

# 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



# Disclaimer & Forward-Looking Statements

This presentation may contain forward-looking statements and information relating to, among other things, the company, its business plan and strategy, and its industry. These statements reflect management's current views with respect to future events based on information currently available and are subject to risks and uncertainties that could cause the company's actual results to differ materially.

Investors are cautioned not to place undue reliance on these forward-looking statements as they contain hypothetical illustrations of mathematical principles, are meant for illustrative purposes, and they do not represent guarantees of future results, levels of activity, performance, or achievements.

In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "expects," "intends," "plans," "anticipates," "believes," "estimates," "predicts," "potential," "continue" or the negative of these terms or other comparable terminology.

The forward-looking statements in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments will cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we assume no obligation to update or revise any forward-looking statements except to the extent required by applicable law.

This presentation does not constitute an offer to sell or an invitation to purchase or subscribe for any securities of the Company for sale in the United States or anywhere else. Any decision to purchase the Company's securities should be made solely on the basis of the information contained in the Company's public filings. Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the accuracy or adequacy of this presentation.

# 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

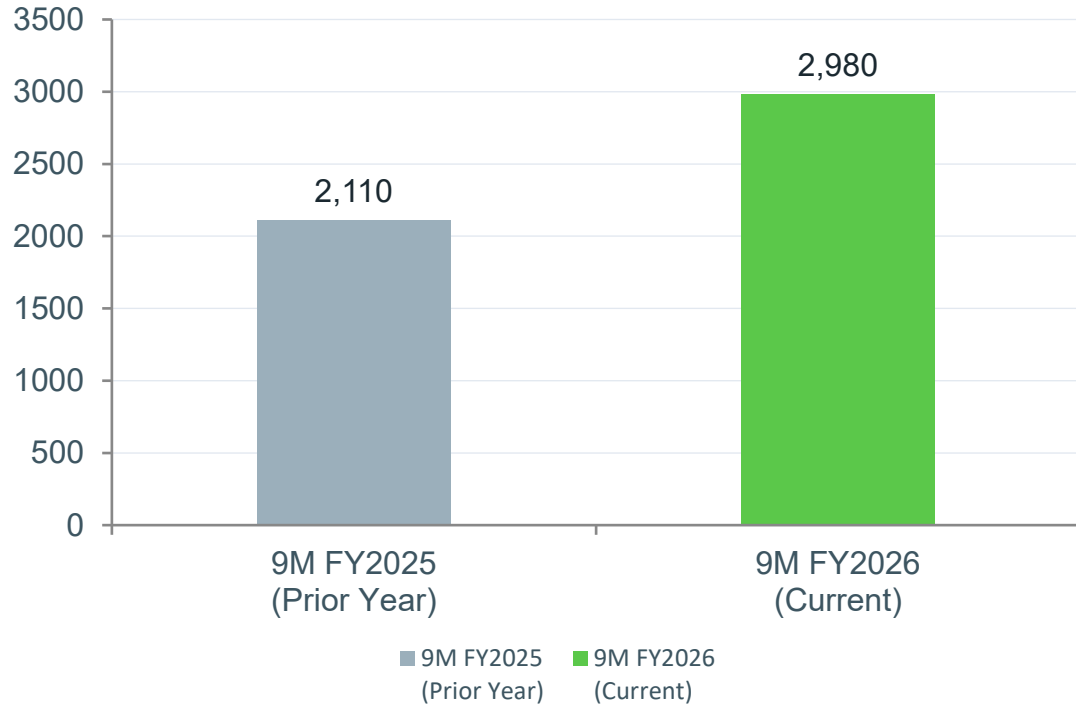
### Partnership with 1HMX to Develop Nexus NX1

- ✔ 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

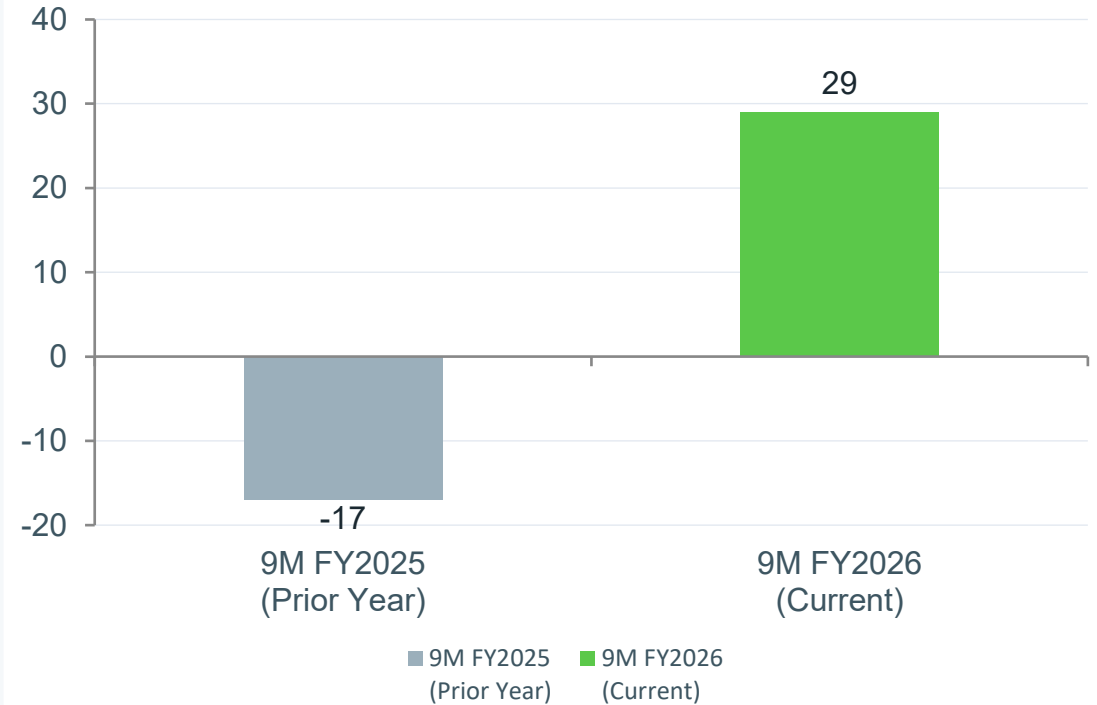
Nine Months Ended December 31, 2025 vs. Prior Year

Net Revenue (\$000s)



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

Gross Margin (%)

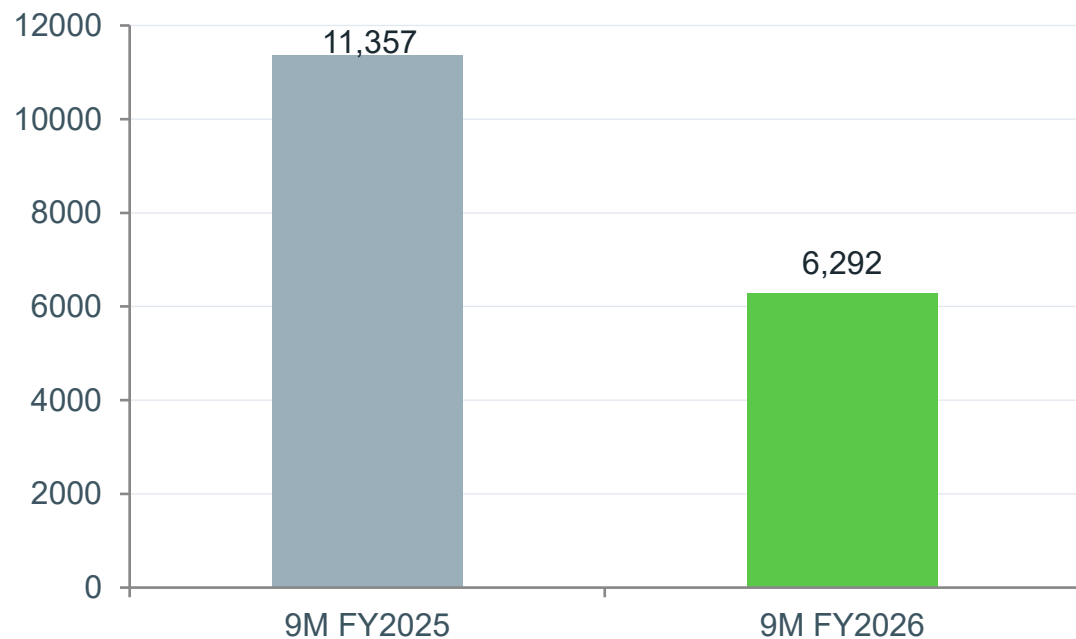


▲ 41% Margin Improvement: 29% vs. (17%) — driven by higher ASP and fulfillment of crowdfunding units

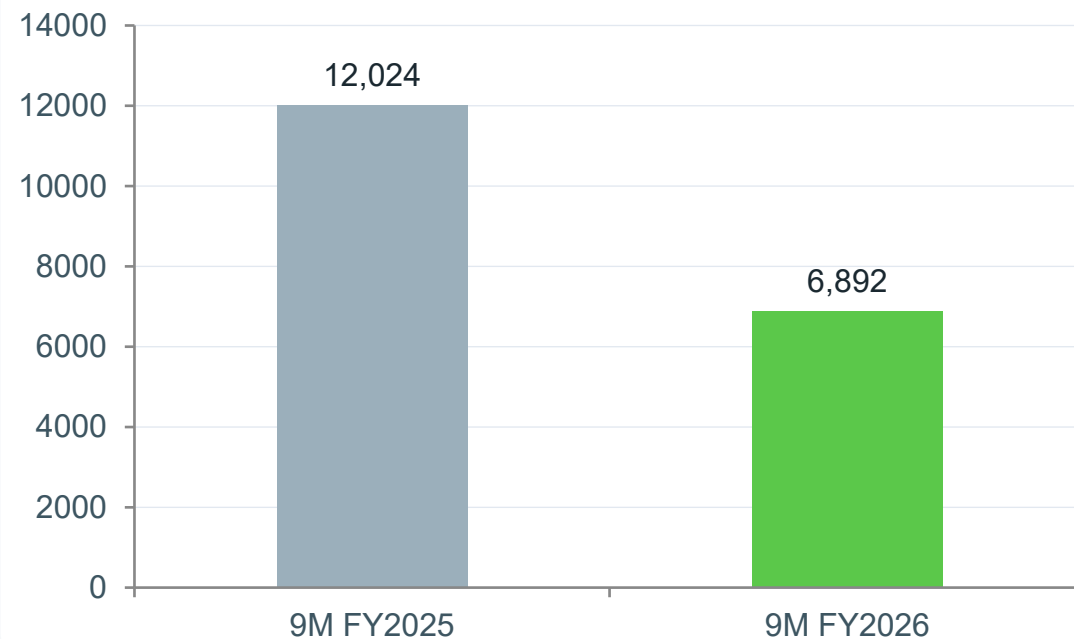
# Operating Expenses & Net Loss Improvement

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

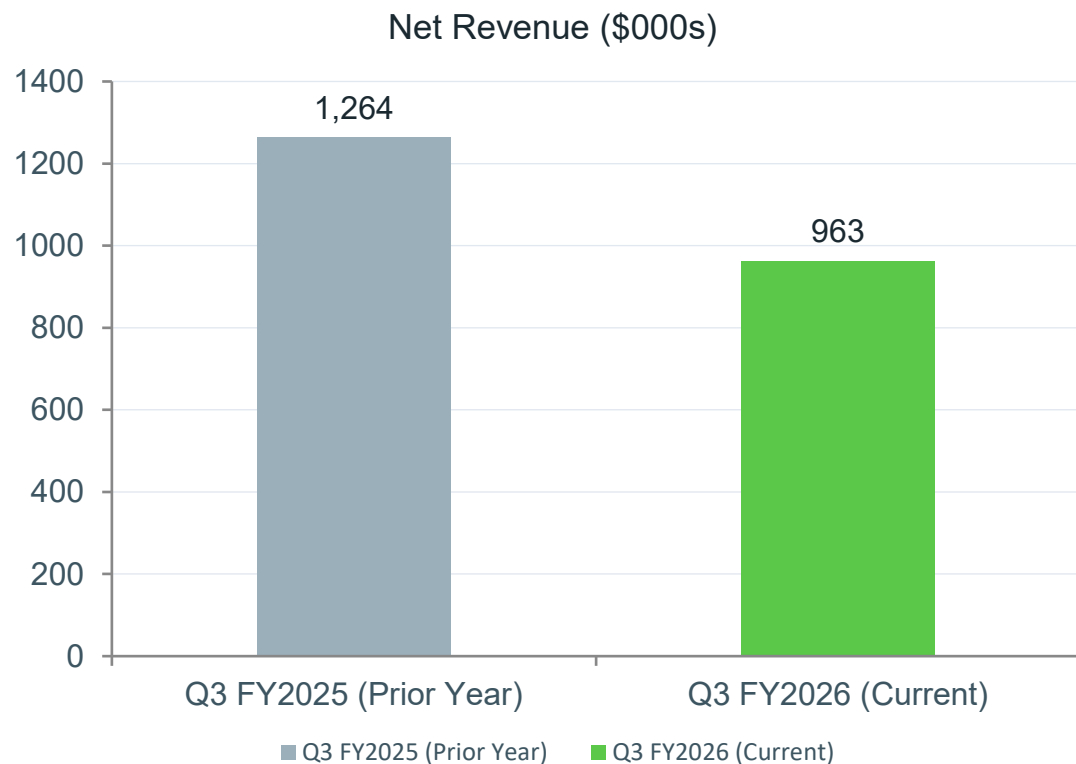
▲ \$1.0M increase

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

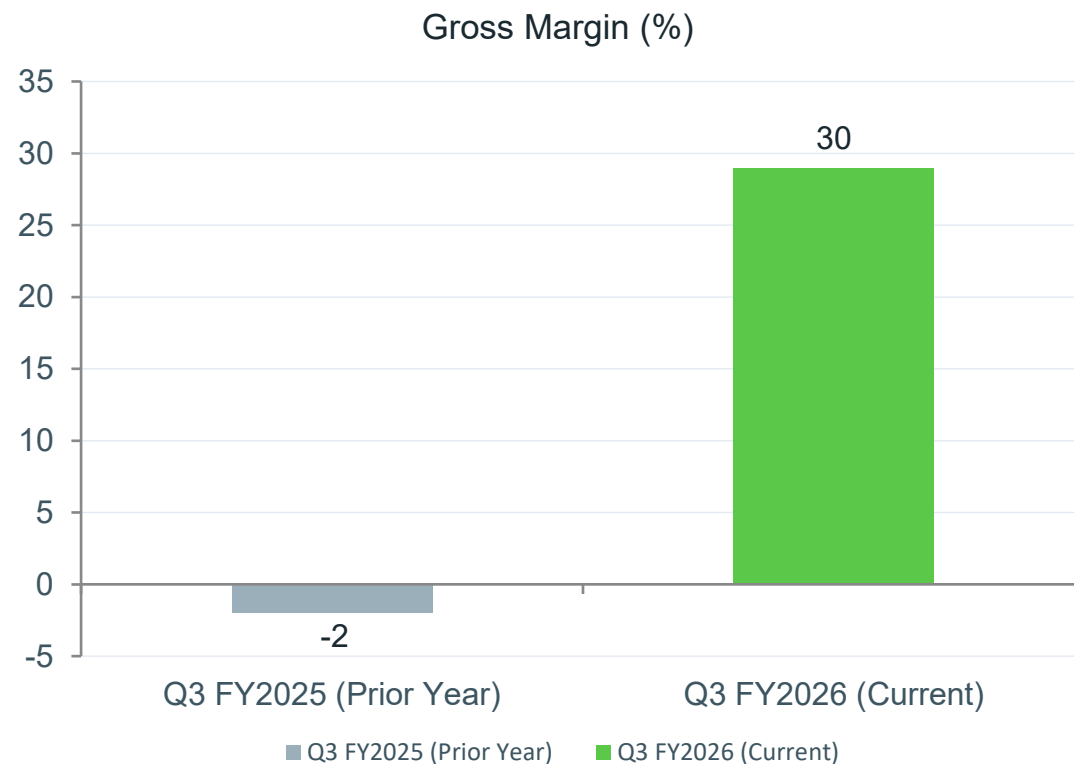
Note: Net loss in 9M FY2025 included ~\$4.7M one-time non-cash stock-based compensation expense

# 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**

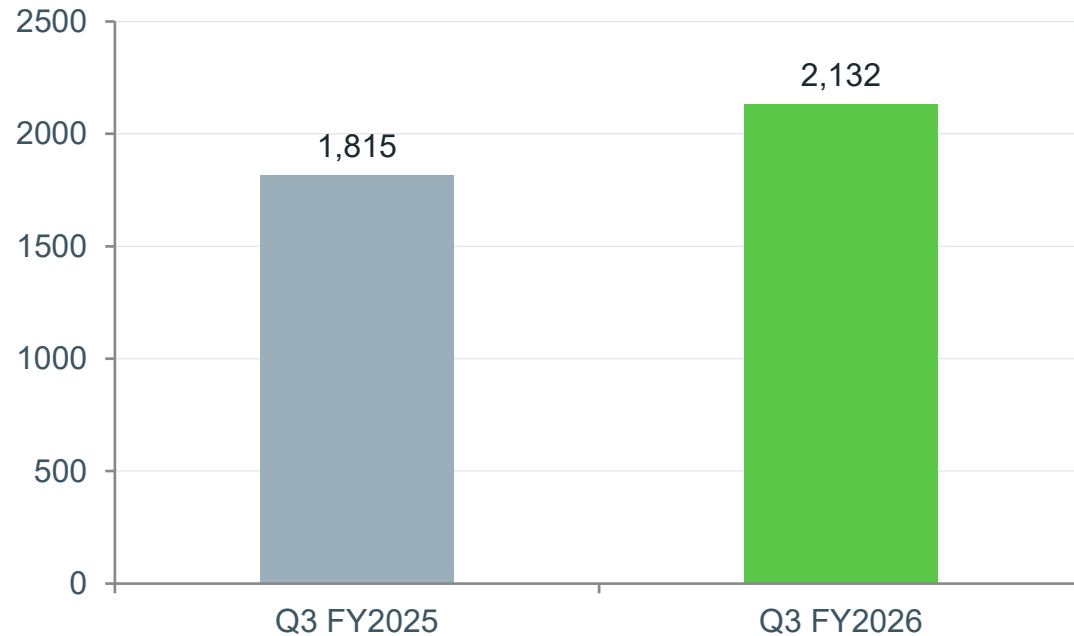


- ▲ **Margin Improvement: 30% vs. (2%)** — driven by increase in selling price and lower per-unit manufacturing overhead

# Operating Expenses & Net Loss

Three Months Ended December 31, 2025 vs. Prior Year

Total Operating Expenses (\$000s)



**G&A Expenses**

▼ \$0.1M decrease

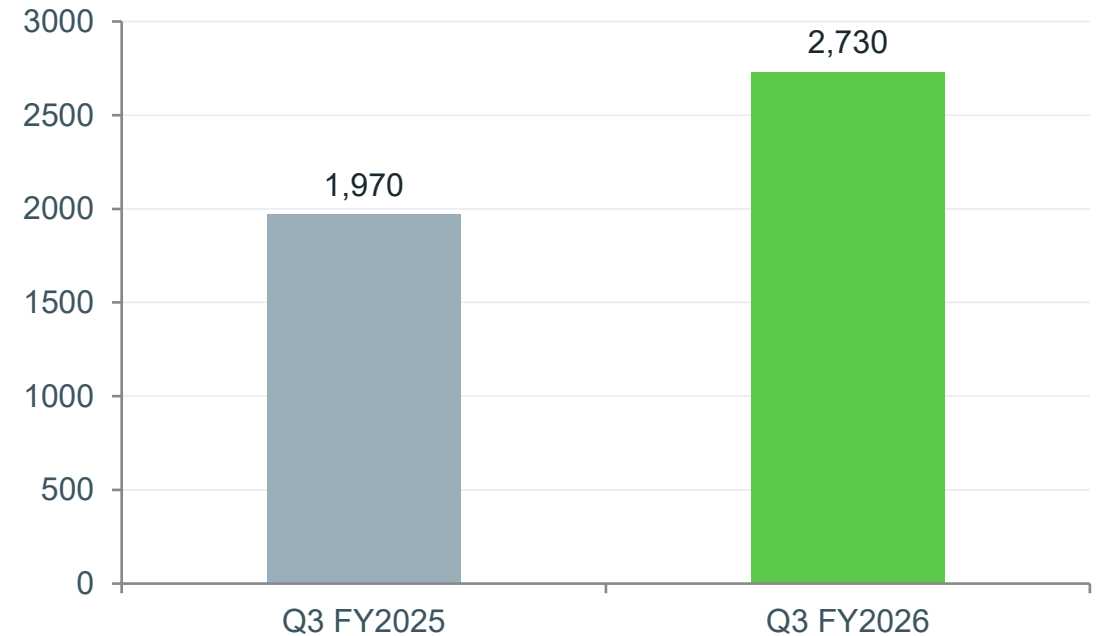
**R&D Expenses**

▼ \$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

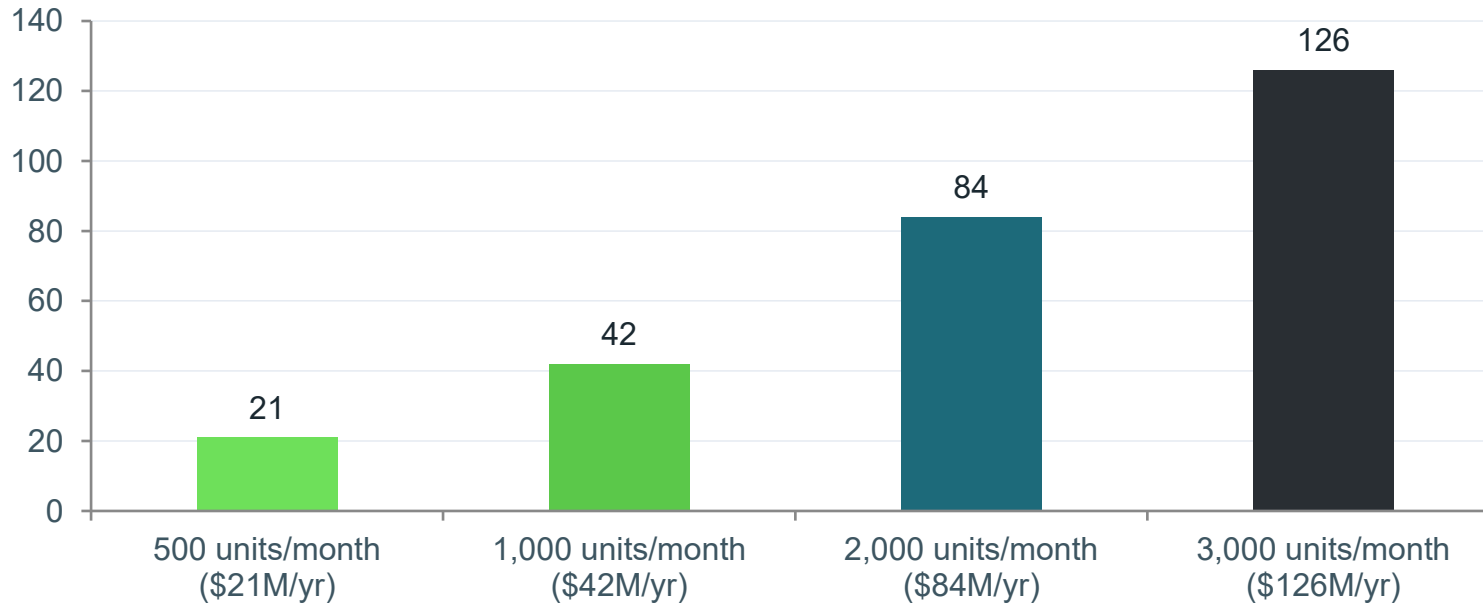
**\$3,495**

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

Chris Tyson  
Executive Vice President, MZ Group  
949-491-8235  
VTIX@mzgroup.us

Company Contact: Lauren Premo | [press@virtuix.com](mailto:press@virtuix.com) | [www.virtuix.com](http://www.virtuix.com)

# Virtuix