



BUILDING THE BEST
METAVERSE ON MOBILE

WE'VE BUILT 400+ EVENTS WITH 160,000 USERS IN <2 YEARS

Revenue

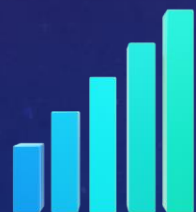
- 1.8 Million €
- 2,500 € Average Sale Price
- 140,000 € Largest Event

Traction

- +450 Events
- 160,414 Registered Users in Virtway Events
- 700,000 downloads in all apps
- 28 Countries

Market

- 5 Fortune 50 Companies
- 49 Certified Partners
- 37 Partners-in-Training






We've built Virtway without any marketing budget and acquired users only through SEO tactics.



MOST METAVERSE TECHNOLOGIES ARE NOT READY TO SCALE

REASONS:

-  They have limited functionality such as avatars, walk & talk and screen share – no customization and looks like games from 2000.
-  Can only connect a few hundred users in one session, less than 80 on mobile devices.
-  High rendering cost in cloud, limits the scalability.



WITH VIRTWAY, YOU GET THOUSANDS OF USERS EVEN ON MOBILE DEVICES



Our Technology

- Our tech renders on the device with the most efficient CPU & RAM usage in the market.
- We connect 1000+ users in the same room on a mobile device, while our competitors can only connect 50.
- We have created events for 2500 simultaneous users in the same private world, and are getting ready for unlimited users
- We've built enterprise-ready functionalities (not just walk & talk)

What we do

- Our avatars & environments look like the best video games



THE TOP COMPANIES IN THE WORLD

TRUST VIRTWAY



- We've run events with some of the largest organizations in the world
- Users love our platform and highly recommends us



TECH PARTNERS WANT TO SELL OUR PLATFORM

- Our biggest partners are Accenture and NTT Global
- Through our partners, we sell licenses to customers
- We have 49 consultants certified and another 46 in training



THE MARKET IS BOOMING AND IS WORTH \$68B NOW & WILL BE WORTH \$1.3 TRILLION IN 2030

Mobile NOW >> VR next

The metaverse will be mobile for many years due to the huge difference in number of devices.
Also, mobile market share is bigger than desktop

Type	Number of devices
Mobile devices (source)	15 Billion
VR headsets (source)	19 Million

The future of the metaverse is in **mobile apps**

Alix Carman, Content Writer, Adjust, Sep 9, 2022.

VB Events GamesBeat Data Pipeline GamesBeat Summit Next 2022 Become a Member

GamesBeat


Guest

5 ways to build the mobile gaming metaverse

Erno Kiiski

August 1, 2021 6:16 AM

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The metaverse is coming, according to Mark Zuckerberg.
Image Credit: Unit 2 Games Limited

Want latest Adjust

GamesBeat Summit Next 2022

Join gaming leaders live this October 25-26 in San Francisco to examine the next big opportunities within the gaming industry such as esports, user-generated content, influencers, and more.

Were you unable to attend Transform 2022? Check out all of the summit sessions in our on-demand library now! [Watch here.](#)

“One thing is sure, and it’s the fact that mobile is likely to be the primary platform for the metaverse if we’re going to give people the ultimate freedom to experience its immersive wonders anytime and anywhere.”

VentureBeat



SIMILAR COMPANIES HAVE GROWN QUICKLY

Virtway is the only metaverse that can connect **1000+ users on mobile devices in the same room** creating authentic amazing social experiences.

Company	Traction	Mobile version
Decentraland	\$444,540,170 (sold goods)	No
Otherside	\$815,204,820 (sold goods)	Using expensive cloud gaming tech
The Sandbox	\$344,317,044 (sold goods)	No
IMVU	<u>\$100M to \$500M</u> valuation	32 users
Avakin	<u>\$120M</u> valuation	32 users
Spatial.io	<u>Raised \$50M</u>	50 users



Check out [this video](#) with 1200 users connected in the same room at a live concert on an iPhone



THE VIRTWAY TEAM



Jose Antonio Tejedor

[Linkedin](#)

CEO & Cofounder



Jose Antonio Prada

[Linkedin](#)

CIO. Full Stack Developer. 20 years Experience.



Carlos Cuesta

C++ leader. 15 years Experience



Jose Francisco Rodriguez

[Linkedin](#)

Unity Leader. 15 years Experience.



Danielle McConnell

[Linkedin](#)

Marketing Director. 10 years experience



Nacho Dieste

[Linkedin](#)

Sales Director Latam. 10 years experience

ADVISORS



Marcos Carrera

[Linkedin](#)

Digital assets | Tokenization | DeFi | web3.0 | Corporate venture capital



Iván Fernandez Lobo

[Linkedin](#)

Founder Gamelab and Meetaverse. Video games and metaverse strategist. Professional and business events consultant. Public Policy advisor. Entrepreneur.



Simon Olson

[Linkedin](#)

10 years of building startups and investing in deep tech. • Prev. head of innovation at KPMG and CVC at TietoEvy. • Built one of the world's largest AI hack.



FINANCIALS

These calculations are based on the following data:

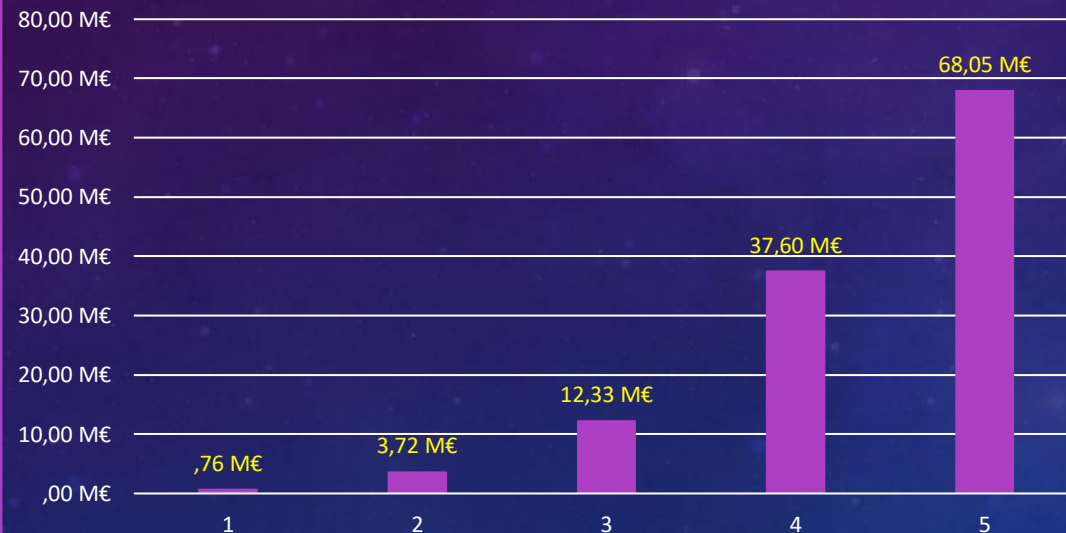
- Average cost per paid lead: 80€
- Lead conversion ratio into sales: 10%-15%
- % of event customers buying a subscription: 30%
- % of event customers repeating a single event next year: 40%

Average price per event: 3,000€

Average price per subscription: 500€ / month

***Based on our own research & market experience**

B2B. Revenue per year



Most of our customers start with PoC and one-time events and then turn to subscriptions for a more habitual use.

Concept	Amount
Number of subscriptions sold in 2022	18
Total revenue	52,000€
Average price per month (increasing)	604€

Revenue & profit will be highly affected by customer acquisition costs, lead conversion ratio, % of subscription and % of repeating customers. Those elements will be key indicators for the future.



WE ARE RAISING 1M€ TO...

Scale up sales

- Marketing online
- Increase partner network
- Increase sales team (especially in USA, the most profitable market)
- Sell subscriptions online (self-serve)
- Reduce sales cycle from 6 weeks to 1 week

Launch an ICO/STO

- STO
- Create a Token
- Sell NFTs



FUNDING ROUNDS



Seed Funding. Equity

1M€
(Pre-money Valuation 10M€)



Seed Funding. STO

1M€
(Pre-money Valuation 10M€)



Private Sale A type
(VC Investor)

5M€
(Pre-money valuation 22M€)
Will receive 50% value in Tokens



Private Sale B type
(VC Investor)

10M€
(Pre-money valuation 50M€)
Will receive 25% value in Tokens

We have confirmed interest to participate on the ICO from different funds and crypto experts





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