

Thruvision Group plc

Capital Markets Day

Based on Interim results to 30 September 2018

12 February 2019

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PEOPLE-SCREENING



Highlights

Good progress, with record sales, new “flagship” customers acquired and further orders received from existing customers. Approval by US Transportation Security Administration (“TSA”) provides significant validation of technology

- ▼ Revenues for the six months ended 30 September 2018 of £3.2 million, compared to £0.3 million in H1 2018
- ▼ Operating loss before tax reduced to £(0.8) million, down from £(1.7) million in H1 2018
- ▼ Additional investment in sales and engineering increasing cost base to £(2.1) million from £(1.7) million in H1 2018
- ▼ Record number of 60 Thruvision units shipped in the first half across our four target markets, compared to 3 in H1 2018
- ▼ New “flagship” customers including Los Angeles Metro following US Transportation Security Administration (“TSA”) approval, Sony, Next plc and The Hut Group
- ▼ £3.3 million cash returned to shareholders by way of a Tender Offer process in August 2018 reducing the number of Ordinary Shares in issue to 145,454,118
- ▼ Cash at 30 September 2018 of £12.6 million, with cash at 7 December 2018 of £11.7 million

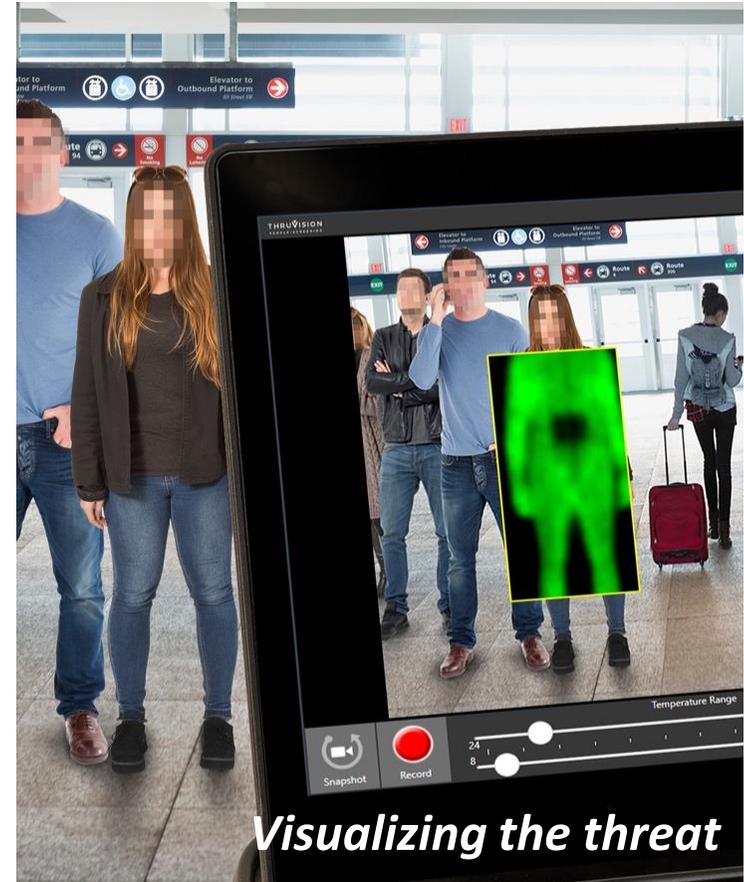
Key Metrics

	6 months ended, 30 September 2018	6 months ended, 30 September 2017	12 months ended, 31 March 2018
Total Revenue	£3.2m	£0.3m	£3.1m
Average Revenue Per Unit	£52k	£58k	£51k
Gross Profit	£1.2m	£0.0m	£1.1m
Gross Margin	39%	(7%)	34%
Overheads	(£2.1m)	(£1.7m)	(£3.7m)
Operating loss	(£0.8m)	(£1.7m)	(£2.6m)
Units sold	60	3	57
Number of staff	27	23	23

Introducing Thruvision ...

Passive Terahertz Technology for people security screening

- ▼ **Completely safe and respectful**
 - Specialist camera technology using **Thermal Contrast Recognition** algorithms
 - Reveals no anatomical details
- ▼ **High throughput, “stand-off” detection**
 - Shows **location, size, shape** of concealed items at up to **10m**
 - Detects all **metallic and non-metallic** materials
 - Screens up to **2,000** people per hour
- ▼ **Operationally proven**
 - Approved by **US Transportation Security Administration (“TSA”)**
 - Over **200** units sold worldwide over last 5 years
- ▼ **Market-leading, patented technology**
 - Offices in **Oxford, UK** and **Washington DC**



Visualizing the threat

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Offering a new solution to existing problems ...

Thruvision's unique capabilities provide a faster and safer way to detect contraband and weapons concealed in people's clothing

Detecting smuggling or theft

- ▼ Seeing a wide range items not picked up by metal detectors or other means
- ▼ Significant deterrent effect
- ▼ Measurable return on investment



Protecting against terrorist attack

- ▼ Seeing weapons and explosives at up to 10m away
- ▼ Screening people as fast as possible to minimise queuing



Loss Prevention

Reducing staff theft at retail and logistics distribution centres

Market characteristics

- ▼ Many customers, each with many sites
- ▼ Clear return on investment, giving relatively short sales cycle
- ▼ Increasing problem given shift to online retailing

Progress in H1 2019

- ▼ Delivered 11 units
- ▼ Added **Next, JD Sports, Sony and The Hut Group** as customers
- ▼ Repeat purchasing by existing customers, **Hermes and Boots**
- ▼ Won **"Best Newcomer" Award** at influential Retail Risk Fraud Awards 2018

Sony DADC

Sony DADC selects Thruvision to reduce risk to the 3,000,000 discs shipped daily through their global network



Concealed DVD detected by Thruvision staff screening process taking 8 seconds per person

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Customs

Screening travelers for prohibited items at all types of international border

Market characteristics

- ▼ National government agency customers, principally looking for cash, drugs and other contraband
- ▼ Politically important for many customs agencies, but long sales cycles

Progress in H1 2019

- ▼ Delivered 14 units
- ▼ Initial pilot order from **China** and repeat purchase from **Vietnam**
- ▼ Completed installation and commissioning of previous large order from **Hong Kong Customs**
- ▼ Completed successful trials with **US Customs and Border Protection (“CBP”)**

Further units deployed, with
Hong Kong Customs



Deployment of Thruvision in HK, connecting to China's new rail infrastructure

Transportation

Deterring terrorist attacks to the mass transit and airport infrastructure

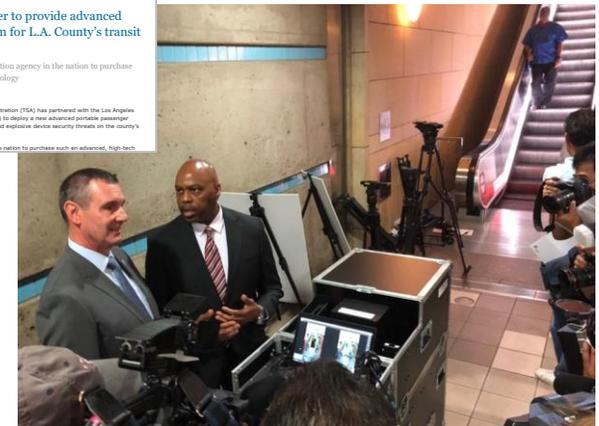
Market characteristics

- ▼ Covers railway, subway, ports, and airports
- ▼ General counter-terrorism use requiring development of new concepts of operation

Progress in H1 2019

- ▼ Delivered 25 units
- ▼ Significant follow-on order from **Philippines** for airport concourse protection
- ▼ Key order from **Los Angeles Metro**, based on public approval by TSA for general use
- ▼ Since period end, started trials programme with TSA looking at more highly regulated aviation checkpoint security screening

TSA and LA Metro select Thruvision to provide advanced passenger screening system to keep traveling public safe



Admiral Pekoske (TSA Administrator) and Phil Washington (CEO LA Metro) launch Thruvision at press conference in August 2018



Entrance screening

Balancing visitor throughput with security assurance at both public and private sites

Market characteristics

- ▼ Large number of potential uses across all types of facilities ranging from high security buildings to public venues
- ▼ Wide range of security threat detection requirements

Progress in H1 2019

- ▼ Delivered 10 units
- ▼ Two projects, both to **China**, covering high security building and public venue respectively
- ▼ Approved by **UK Government's new "High-footfall Security" programme** to protect public areas

Farnborough selects Thruvision to speed up security for visitors to UK's premiere aviation industry showcase



Walk-through security lane at Farnborough significantly reduced queues and improved visitor experience

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Routes to market ...

Ongoing refinement of our go-to-market strategy

▼ US Government

- Good progress made in terms of strengthening and deepening our relationships, especially with TSA and Customs and Border Protection (“CBP”)

▼ China

- Working with local technology partners and have also successfully delivered two projects through specialist security system integrator

▼ Loss Prevention

- Continue to engage directly with a wide range of mostly multi-national retailers and third-party logistics providers
- Signed North American loss prevention integration partner with significant experience in people-screening market

▼ Broader international sales

- Increasing brand awareness generating month-on-month increases in inbound international enquiries from both end customers and scale system integrators
- Have refreshed network of value-added resellers covering Australia, Philippines, Israel and KSA

Summary ...

- ▼ Business is trading in line with expectations
- ▼ Our confidence in the size of this new international, people-screening security technology market has continued to increase
- ▼ TSA's approval of Thruvision positions us very well to take a leading role in this emerging market
- ▼ Internal work to expand manufacturing and to maintain healthy R&D well in hand
- ▼ We remain confident that the opportunity exists to drive the rapid, organic and profitable growth of Thruvision