Partner for almost a quarter century, Now...with the advent of Intel's "EDGE solution" see how taking VSBLTY to the EDGE will not only speed up the solution, but create breakthrough accessibility.

"The algorithms that power VSBLTY are ranked number one in the most recent NIST evaluation.

The EDGE will help optimize them – Jay Hutton, CEO"

## CSE: VSBY Capital Structure



Issued and Outstanding		76,453,959	
Warrants	US\$0.40		8,060,426
Options	US\$0.30		5,676,000
Performance Shares*			3,000,000
Fully Diluted			93,190,385
Exchange/Ticker		CSE	VSBY

Price

**Expiry** 

Units

## Conclusions

- Experienced Management Team
- Strong worldwide channel partners, established distribution
- Revenue-generating with a healthy pipeline of potential contracts
- Highly scaleable with addressable market to balloon to \$23B by 2023
- Agile and poised for growth in two big markets, retail and security

<sup>\* 1</sup> mill shares to be released upon company achieving \$2M Revenue in fiscal 2019 based on audited financial statements 1 mill shares to be released upon company achieving \$4M Revenue in fiscal 2020 based on audited financial statements 1 mill shares to be released when the company releases the OPENVINO software to General Availability

### Meet the Team











Jay Hutton Co-Founder / CEO, President & Director

Co-Founder and CEO, Jay is both the visionary leader of this new company but at the same time brings day-to- day balance to the team to foster both quick-to-market client opportunities with focused, disciplined attention on the challenges inherent in their execution. Jay draws on his many years of experience as a seasoned software executive with a career spanning more that 25 years.

Jay began his career at Gandalf Technologies, an Ottawabased pioneer of data communications technology in 1988. He later served as Country Manager (Canada) of Ascend Communications during their rapid growth, public offering and ultimate sale to Lucent Technologies in 1999. Jay then spent the next 10 years as President and CEO of a privately financed private company that ultimately went public.

Prior to starting VSBLTY, Jay managed the introduction of electronic payment options to New York City's 13,000 taxicabs that also functioned as an in-vehicle media outlet for local news and weather.



Founder and Chief Technologist Tim was responsible for managing the initial development of VSBLTY's two distinct products – Data Vision and Data Captor. He continues to oversee ongoing product refinement and new innovations for use of the technology.

Tim is a 25-year veteran of Microsoft engineering know-how primarily through his work as founder of Interknowlogy, a 16 year old software development company responsible for delivering innovation to many Fortune 100 companies across all industries.

Tim's technology drives John King's "Magic Wall" on election night for CNN. He as been called a "Pioneer of the Smart Client Revolution" by the press and has been awarded many times for the highest rated technical presentations and keynotes for Microsoft and many other technology conferences around the world.

Fred Potok
Co-Founder / VP Sales

Fred is Co-Founder of VSBLTY and brings 20 years of CPG and retail experience as well as his many long term relationships to his role as the head of global sales for VSBLTY. Fred founded FloorGraphics, a privately-held in-store advertising company in Princeton, NJ where he was Chairman, CEO and President.

Fred was responsible for inventing and conceiving the "floor decal" as an advertising vehicle which redefined point-of-purchase advertising on a global level. Fred grew the firm from \$1M in 1997 to \$70M in 2001.

FloorGraphics ranked #11 in *Forbes* as the fastest growing privately held company in 2003 and #39 on the *Inc.* magazine 500 list of entrepreneurial firms.

**Linda Rosanio**Co-Founder / COO

Linda serves as Chief Operating Officer of VSBLTY. Linda began her early career in the 70's as a Media Director responsible for her ad agency's planning and buying of all forms of media, from radio and television to billboards and point-of-sale advertising. Her transition into Client Services gave her the foundation for the start of her own agency in 1985. Linda grew her own company over the next 30 years to 230 people with 100M in sales. It was Linda's company that served as the incubator for FloorGraphics with Fred Potok.

Linda's client service and operational knowledge is deep and wide and includes an in-depth knowledge of the CPG, retail and casino client mentality. Her food and beverage team members were avid students of shopper marketing and her agency served as a roster agency for Coca Cola, developing and executing national point-ofsale promotions.

Linda will bring her combined knowledge of media, client service and operations to help drive the continued success of VSBLTY.

### Jan Talamo Chief Creative Officer

Jan Talamo is VSBLTY's Chief Creative Officer and Head of Brand Strategies. Jan has spent 30 years in the marketing business building campaigns and executing brand growth ideas for clients in both the CPG and the Gaming and Entertainment industries.

Jan has served as Chief Creative Officer and Partner for three companies over his career and is most noted for his quick assessment and creative integration on omni channel platforms including digital technology as it has rapidly and continually changed the client engagement and the point-of-sale landscape.

Jan is a compelling presenter and will oversee the development of all client and prospective client communications, including the imagining and creation of the extensions of their brand campaigns onto the various VSBLTY digital screen platforms.

### Meet the Team







#### Lisa Johnson **VP** Sales

An experienced sports marketing and venue executive, Lisa is fueled by a passion to provide a more unique brand and patron experience. Her mission is to promote and facilitate the best use of responsible facial recognition and analytics to drive guest engagement, heighten security and deliver results in sports, entertainment, gaming and retail environments. That's why VSBLTY recruited her from NEC Corporation.

Lisa is an accomplished, goal-driven sales and operations management executive. During her career, Lisa has achieved success in developing innovative biometric security and guest experience programs, in addition to driving digital sales technologies. She excels at negotiating large-value transactions and creating strategic partnerships to grow business and generate revenues in diverse industries, including professional sports, entertainment, and technology/software development.

#### Alnesh Mohan Director

Alnesh Mohan is a partner of Quantum Advisory Partners LLP with over 20 years of accounting, auditing, and tax experience, providing advisory services to a wide array of companies across multiple industries.

Acting on behalf of several public companies, 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.

He is also 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.

#### **Guy Lombardo** 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. Once the company established itself as a supplier, it accepted General Motors as a minority owner.

Dr. Lombardo has 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.

As a visiting professor, he taught MBA students at Boston University and in Tehran, Iran. He has published results of original research in journals of business and physics

#### **Laurette Pitts**

CFO / Corporate Secretary & Chief Compliance Officer

Laurette Pitts is a seasoned executive who has held senior finance and operations positions in both public and private gaming companies, including her role as the Senior Vice President of Finance for Boardwalk 1000 (DBA Hard Rock Casino Atlantic City) from December 2017 to November 2018 and Chief Operating Officer and Chief Financial Officer of Empire Resorts (Parent to Monticello Casino & Raceway as well as Resorts World Catskills) from December 2010 to December 2017.

Having had a 26-year career in gaming, Ms. Pitts understands working in a highly regulated industry and has been licensed in several gaming jurisdictions. She was responsible for implementing internal controls, processes and procedures at Mohegan Sun at Pocono Downs, the first casino in Pennsylvania.

## Products

VSBLTY is transforming the digital media landscape using a combination of Interactive Touch, FacialAnalytics™ and Advanced Object Recognition with groundbreaking applications in retail and security. VSBLTY turns ordinary digital display into "Proactive Digital Displays" placing VSBLTY at the intersection of marketing and security.



















Overhead Displays™



















## LEADING THE DIGITAL TRANSFORMATION IN RETAIL, SECURITY & ARTIFICIAL INTELLIGENCE







