

# Virtuix

## Q3 & Nine-Month Fiscal 2026 Earnings Results

Three and Nine Months Ended December 31, 2025

March 5, 2026

NASDAQ: VTIX

Presenters: Jan Goetgeluk, CEO | Thomas McGinnis, CFO



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# Agenda

CORPORATE OVERVIEW

KEY HIGHLIGHTS

STRATEGIC MILESTONES

CEO COMMENTARY

FINANCIAL RESULTS

PRIORITIES & OUTLOOK

## On the Call Today:



**Jan Goetgeluk**

Founder, CEO & Chairman  
Virtuix Inc.



**Thomas McGinnis**

Chief Financial Officer  
Virtuix Inc.

# Corporate Overview

*A Leader in Full-Body VR for Gaming, Enterprise, and Defense*

- **NASDAQ Listed (VTIX)** — Trading since January 27, 2026 — validating a decade of investment in full-body VR technology.
- **Omni One: Flagship Product** — Omni-directional treadmill that enables natural full-body movement in 360 degrees inside VR games or simulations.
- **4 Products | 25 Patents** — Omni One & Omni One Core (consumer), Omni One Enterprise, and Virtual Terrain Walk (VTW) defense simulation system.
- **Manufacturing at Scale** — Facility ready for up to 3,000 units/month — \$100M+ annual revenue potential at full utilization.
- **Multi-Use Revenue Strategy** — High-volume consumer gaming + high-value defense & enterprise training with recurring revenues from software.
- **AI-Driven Gaussian Splatting** — Transforms 360° footage into photorealistic walkable 3D worlds in hours — powering VTW defense training.

Virtuix's U.S. team in Austin, TX



**We are hardware experts and have a track record of success**



Virtuix's China team in Zhuhai, China

# Key Highlights

## FINANCIAL PERFORMANCE

**+41%**

### Revenue Growth

9M YoY to \$3.0M  
Q3: (24%) to \$1.0M

**29%**

### Gross Margin

9M vs. (17%)  
Q3: 30% vs. (2%)

**-45%**

### OpEx Reduction

9M: \$6.3M vs. \$11.4M  
Q3: \$2.1M vs. \$1.8M

**+43%**

### Net Loss Improvement

9M: (\$6.9M) vs. (\$12.0M)  
Q3: (\$2.7M) vs. (\$2.0M)

## STRATEGIC MILESTONES



### NASDAQ Listed

VTIX | Jan 27, 2026



### Made for Meta

Quest ecosystem



### Europe Launch

UK, DE, FR & EU



### UCF & 1HMX Partnerships

Robot teleoperation



### VTW + AI

Gaussian splatting

# Strategic Partnership: Made for Meta

Expanding Addressable Market to Millions of XR Users



## Meta Certified Partnership

Omni One joins the exclusive 'Made for Meta' program — Meta's certified ecosystem for Quest headsets and games.

## 20M+ Quest Headsets Sold | Estimated 6M Active Users

Expands Omni One's addressable market to an estimated 6 million active Quest users who can use Omni One with their existing headset and games.

## Broadens Distribution

Omni One gains certified integration and will be promoted on Meta's Made for Meta website.

## Mass Market Opportunity

Foundational step toward bringing full-body VR with Omni One to a truly mass audience.

# International Expansion & New Partnerships

EU Launch + Pimax Collaboration + HSA/FSA Eligibility



## European Market Launch

Omni One Core now available across UK, Germany, France, and all other EU countries via dedicated storefronts. Initial shipments expected April 2026.



## Pimax Partnership at CES 2026

Exhibited at CES 2026 with Pimax showcasing Omni One + Pimax Dream Air headset for PC VR / SteamVR compatibility.



## HSA/FSA Eligible via Truemed

Omni One purchasable with pre-tax health savings dollars — saving buyers ~30%. Wellness angle broadens consumer appeal.

# Defense Segment: Virtual Terrain Walk + AI Integration

High-value government contracts advancing alongside consumer sales



## AI-Powered 3D Terrain Reconstruction



Gaussian splatting AI transforms 360° camera footage into photorealistic, walkable 3D environments — reducing build time from weeks or months to just hours



Early defense adoption: test units purchased by Yokota Air Force Base, U.S. Air Force Academy, and U.S. Military Academy at West Point



Supports 12+ soldiers simultaneously for immersive mission planning, terrain recon, and leader rehearsals



Defense contracts add high-margin recurring revenues from software licensing and customized simulation development

# Technology Advances: Embodied AI

## Humanoid Robot Teleoperation and Movement Data Collection



### Humanoid Robot Teleoperation

- ✔ Collaborated with University of Central Florida's Institute for Simulation & Training to demonstrate real-time humanoid robot control using Omni One Enterprise
- ✔ Translated natural 360-degree walking into intuitive robot teleoperation
- ✔ Showcased Omni One's role in embodied AI for both robot teleoperation and movement data collection to help train robots

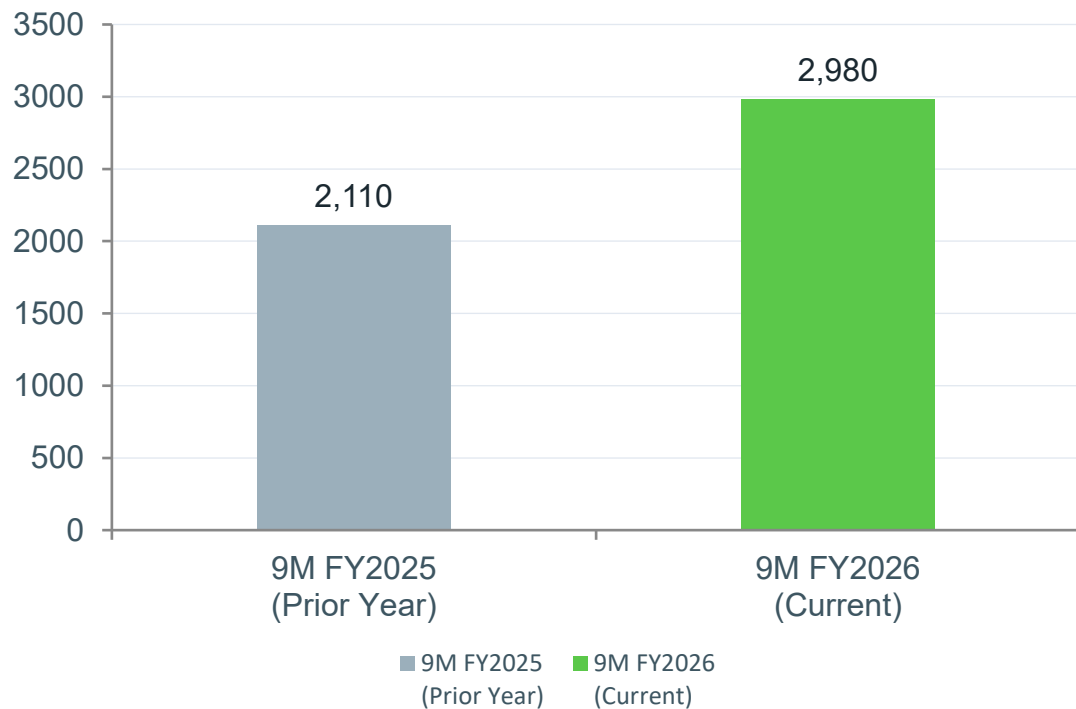
### Partnership with 1HMX to Develop Nexus NX1

- ✔ NX1 combines Omni One Enterprise with HaptX gloves G1 to deliver lifelike tactile and force feedback
- ✔ Enables real-time operator control with immersive sensory feedback for intuitive humanoid robot teleoperation and physical AI training

# Financial Results – Revenue & Gross Margin

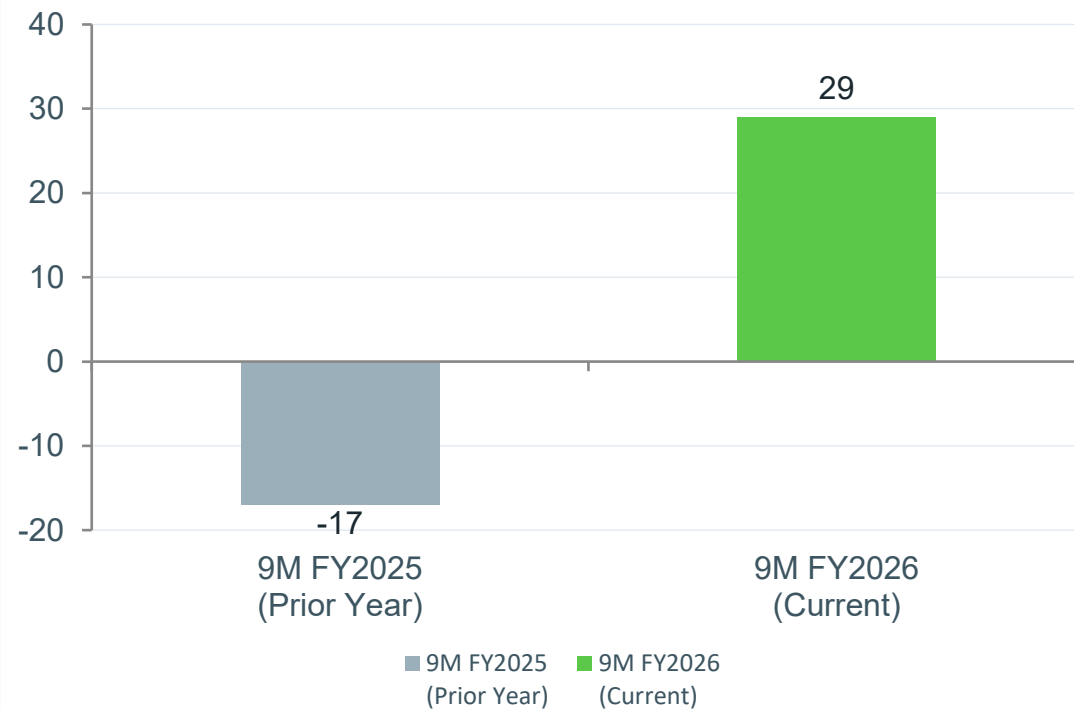
Nine Months Ended December 31, 2025 vs. Prior Year

Net Revenue (\$000s)



▲ 41% Revenue Growth | \$0.9M increase driven by new Omni One sales including from a strong holiday season

Gross Margin (%)

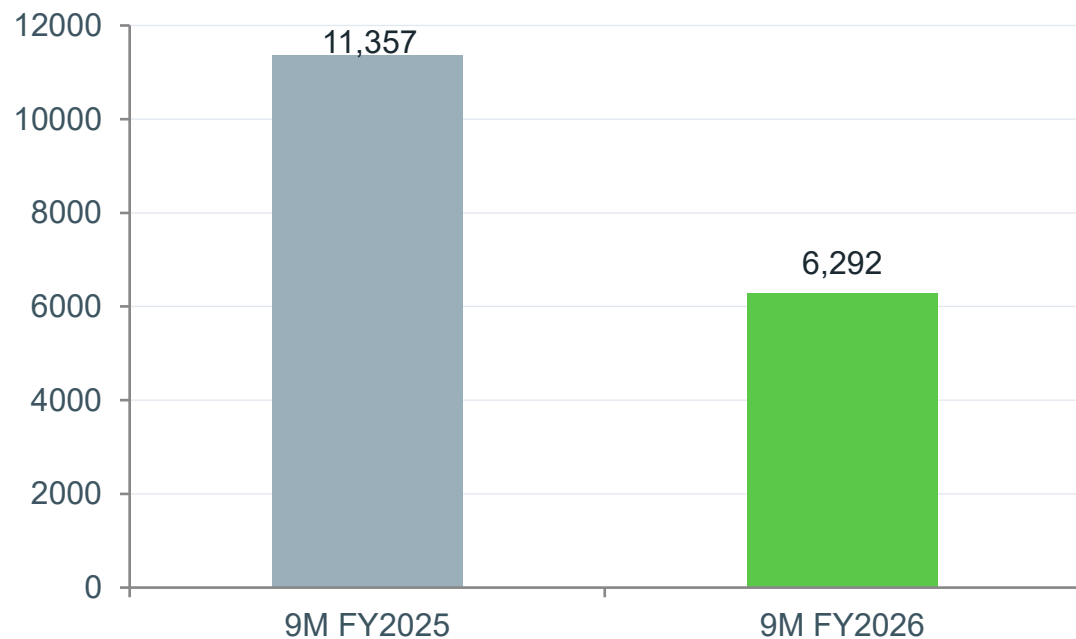


▲ 41% Margin Improvement: 29% vs. (17%) — driven by higher ASP and fulfillment of crowdfunding units

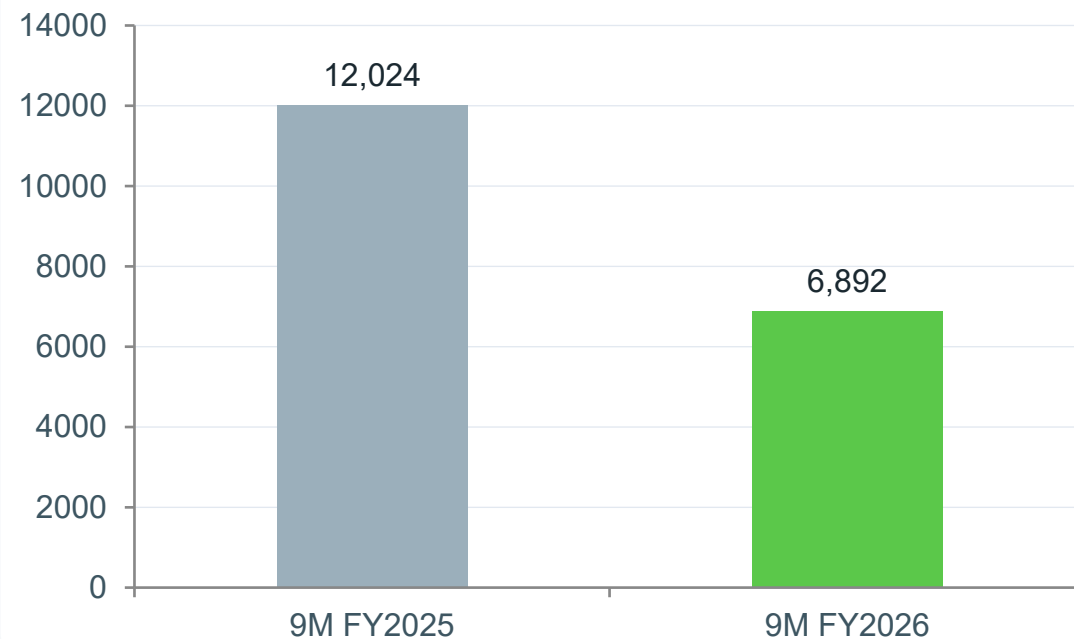
# Operating Expenses & Net Loss Improvement

Nine Months Ended December 31, 2025 vs. Prior Year - Significant Cost Discipline Driving Path to Profitability

Total Operating Expenses (\$000s)



Net Loss (\$000s)



G&A Expenses

▼ \$4.7M decrease

R&D Expenses

▼ \$1.4M decrease

Selling Expenses

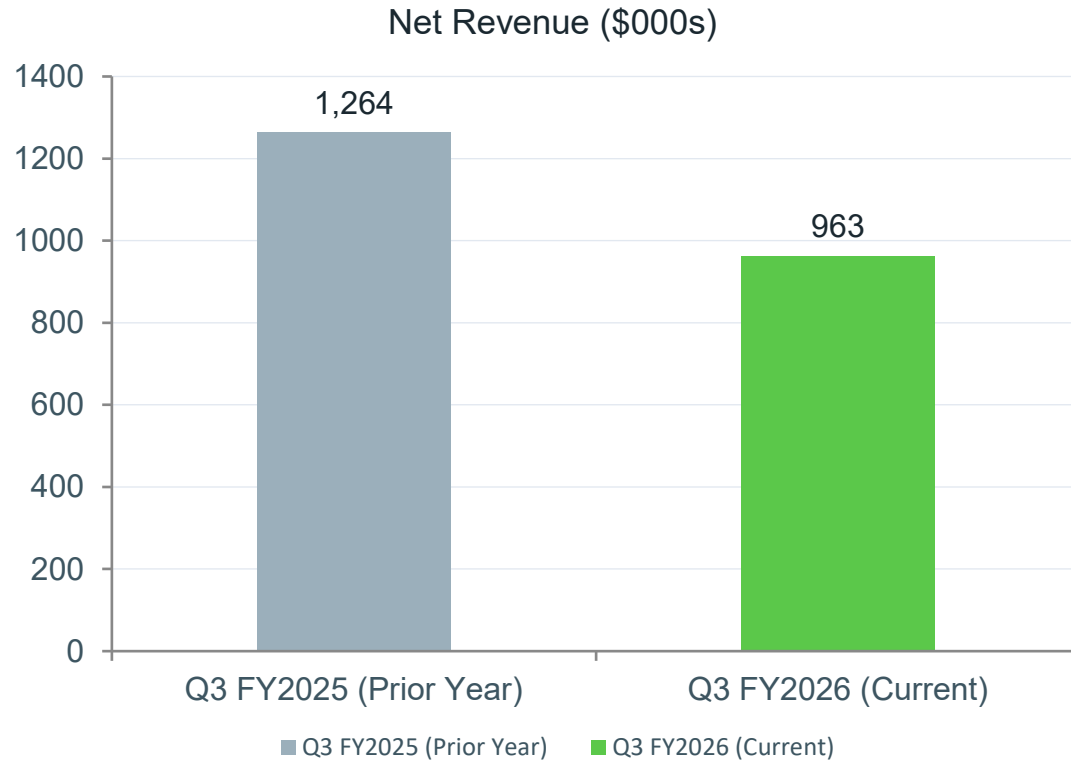
▲ \$1.0M increase

Net loss improved 43% YoY: (\$6.9M) vs. (\$12.0M)

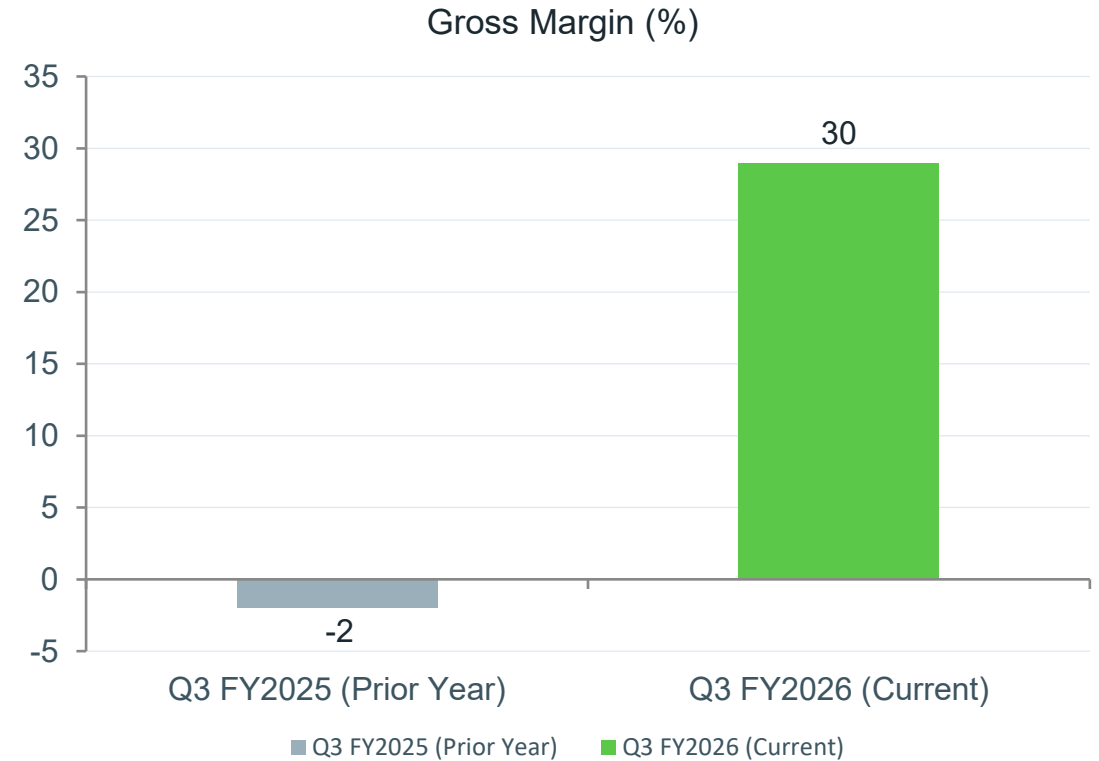
Note: Net loss in 9M FY2025 included ~\$4.7M one-time non-cash stock-based compensation expense

# Financial Results – Revenue & Gross Margin

Three Months Ended December 31, 2025 vs. Prior Year



- ▲ Prior year Q3 included shipments of a large backlog of Omni One
- ▲ **New orders increased 60% in Dec. '25 compared to Dec. '24**

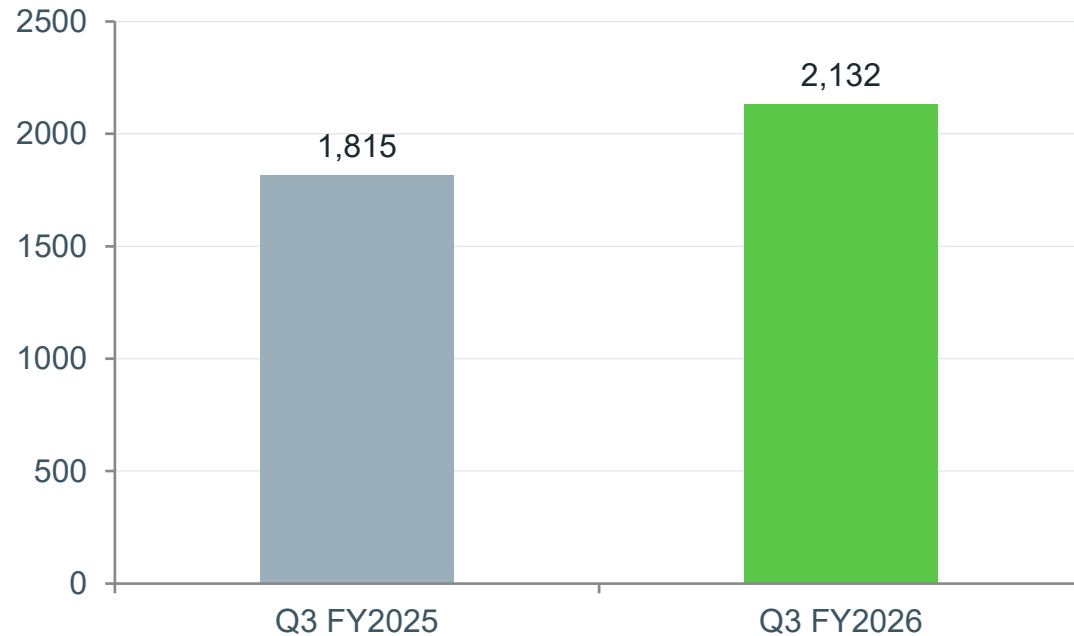


- ▲ **Margin Improvement: 30% vs. (2%) — driven by increase in selling price and lower per-unit manufacturing overhead**

# Operating Expenses & Net Loss

Three Months Ended December 31, 2025 vs. Prior Year

Total Operating Expenses (\$000s)



**G&A Expenses**

▼ \$0.1M decrease

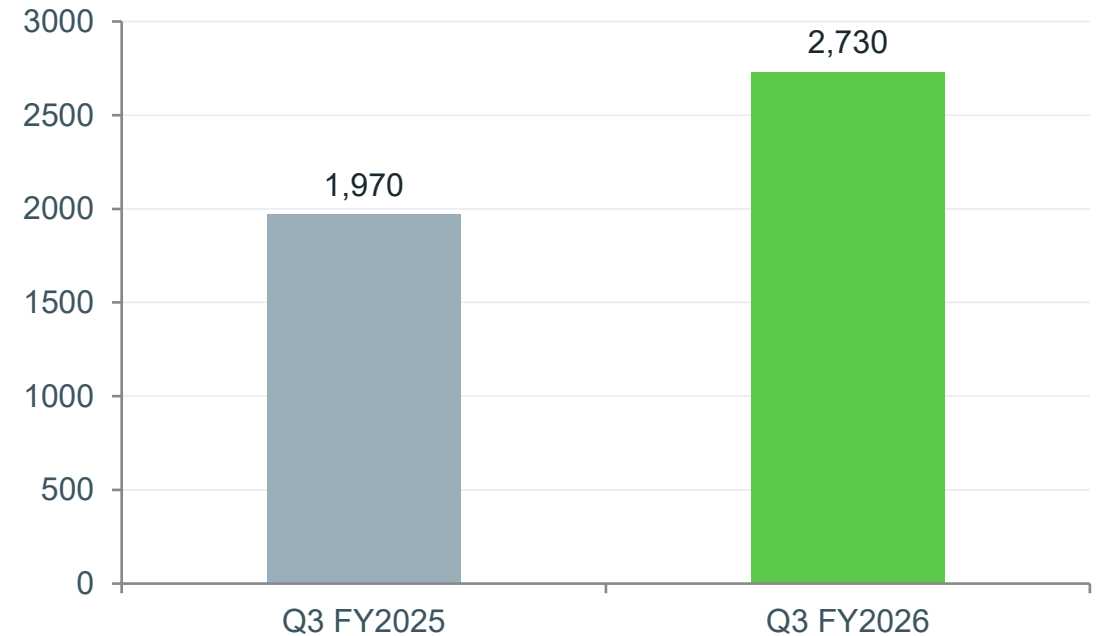
**R&D Expenses**

▼ \$0.1M decrease

**Selling Expenses**

▲ \$0.5M increase

Net Loss (\$000s)



Higher interest expenses and amortization of debt discount associated with Streeterville notes and higher advertising costs resulted in a higher net loss despite underlying improvement in gross profitability

# Balance Sheet Summary

December 31, 2025 vs. March 31, 2025

(\$ in 000's)	Dec 31, 2025	Mar 31, 2025	Change/Comments
Cash & Equivalents	\$1,075	\$478	▲ \$597
<b>Assets</b>	<b>\$6,355</b>	<b>\$5,775</b>	<b>▲ \$580</b>
<b>Liabilities</b>	<b>\$9,308</b>	<b>\$6,569</b>	<b>▲ \$2,739</b>
Streeterville Notes	\$3,340	—	Will Convert Into Equity
Second 2025 Unsecured Notes	\$1,650	—	\$715K Converted Into Equity
2024 Unsecured Notes	\$1,968	\$2,368	▼ \$400
<b>Stockholders Deficit</b>	<b>(\$2,953)</b>	<b>(\$794)</b>	<b>▲ \$2,159</b>
<b>Accumulated Deficit</b>	<b>(\$69,385)</b>	<b>(\$62,493)</b>	<b>▲ \$6,892</b>
<b>Net Loss (9M)</b>	<b>(\$6,892)</b>	<b>(\$12,024)</b>	<b>▼ 43%</b>

# Production Capacity & Revenue Scale Potential

Manufacturing Ready for 3,000 Units/Month

**3,000**

Units/Month  
Capacity

**\$100M+**

Annual Revenue  
Potential

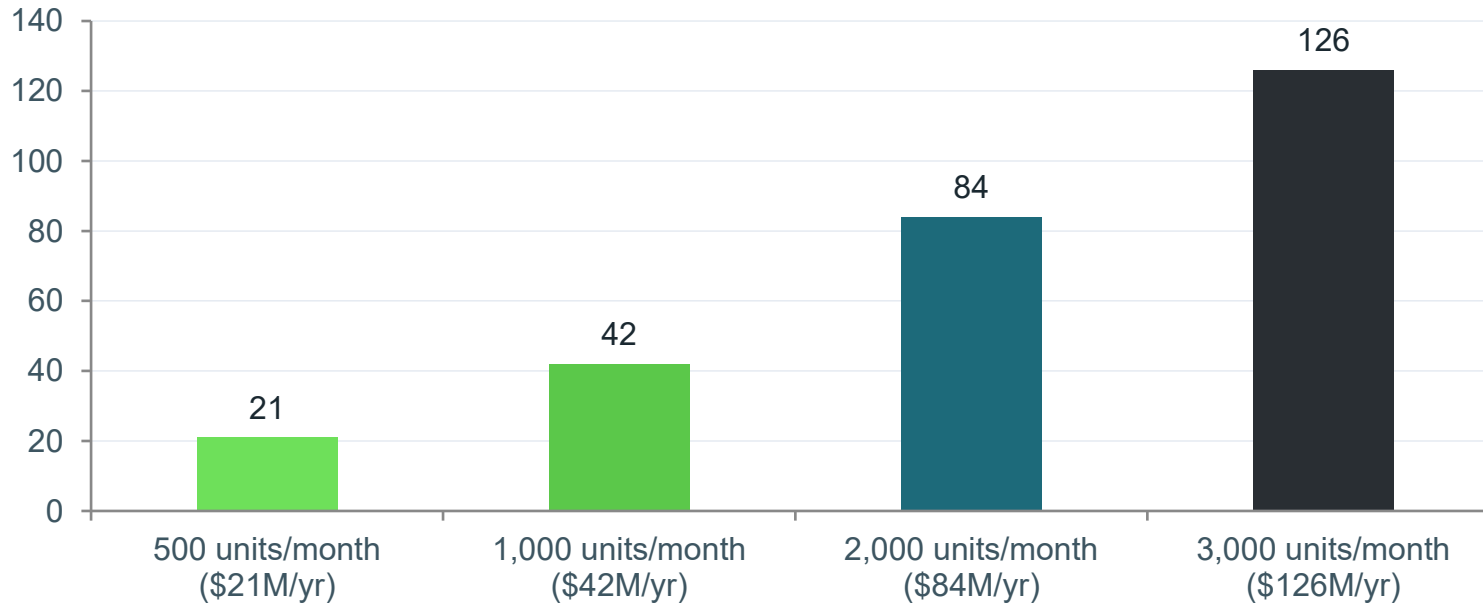
**\$3,495**

Retail Price of  
Complete Omni One System

**40%**

Target  
Gross Margin

Illustrative Annual Revenue at Scale (\$M)



## Consumer

- US + EU international expansion is live
- Meta Quest compatibility on the way
- HSA/FSA eligible

## Enterprise

- Targeting industrial training, education, and other applications
- AI-driven 3D reconstruction is boosting adoption. 70% target GM

## Defense

- VTW system for mission planning and rehearsal
- High-value contracts with recurring revenues from software licensing and custom simulation work

# Priorities & Outlook

## Scale Consumer Revenue

- EU expansion is live.
- Meta ecosystem access expands addressable market to estimated 6 million active Quest users.

## Grow Defense Pipeline

- Add sales to additional military bases and departments.
- Pursue high-value VTW contracts with software licensing and simulation work.

## Advance Enterprise & AI

Broaden Omni One Enterprise into embodied AI and build on Gaussian Splatting 3D reconstruction capabilities.

## Improve Gross Margins

Target 40%+ consumer and 70%+ enterprise gross margins through volume pricing leverage and continued cost optimization.

## Expand Internationally

- Scale EU operations and evaluate entry in additional consumer markets.
- Expand Asia Enterprise sales.

## Path Toward Profitability

Revenue growth + opex discipline = improving loss trajectory. Multi-use strategy supplements consumer volume with high-value defense and enterprise contracts.

The background image shows two men wearing VR headsets and motion platforms. They are in a virtual environment that appears to be a war-torn city with damaged buildings. The man on the right is pointing towards the left. The overall scene is dimly lit, suggesting a virtual or simulated environment.

# THANK YOU

# QUESTIONS & ANSWERS

**NASDAQ: VTIx**

## Investor Relations

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