

11 March 2021 | Australia

**ASX RELEASE**

# LAUNCH OF HEALTHCARE & PHARMA SOLUTIONS VERTICAL

## FIRST MILESTONE IN THE 2021 VERTICALIZATION STRATEGY

Real-time software company Vection Technologies Ltd (**ASX:VR1**) (**Vection Technologies, Vection** or the **Company**) is pleased to announce the acceleration of its Verticalization growth strategy with the launch of its Healthcare & Pharma Solutions division.

The Company will be joining forces with a strong team of professionals led by Dr Carlo Centemeri, a leading healthcare and pharma executive with senior experience in BASF, Knoll Pharmaceuticals, Abbott Laboratories, Bristol-Myers Squibb and AstraZeneca. Furthermore, he led as Managing Director the Education and Simulation Center of the Gemelli University Hospital in Rome and Elsevier Pharma & Health Industries as Executive Director. He currently serves as Medical Science Senior Advisor to the Italian Ministry of Health and as Strategy and Development Senior Managing Partner at the Giovanni Lorenzini Medical Foundation of Milan and New York. Carlo is an Adjunct Professor of Pharmacology at Padua, Milan and Rome Universities.

**Highlights:**

- **Vection strongly accelerates its international growth strategy with the launch of its Healthcare & Pharma Solutions Division**
- **Vection joins forces with highly experienced team with former roles in BASF, Knoll Pharmaceuticals, Abbott Laboratories, Bristol-Myers Squibb, AstraZeneca, Novartis, Boehringer Ingelheim and Dompé Farmaceutici**
- **Strong commitment by the executive team with joint division ownership and strong opportunities pipeline anticipated to come to fruition from April 2021**
- **Strong ability to attract senior industry-specific executives key for the Company's growth acceleration**
- **Expansion of Vection's footprint in the healthcare, pharmaceutical, biotechnological, medical devices and nutraceutical market segments leveraging its existing core technology stack**
- **Strategic division for continued growth during the current pandemic aligned with the digital transformation trend in healthcare**
- **First milestone in the 2021 Verticalization strategy achieved**
- **A brief presentation of the Healthcare & Pharma Solutions division is appended to this announcement**



3D


 VIRTUAL  
REALITY

 AUGMENTED  
REALITY

 INDUSTRIAL  
IoT


CAD

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## Vection Healthcare & Pharma Solutions – Overview:

During the first half of the fiscal year, Vection strongly advanced its commercial initiatives with Dr Centemeri to lay the necessary groundwork to achieve the optimum global market penetration for the second half growth. Today, following extensive negotiations, the Company has secured the strong commitment of Dr Centemeri through the incorporation of a joint venture company controlled by Vection at 60%. (**Vection Healthcare & Pharma Solutions**)

## Vection Healthcare & Pharma Solutions – Rationale:

The shareholding structure of Vection Healthcare & Pharma Solutions ensures a strong commitment on global growth by the executive team of this vertical, in addition to delivering a significant pipeline of opportunities anticipated to come to fruition commencing from the month of April 2021.

## Vection Healthcare & Pharma Solutions – Executive Team:

Through the incorporation of Vection Healthcare & Pharma Solutions, the Company has secured a team of 6 professionals with previous experience in strategic companies including BASF, Knoll Pharmaceuticals, Abbott Laboratories, Bristol-Myers Squibb, AstraZeneca, Novartis, Boehringer Ingelheim and Dompé Farmaceutici.

## Vection Healthcare & Pharma Solutions – Strategy:

Vection Healthcare & Pharma Solutions represents a strong acceleration in the Company's Verticalization strategy, a tactical approach that seeks to significantly expand Vection's footprint in the healthcare, pharmaceutical, biotechnological, medical devices and nutraceutical market segments.

Vection Healthcare & Pharma Solutions seeks to lead the Company into medical-technical-scientific education & communication by becoming the reference solution provider for the public and private sector operating in the life-science world. It will develop unique and highly innovative educational and communication models in the the healthcare, pharmaceutical, biotechnological, medical devices, and nutraceutical market segments through the vertical integration of Vection's current core technology stack.

The proposed training and communication approach adopts, among others, advanced behavioural simulation techniques including Virtual and Augmented Reality technologies, that have demonstrated essential benefits across diverse market segments for increased quality of teaching and learning, to ensure the effective education of Health Care Professionals (**HCPs**) and personnel.

Leveraging the overarching organizational, structural and methodological renewal trend of the entire healthcare industry, Vection Healthcare & Pharma Solutions seeks to take advantage of all the opportunities that digital education offers. Thus, the development of medical practices, the improvement of soft skills relationships with patients and caregivers and the advancement of business acumen between all health stakeholders is today one of the crucial elements of the digital transformation in the health sciences where Vection seeks to operate.



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A brief presentation of the Healthcare & Pharma Solutions division is appended to this announcement.

**Gianmarco Biagi, Managing Director of Vection Technologies, commented:**

*"The Healthcare & Pharma Solutions division represents a strong acceleration and the achievement of the first milestone in the Company's overarching Verticalization growth strategy in a key market segment.*

*Following extensive groundwork and negotiations by the executive team during the first half of the fiscal year, we have now secured the full commitment of Dr Centemeri and his team, leading market experts with unrivalled senior experience and network in this vertical - a strong endorsement of the Company's ability to attract the best talent key for the Company's growth.*

*The Company's management anticipates to significantly progress the next milestones in its Verticalization growth strategy in the short-term, ensuring unrivalled acceleration in the industry."*

**Carlo Centemeri, CEO of Vection Healthcare, commented:**

*"The global COVID-19 pandemic has forced healthcare systems to radically change their operational structure. In this context, digital transformation is paramount and critical.*

*Our mission is to rapidly gain market share in healthcare education, communication, digital networking, big data and operational solutions through the proposition of outstanding Innovative Technological Methodologies. Our ambition is to become a market reference point as leaders in the behavioural simulation immersive training field, leveraging Vection's virtual reality, augmented reality, motion capture, morphing and avatar-based solutions."*

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## About Vection Technologies:

Vection Technologies Ltd (ASX:VR1) is a multinational software company that focuses on real-time technologies for industrial companies' digital transformation.

Through a combination of our 3D, Virtual Reality, Augmented Reality, Industrial IoT and CAD solutions, Vection Technologies helps companies and organisations to innovate, collaborate and create value.

For more information please visit the Company's websites:

[vection.com.au](http://vection.com.au)

[mindeskvr.com](http://mindeskvr.com)

## About the Leading Strategy:

Following the completion of the first two phases of its overarching strategy – namely, Rebuilding (2017-2018) and Transforming (2019-2020) – resulting in the development of its solid core technology stack, the Company has now progressed to the Leading Strategy phase (2021-2023), with "Verticalization" being its first foundational step. The Verticalization approach seeks to significantly expand Vection's footprint in companies' application landscapes, segmenting industrial markets while capturing new business opportunities, protecting market positions and averting competitive threats. As part of this approach, Vection wants to develop highly verticalized extensions to its core technology stack aimed at anchoring its solutions in clients' core processes. The Company will follow a Build / Acquire / Partner strategy where, in each vertical industry, it will analyse the benefits of internally building functionality, working with a partner or acquiring companies.

*ASX release authorised by the Board of Directors of Vection Technologies Ltd.*



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# VECTION HEALTH CARE & PHARMA

(ASX:VR1)

**MARCH 11, 2021**

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# INTRODUCTION

- **Healthcare**

*The pandemic is rapidly driving organizational change and prompting health IT leaders to consider future needs and opportunities.*

healthtechmagazine.net, Dec20

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*The pandemic has also brought us to a unique moment where we are learning at scale that data science and digital technology can improve human health in powerful ways. This is digital healthcare's moment, and there are clear steps the international community can take to meet it.*

Davos Agenda, Jan21

- **Pharma**

*COVID-19 and the digital pharma marketing revolution*

*The global outbreak of COVID-19 has forced businesses to radically change their way of working. Healthcare companies have been in the vanguard of this change, with an enormous rise in the use of telehealth and all forms of digital communication and education.*

*...Once the global emergency ends, this trend will continue...*

pharmaforum.com, Jan21



# THE OPPORTUNITY IS NOW



# VISION & MISSION



## VISION

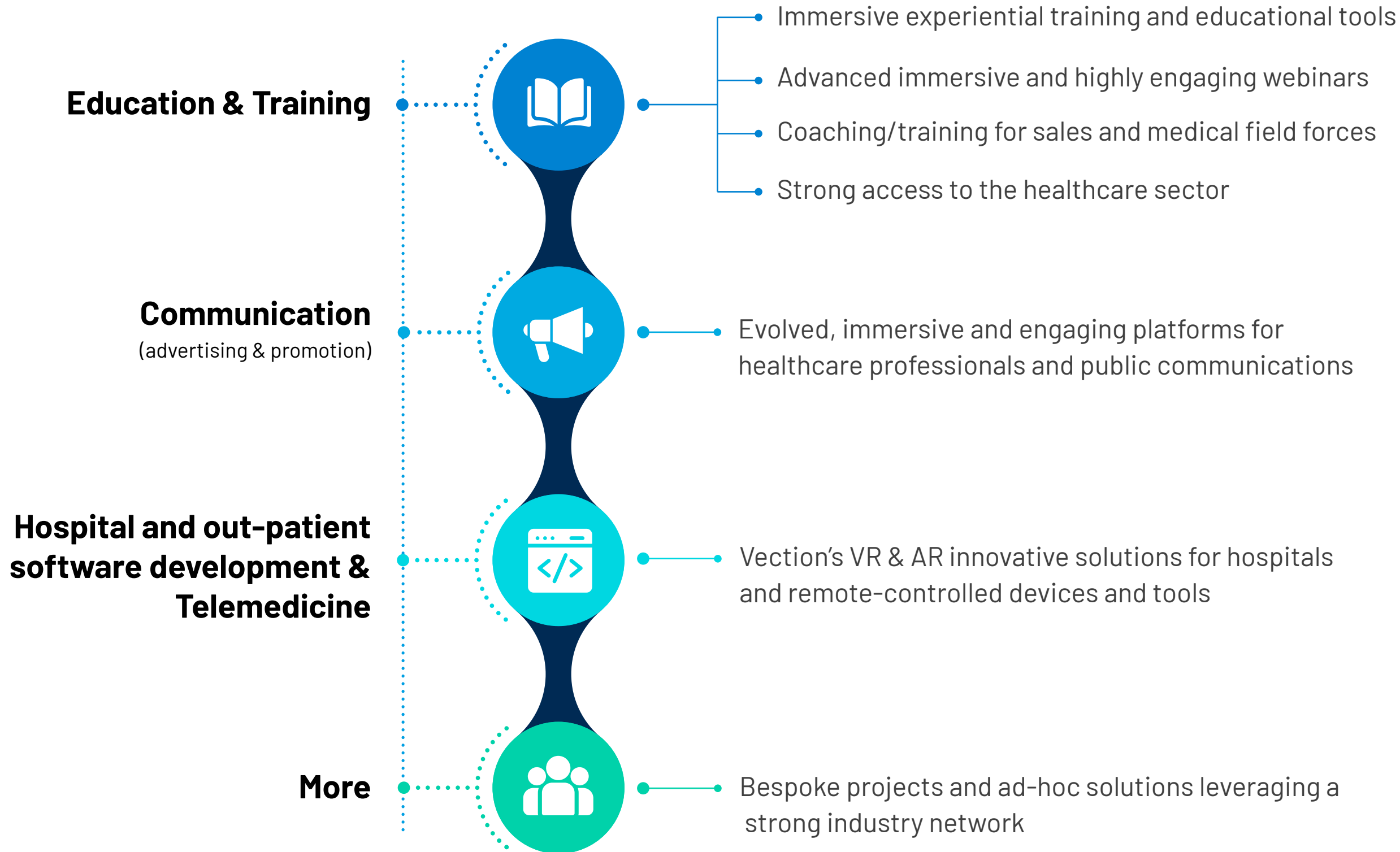
To provide effective proven Health Solutions



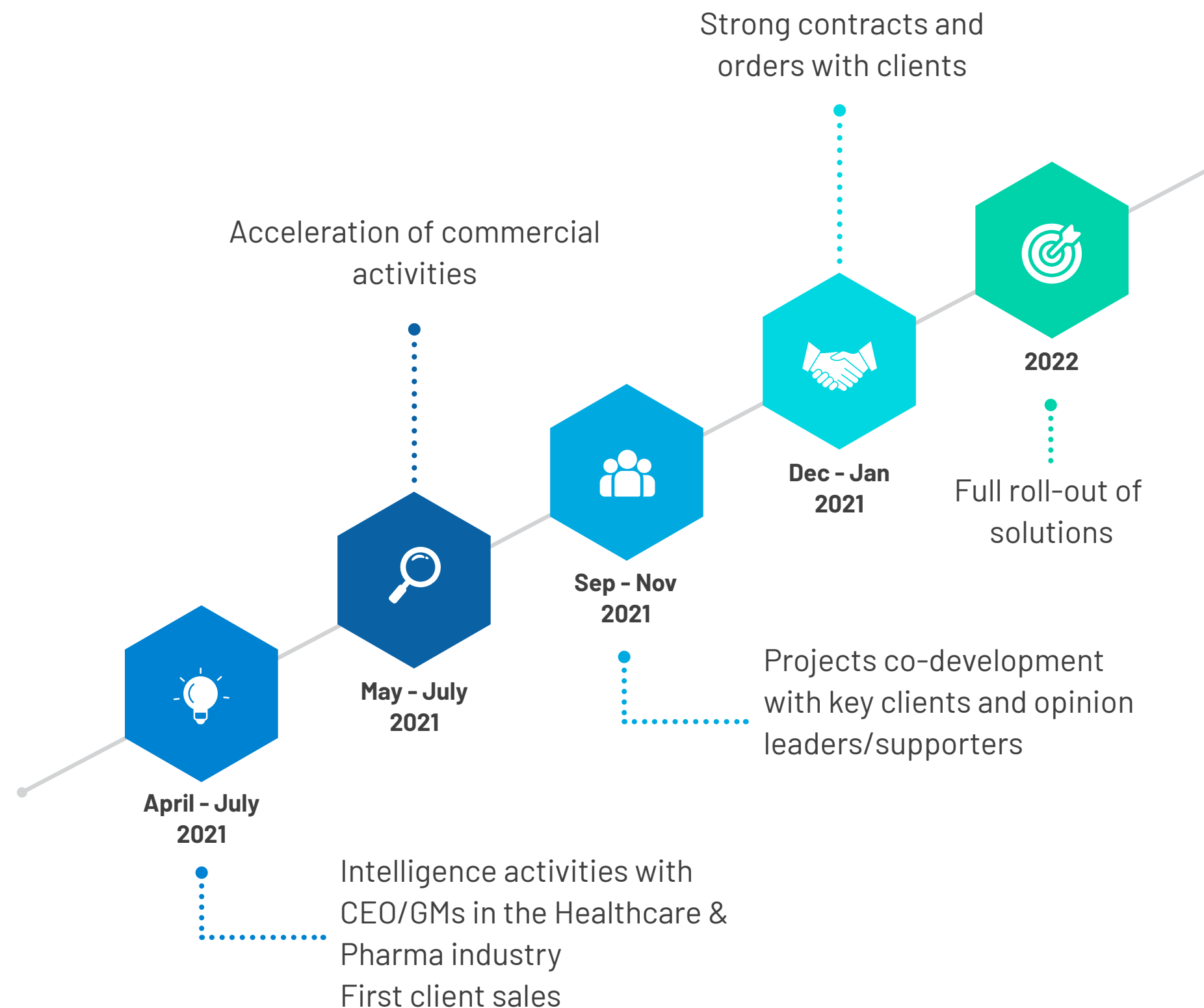
## MISSION

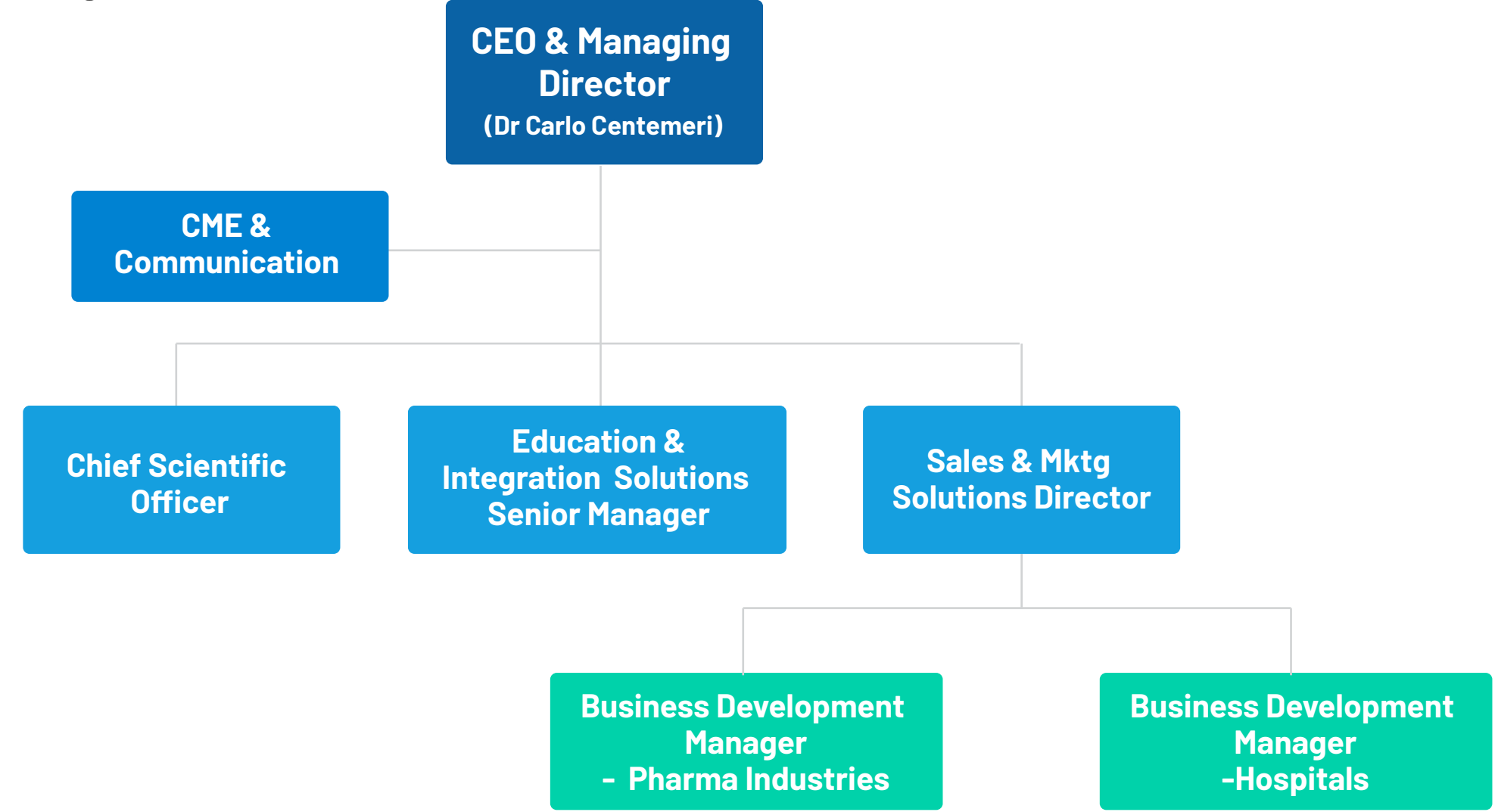
To provide outstanding Health Solutions through Innovation and Technology, gaining a growing market share in the field of health education and operation services and being recognised as a leader in the simulation immersive training field.





**STRATEGY**  
for Vection Health & Pharma  
with greater added value





Team with competency and senior experiences in the  
Pharma and Healthcare field



## **FLEXIBILITY**

Flexible team with strong  
skills and industry specific  
expertise.

# VERTICAL OBJECTIVES

## CORE TECHNOLOGIES

MINDESK



FRAMES



TRAINER CREATOR



### Healthcare & Pharma

LUISS



#### Key Vertical

- Strong growth segment
- Internally build functionality
- Addition of expertise with launch of new division

### ACE & Real Estate

Zaha Hadid  
Heatherwick studio

#### Key Vertical

- Strong growth segment
- External opportunities to expand competencies for value added industry verticalisation

### Comunication & Media

Haier



#### Key Vertical

- Strong growth segment
- Internally build functionality
- Addition of expertise with launch of new division or via external opportunities

### Fashion & Retails

GIORGIO ARMANI



#### Key Vertical

- Strong growth segment
- Internally build functionality
- Addition of expertise with launch of new division

### Others



#### Key Vertical

- dentification of technologies key for vertically integrated solutions Including: cyber security, IoT, CAD, BIM and more
- Identification of consulting arm for value added creation

IDENTIFIED VERTICALS



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