



"Cyviz helped us transform our Envisioning Theaters to a next generation digital platform that supports the new hybrid work model with Microsoft Teams."

- David Rogers, Microsoft – Director of Operations & Technology, Executive Briefing Centers

"Cyviz provides us with a standard platform that is intuitive, global, and supports our most critical collaborative spaces."

- Jason Warnke, Accenture - Sr Managing Director, Global Digital Experience

Pareto Securites Nordic TechSaaS Conference
10th November 2021



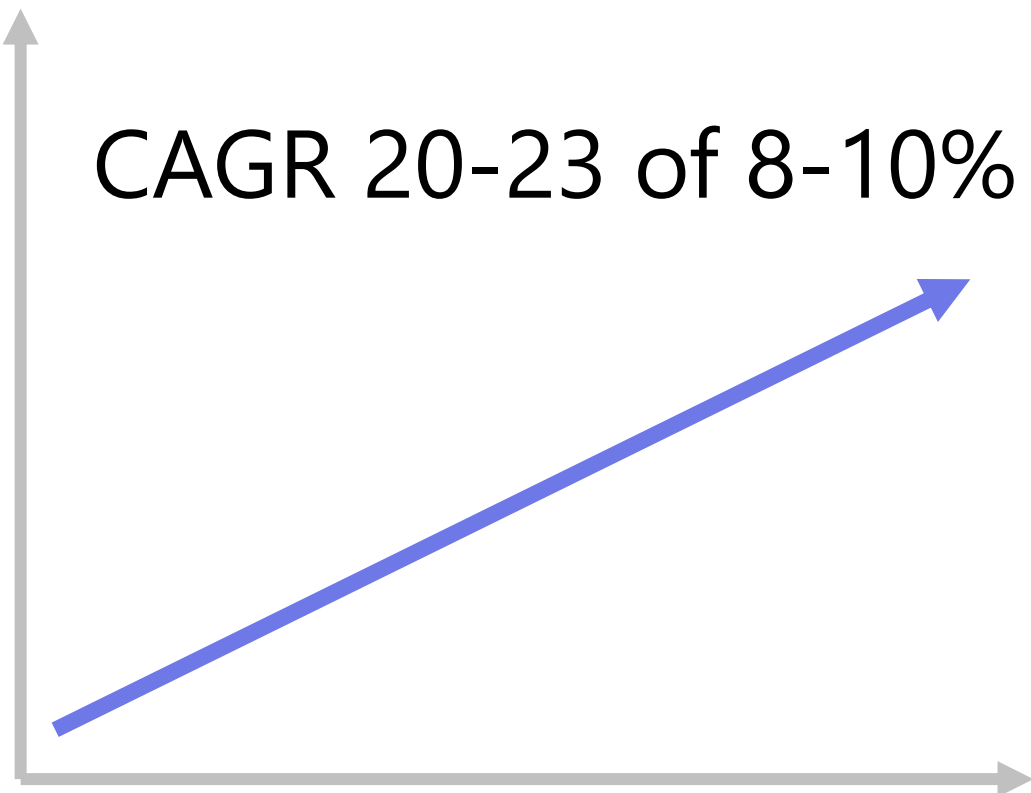
A global disruptive technology provider and system integrator

Huge growth market

GLOBAL MARKET



SOLID EXPECTED GROWTH



Source: Cyviz's Commercial Insight Study, Deloitte

Standardized turn-key solutions

HIGH-END MEETING ROOMS



COMMAND & CONTROL ROOMS



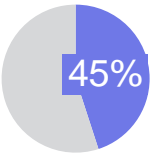
MULTIPURPOSE SPACES

High quality client base

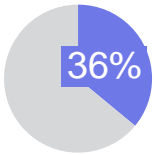


A technology platform that serves “every” need – Turn-key solutions

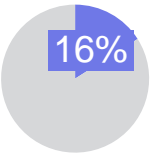
HIGH-END MEETING ROOMS



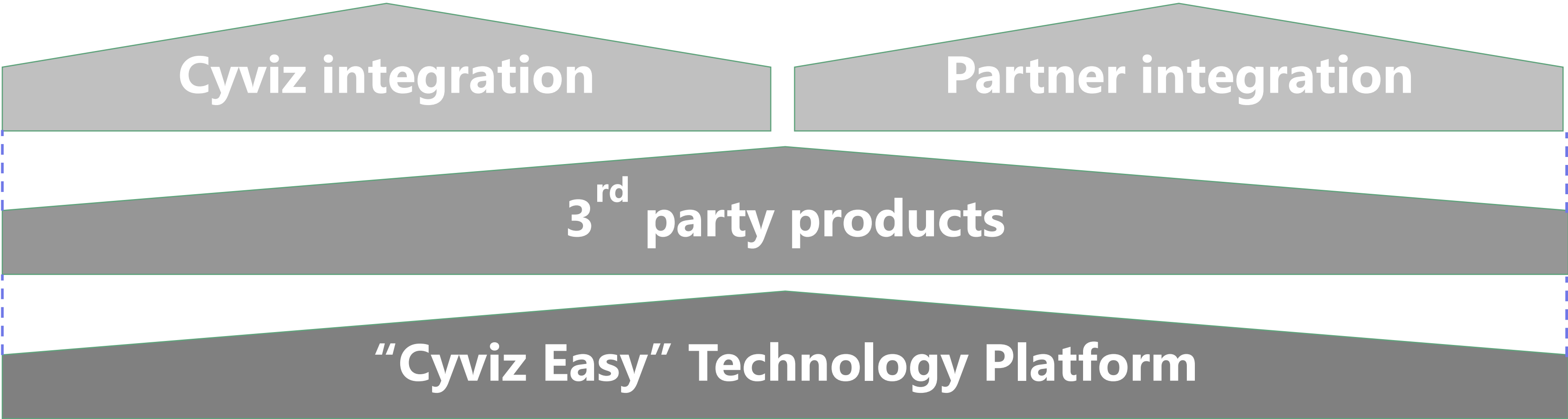
COMMAND & CONTROL ROOMS



MULTIPURPOSE SPACES



Easy to deploy Easy to use Easy to support

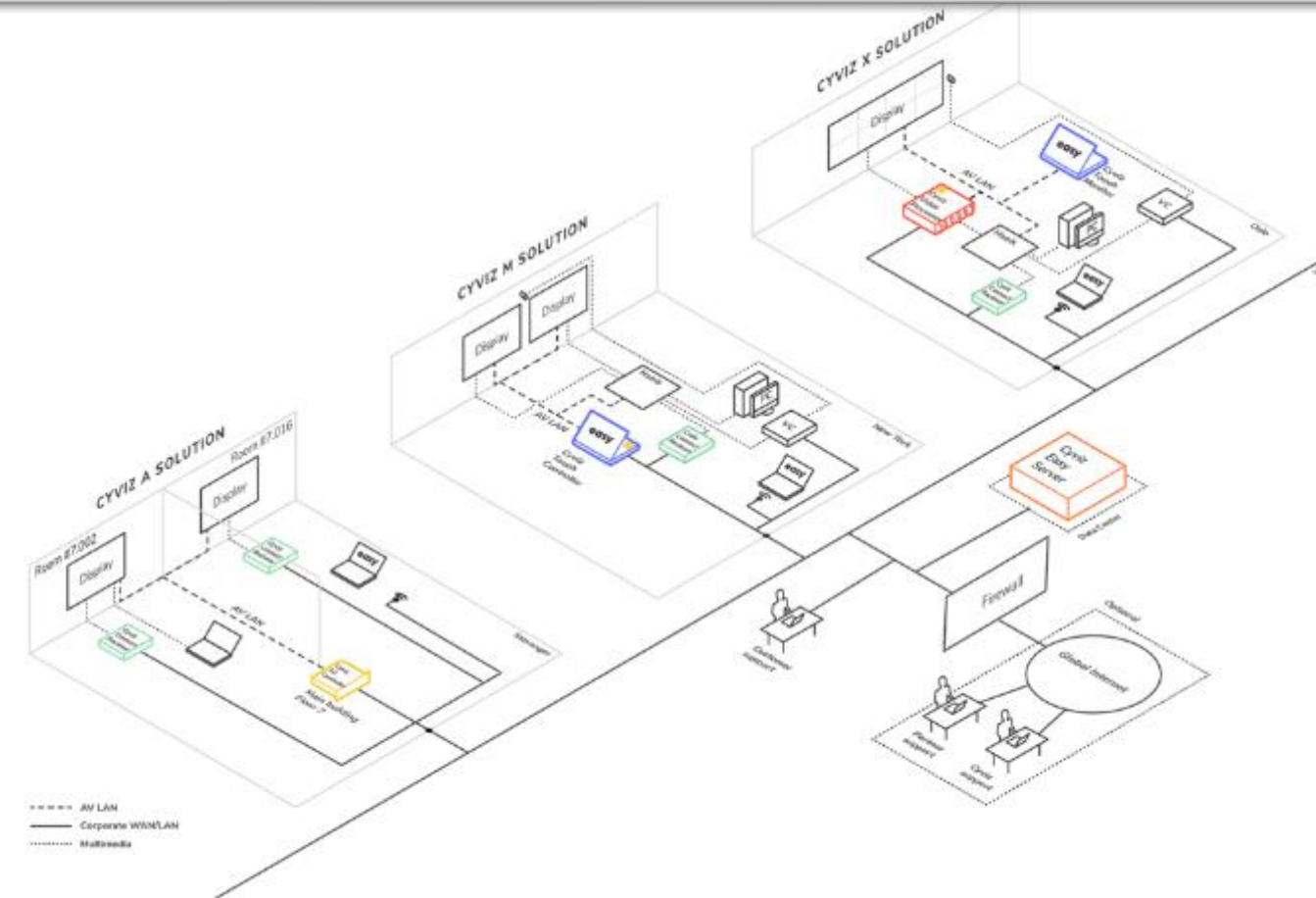


The Cyviz Easy platform is the backbone of all solutions

Platform highlights

easy BY cyviz

Cyviz Easy is a complete **platform** for controlling and managing a wide range of meeting, collaboration and control rooms

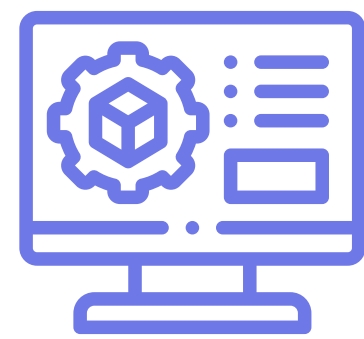


Key characteristics

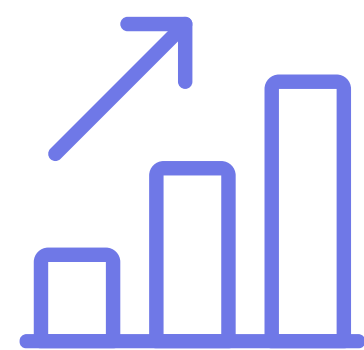
- One of the industry's most comprehensive platform for control, management and support
- Based on portfolio of standardized, configurable and upgradable software
- Consistent user experience across products and room types
- Simplifies deployment processes and reduces cost of ownership
- Robust architecture ensuring high availability for business-critical systems
- Built for IT centric organizations with centralized support functions
- In process of building a cloud-based backbone enabling a multi-tenant, "everything-as-a-service" and new revenue streams

Dynamically advancing the business model towards more recurring revenue

Organic growth



- Multi-tenant cloud based subscription model



- Adjusted pricing structure & improved purchasing terms
- Increased sales force to access new markets



- Extended global co-operation with Microsoft and Accenture

Potential M&A



- Services and subscription revenues



- Focus markets is US and Europe.



- Small size add-ons where Cyviz is the consolidator

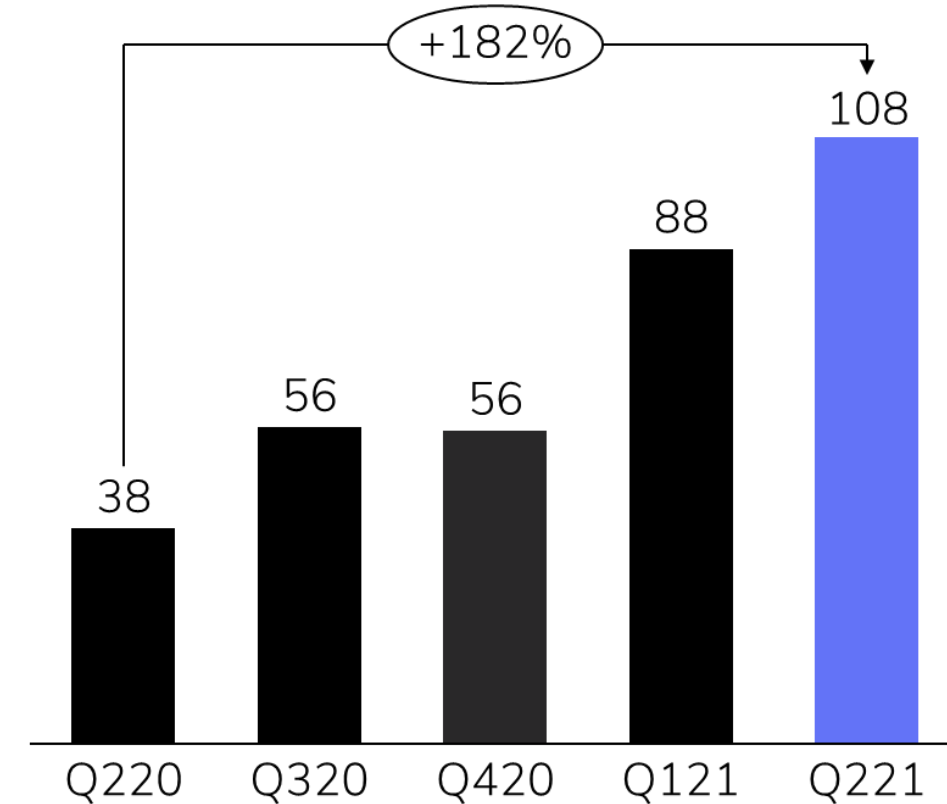
Already delivering on the strategy

Investing for growth

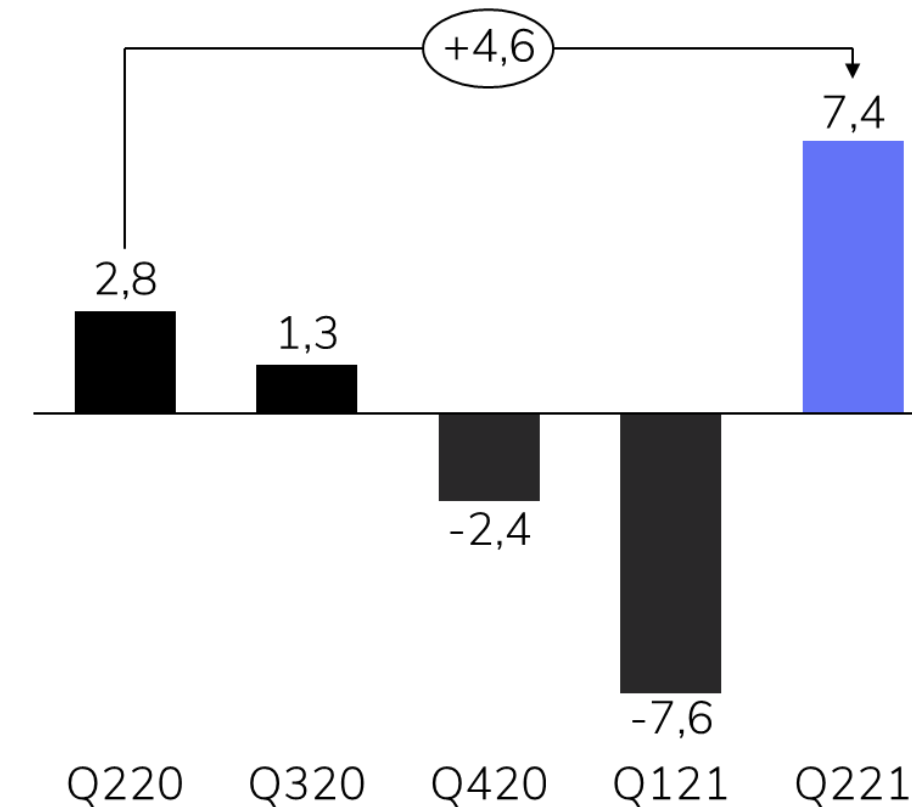
- Increase in sales reps from 9 to 23 from Jan 1st 2021 to end October 2021.
- Moving the Cyviz Easy Software Platform to the cloud
- Global Partnerships organization established
- Establishing new Cyviz experience centres together with partners
- M&A's

Critical mass driving profits

Order intake (NOKm)



EBITDA (NOKm)



Company guidance

Annual average revenue growth
>30%

Recurring revenue
12-15%

EBITDA-margin
15-20%

The right packaging and M&A's will positively influence the recurring share of the revenue

Cyviz contributing to substantial CO2e emissions reductions

REDUCING TRAVEL TO MEETINGS

- The different Cyviz collaboration solutions contribute to substantially less travelling for its clients thereby reducing the CO2e emissions

DIRECT SOLUTIONS RELATED EMISSION REDUCTIONS

- Automating the start of a meeting so that the technologies, including displays, climatization and lights, are only switched on when a user walks into a room
- Enabling support departments to resolve nine out of ten issues remotely, without the need to travel

ENGAGING PARTNERSHIP WITH GOOGLE & CAP GEMINI

- Joint event and thought leadership for leveraging advanced new cloud and data visualization technologies for providing actionable insights for addressing major climate change issues including drought, fire, and flooding

Handling the global chip crisis

- Invested heavily in chip supplies
- Sufficiently stocked with crucial 3rd party components
- Well covered for customer deliveries next 6 months



- Constantly expanding the partner network to secure a dynamic supply structure with the best prices and sufficient access to components

Cyviz Easy Touch Monitor



Cyviz Video Processor



Cyviz Easy Connect

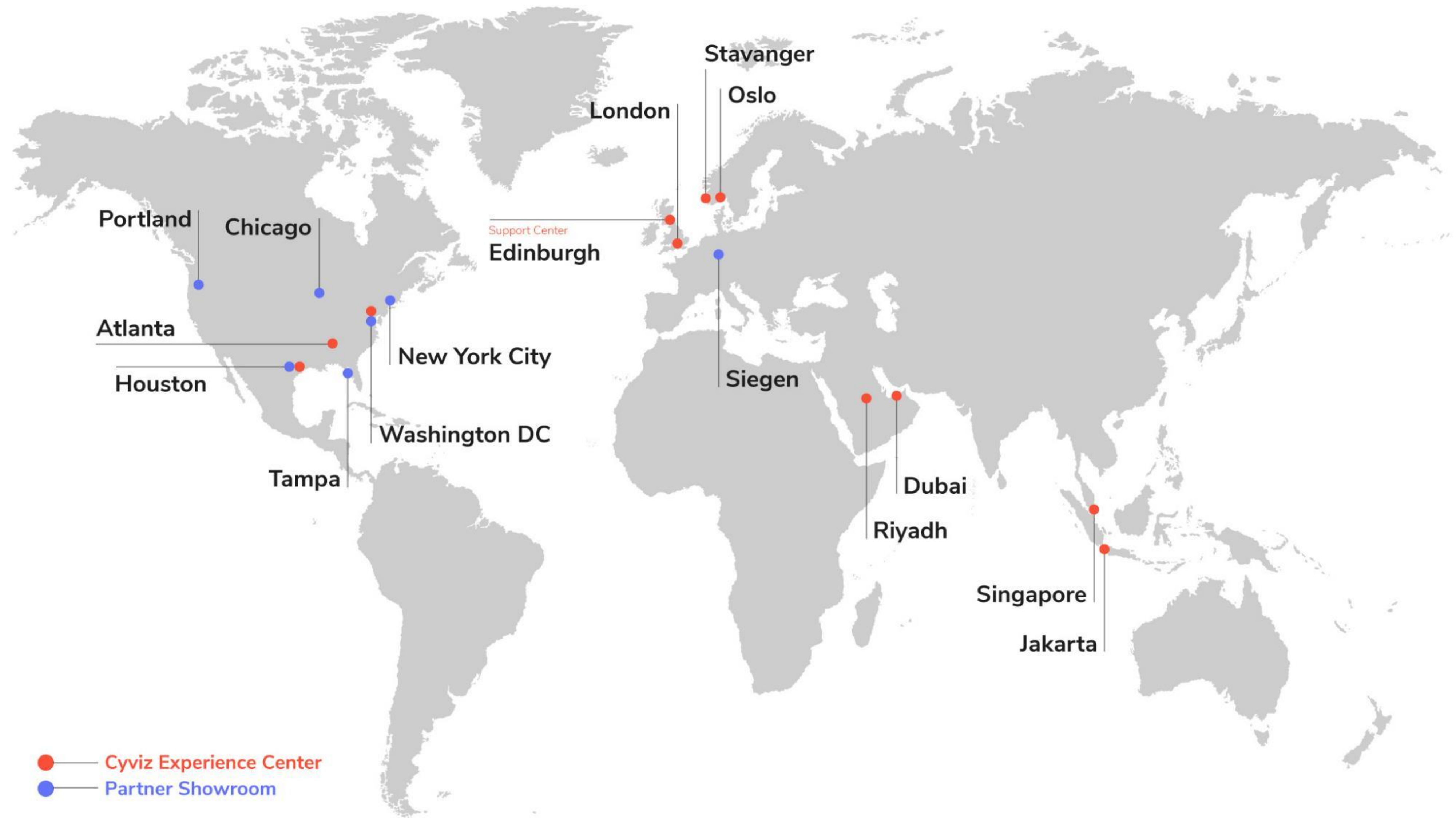


Cyviz Easy 1U Rack



Cyviz has global coverage

cyviz



Blue chip client base across various industries

Selected clients

GOVERNMENT & DEFENSE				 KONGSBERG	THALES	 METROPOLITAN POLICE
CORPORATE	 Microsoft	accenture	Fidelity	 Standard Chartered	 Prudential	ARUP
TRANSPORTATION & AVIATION	 Emirates Group Security	UNITED 	 مطار أبوظبي ABU DHABI AIRPORT		AIRBUS	SITA
ENERGY	 power for good	 TOTAL	 AkerBP			 أدنوك ADNOC

Proven track record of deliveries to many of the world’s most demanding clients

Global partnership with Microsoft evolving

- Cyviz software powering Microsoft Technology Centres (MTCs) worldwide
- Visual collaboration solutions built on the Cyviz Easy Software Platform
- Serving Microsoft's most important customer and partner engagement arenas
- Microsoft orders totaling NOK 65 million during the second quarter



"Microsoft Technology Centers are our most important spaces for communicating Microsoft's value to our top customers. Cyviz helped us transform our Envisioning Theaters to a next generation digital platform that supports the new hybrid work model with Microsoft Teams. Cyviz provided the advanced functionality, flexibility and speed that were key to us selecting them as the new standard."

- David Rogers, Microsoft – Director of Operations & Technology, Executive Briefing Centers





Recurring revenue focus

Cloud based packaged solutions,
increased software sales and
M&A's to scale recurring revenue



Green profile

Enabler for environmental
shift with increased
efficiency for clients



Global footprint

Global, scalable and
standardized solutions



30+

of global Fortune 500
enterprises are
customers



500+

large enterprises and
government bodies
as customers



Strong client base

Global, large clients with high
growth ambitions

A person is seen from behind, sitting in a black ergonomic office chair at a light-colored wooden desk. On the desk, there is a large computer monitor and a small tablet on a stand. The tablet screen displays a dashboard with several blue and white icons. The background is a blurred office environment.

cyviz

We transform how people work

