# Interim Results 2024/25

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### Agenda

- Overview
- ► Financials
- Divisions
- ► AI

## Strategy

Outlook

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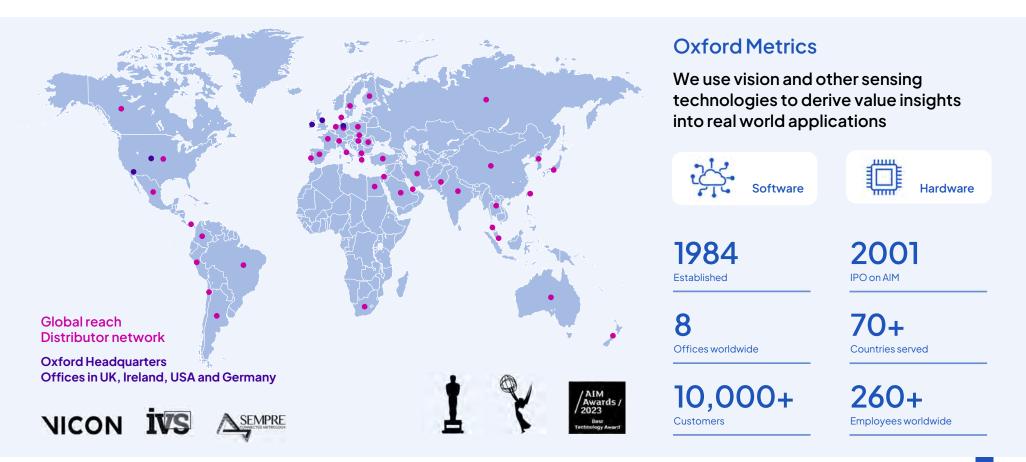
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#### Oxford Metrics - Smart sensing and software group



#### H1 FY25 divisional highlights

#### Motion capture

Vicon Markerless launched in March

Initial feedback continues to be positive with demos underway

Dreamscape Immersive's latest VR experience already powered by Vicon Markerless

New contracts for Vicon's marker-based system across all main markets and geographies

Post period end:

Markerless opportunity pipeline building with modest revenues expected in FY25

Launched Active Crown, delivering fast and precise camera tracking for virtual production

New Vicon products in the pipeline

#### Smart manufacturing

Multiple contracts across aerospace, medical, pharmaceutical, and automotive

Strengthened division via acquisition of The Sempre Group Holdings Ltd

Appointed Dr Simon Gunter as managing director to lead and grow the division

Post period end:

Completed acquisition of Amber Optix Ltd up to £0.8m

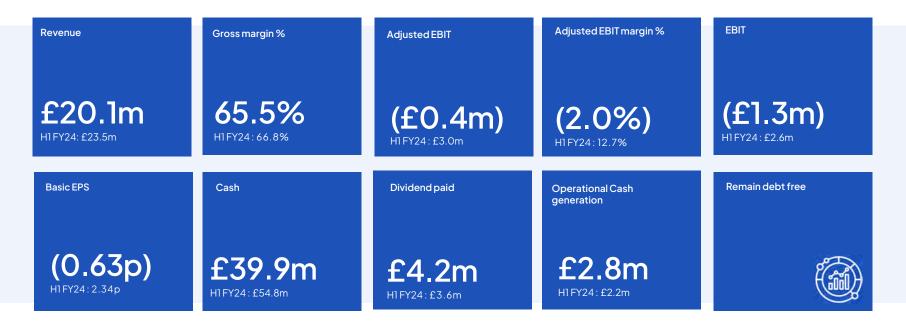
Strengthening our product portfolio

Good H2 visibility with a building orderbook and pipeline beyond the current financial year



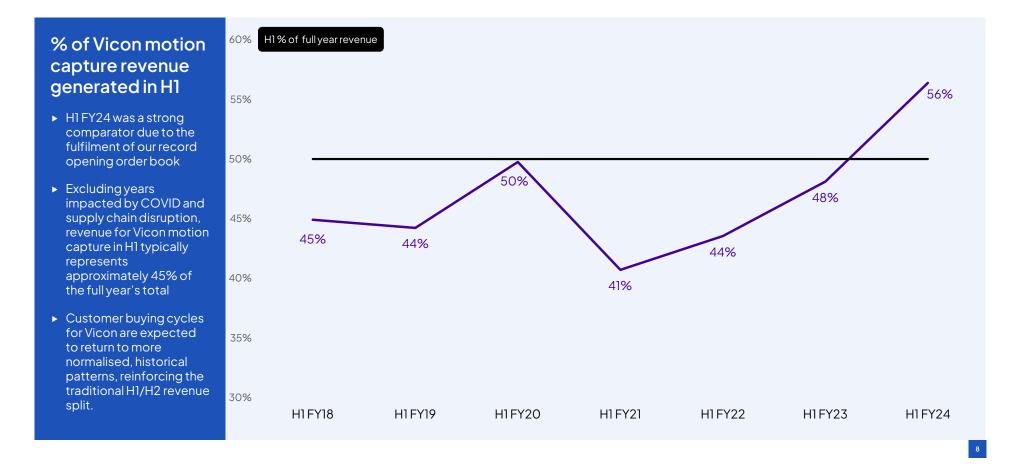
## **Financials**

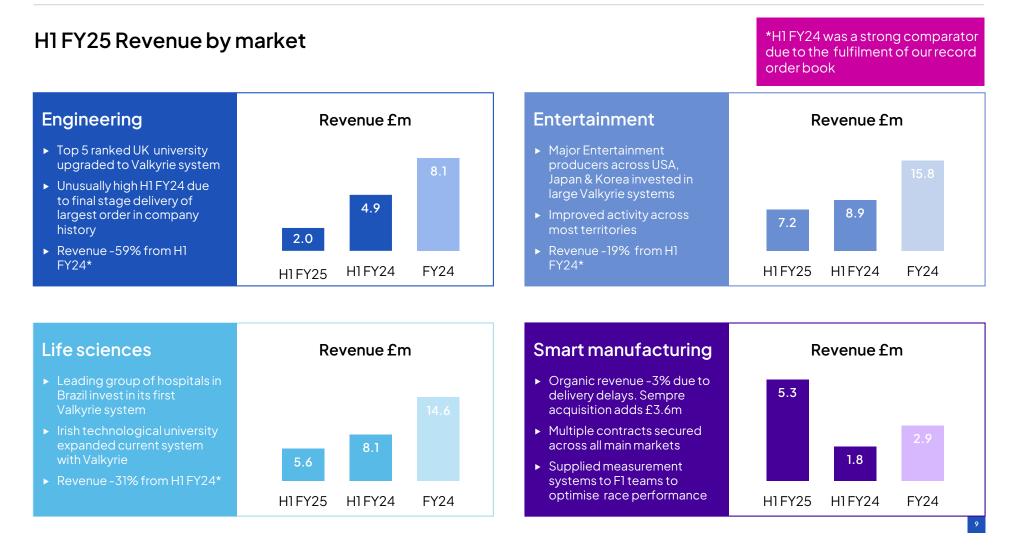
#### H1 FY25 financial headlines



\* Adjusted (Loss)/Earnings before Interest and Tax, adjusted for share-based payments, amortisation of intangibles arising on acquisition and exceptional costs.

#### A closer look at H1 weighted revenues

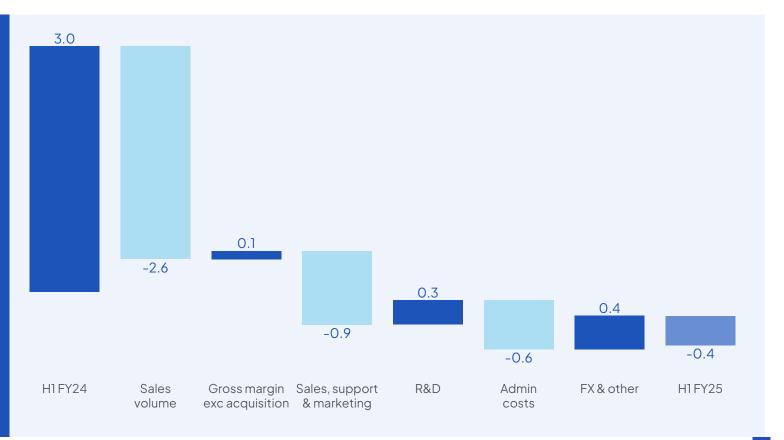




#### Adjusted EBIT bridge H1 FY24 vs H1 FY25

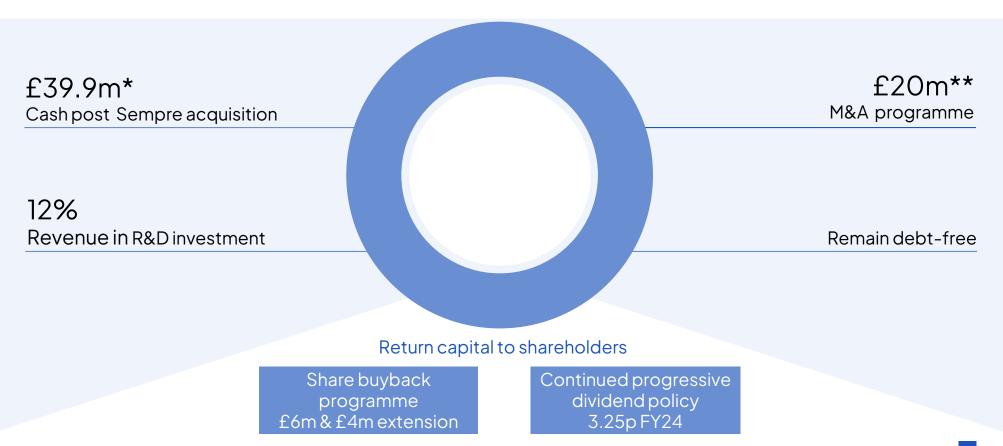
#### H1 FY24 vs H1 FY25

- Adjusted EBIT provides a more consistent comparison of trading between the financial periods of the Group and removes nonoperating costs
  - Decreased in the period by 113% to a loss of £0.4m (H1 FY24: profit £3.0.m)
- Sales, support & marketing increase from ongoing operational cost of Sempre acquisition and investment in the customer facing operations
- R&D costs net of £1.8m of capitalised costs at £2.5m slightly below last years costs for H1 of £2.5m
- ► Administration costs benefitted from cost savings executed late H2 FY24 and early H1 FY25 within the Vicon business being offset with costs attributable to Sempre



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#### **Capital allocation**

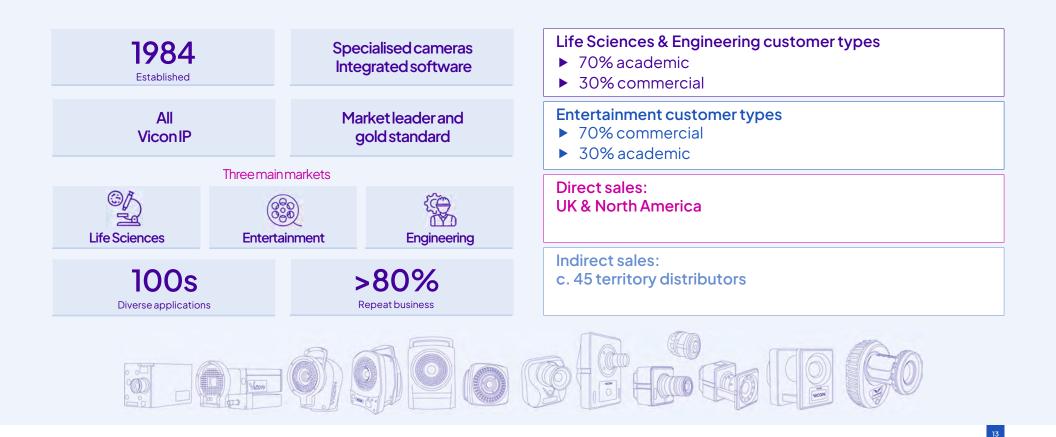


\*£39.9m cash as of 31 March 2025 including effect of Sempre acquisition and share buyback c. £3.6m. \*\*£20m minimum for M&A programme



#### Motion capture

## NICON



#### A diversified international customer base

## NICON





Life Sciences



### Vertical markets and use cases

## NICON

Entertainment	<ul> <li>Content creation for games and v-tubing</li> <li>Visual effects in film and streaming episodic tv</li> <li>Location-based Entertainment- interactive gaming, immersive VR, augmented experiences, e-learning, luxury goods, training</li> </ul>
Life Science	<ul> <li>Clinical gait analysis</li> <li>Biomechanics</li> <li>Sports Research</li> <li>Product Design - sports apparel, shoes</li> </ul>
Engineering	<ul> <li>Robots &amp; Drones</li> <li>Control system design and validation</li> <li>Product Design &amp; Testing – automotive, aerospace</li> </ul>

#### Case study: Sports performance - Saucony

## VICON

Found in 1898, Saucony is a manufacturer of high-performance running shoes.

Saucony use markerbased motion capture to help improve performance of athletes and in the development of their newest running shoes.

"Small, subtle changes could make a big difference over the course of a marathon."

Malindi Elmore,

Elite marathon runner and Saucony athlete



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#### Successful launch of Vicon Markerless in March 2025



"The new markerless system from Vicon has significantly accelerated our creative process, enabling us to reach results faster. We now receive mocap data much more quickly than before, which allows our artists to experiment with new ideas in a fraction of the time. This streamlined workflow not only fosters creativity but also enhances our ability to iterate efficiently and fine-tune performances."

**Ben Kolakovic, Virtual Production Operations Manager** Industrial Light & Magic



"We use Vicon Markerless as a creative sketchbook, testing ideas instantly before committing to a full shoot. It shortens the feedback loop, giving directors a tangible hand in the previsualizations. This empowers our team to make smarter, faster, creative decisions – driving better results."

Vincent Aupetit, Creative Director Framestore Pre-Production Services (FPS)











#### Case study: Dimension and Vicon Markerless

## VICON

Dimension tested Vicon Markerless to see if it enabled their teams to instantly capture motion data, so that their directors, animators, and visualization teams could work faster and more efficiently.

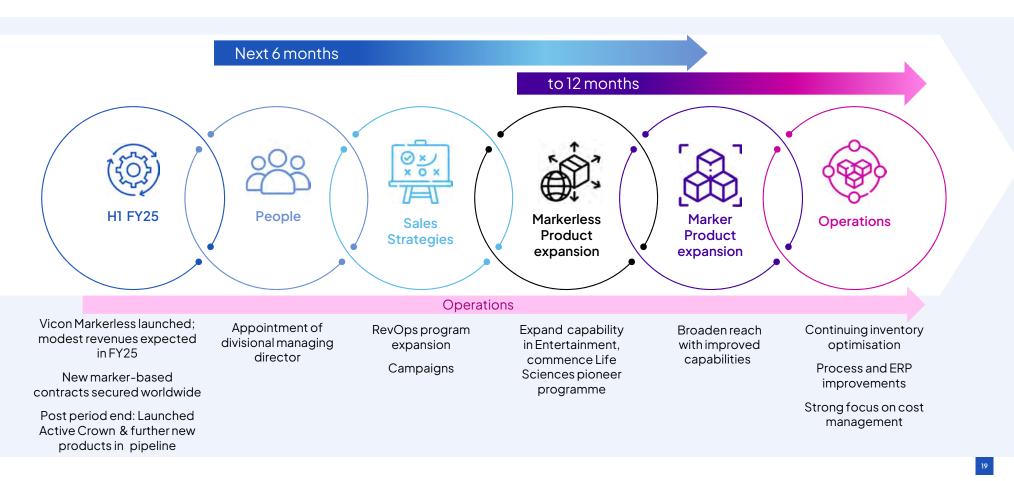
"The great thing about the Vicon Markerless system is that we can put talent straight onto the performance capture stage and very early start testing creative ideas."

Simon Windsor, Co-Founder & Co CEO, Dimension | DNEG360



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#### Positioning Vicon to capitalise on growth opportunities



## Smart manufacturing

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## Smart manufacturing

Metrologyanc	l vision systems	Customers	Markets and use case examples
<b>2000</b> Both companies established	500+ Customers	Johnson Johnson	<ul> <li>Aerospace</li> <li>Automated quality control of aircraft components</li> <li>Inspection of aircraft parts to ensure standards</li> </ul>
2023 IVS acquired	2024 Sempre acquired	AMRC Advanced Manufacturing Advanced Manufacturing The world at your finger tips The world at your finger tips The world at your finger tips Despart to be the spark of	<ul> <li>Automotive</li> <li>▶ Quality control on EV production lines</li> <li>▶ Component measurement to meet precise F1 specs</li> </ul>
IVS Vision IP	Sempre Sales, distribution, service	Elementsix BD BD Stryker DENSO	<ul> <li>Automated contact lens inspection</li> <li>Inspection of medical device components</li> <li>Precision Engineering</li> <li>Precise measurement of highly complex parts</li> <li>Quality control of manufactured components</li> </ul>
<b>75%</b> Repeat business	<b>35m</b> Lenses inspected weekly	JAGUAR	<ul> <li>Pharmaceutical</li> <li>Automated inspection of Inhaler production</li> <li>Packaging code reading and traceability</li> </ul>

#### Case study: Contact lens inspection

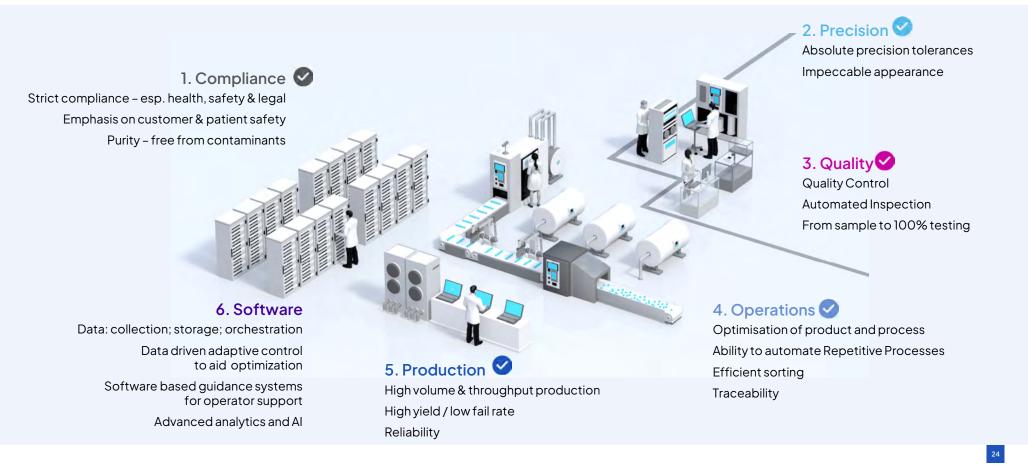
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#### Case study: Medical device measurement

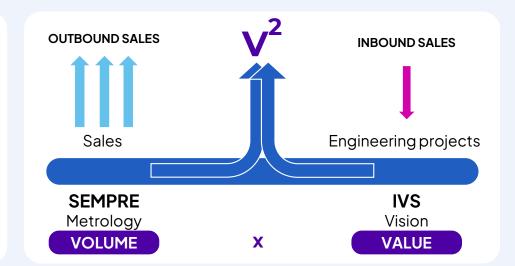


#### Our technologies add value to many aspects of manufacturing



#### Turning projects to products, building an engine for growth

- Combine sales ability with engineering deliverables
- Enhance our ability to turn high value projects into volume sales
- Drive non-linear growth maximising the efficient output of our development engine
- Optimise order to revenue cycles



#### Examples:

Medical	Contact lens inspection systems
Automotive	Bore inspection system for high-performance vehicles
Defence	Sorting / filtering system identifying non-conforming parts

#### Bringing together capabilities for growth





#### GenAl and Vicon technology in content creation



Gen Al tool: Quickly articulate creative visions, storyboards and ideas

#### Vicon Markerless: Idea iteration, rehearsals and rapid prototyping

#### Vicon Hybrid system: Markerless + Markers help with more challenging movements as the technology develops

Vicon Marker system: Full performance capture, multiple characters, directed movements, complex and highly detailed

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Increasing movement complexity & control

#### MARKET DYNAMICS: Content Creation Market

Generative Al tools	<ul> <li>Text to image or video - e.g. Runway, VEED</li> <li>Motion Creation - e.g. DeepMotion, ChatPose</li> <li>GitHub repos and lots of start ups</li> <li>Quality improving but movement complexity, nuance and control lacking</li> </ul>
IP & Copyright concerns	<ul> <li>AI-generated motions based on existing performances could raise questions about originality and rights, complicating legal and ethical considerations</li> <li>E.g., Disney &amp; Universal suing Midjourney</li> </ul>
Opportunities for Vicon	<ul> <li>Use AI tools to enhance our solution providing quality improvements</li> <li>Combining mo-cap with AI-generated motion allows for novel, cost-effective, and creatively rich animations</li> <li>Leveraging Vicon data to create a Motion Generation Tool</li> </ul>

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#### GenAl in our other markets

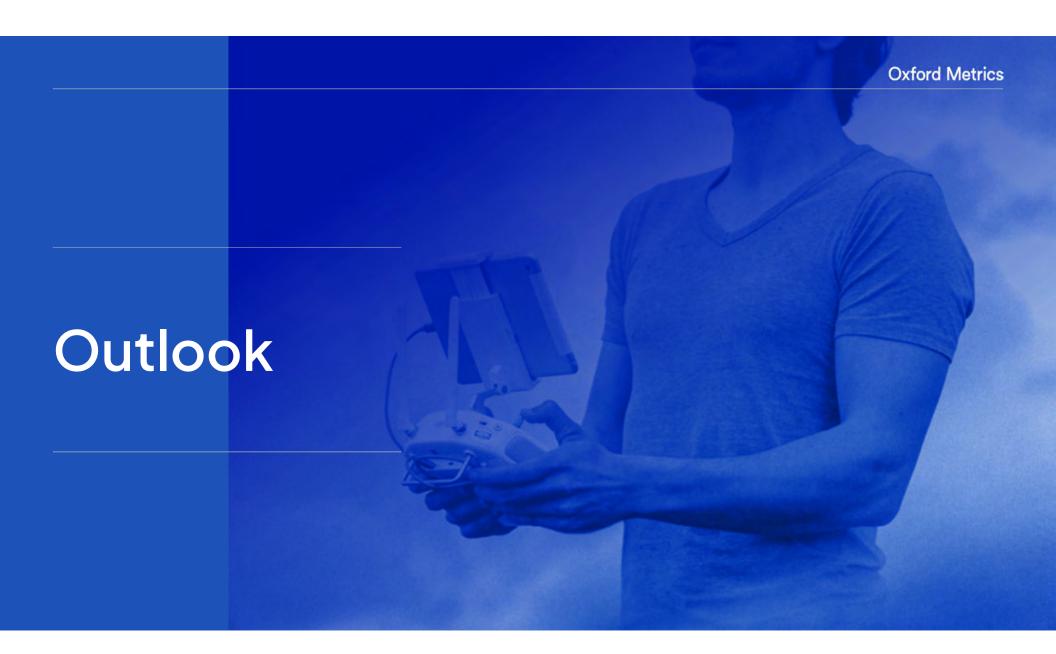
In Engineering	<ul> <li>Deterministic systems needed for measurement with the highest accuracy and lowest latency for control loops (Vicon)</li> <li>GenAl assists with data analysis and simulations</li> </ul>
In Life Science	<ul> <li>Human movement is a complex, biological process</li> <li>Accurate AI replication will require overcoming significant challenges</li> <li>Human movement is individual therefore deterministic systems (markers) and specialised AI (markerless) still needed (Vicon)</li> <li>AI is used for simulation and diagnosis assistance</li> </ul>
In Smart Manufacturing	<ul> <li>Must measure the actual part in situ</li> <li>OM uses AI to enhance vision solution</li> <li>Gen AI enhances integration and downstream data analysis</li> </ul>

## Strategy

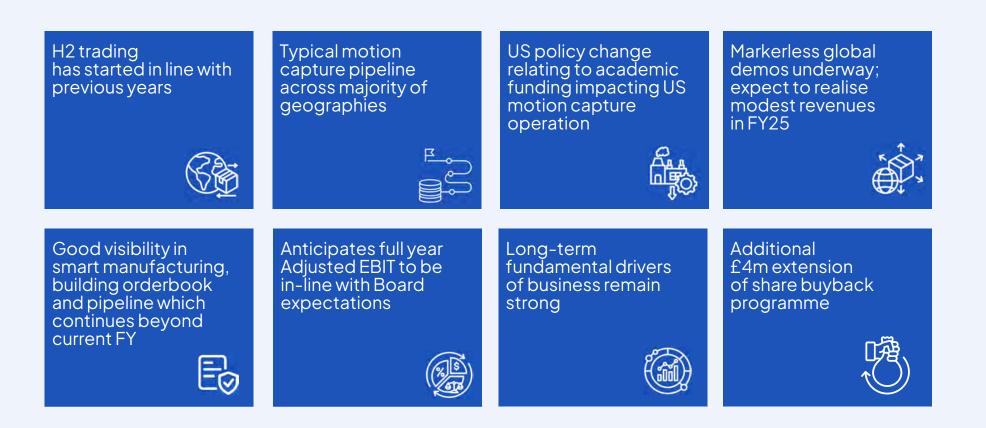
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## Strategic focus

Motion capture	Smart manufacturing	Group
<ul> <li>Core business - profitable and reliably cash generative</li> <li>Agile execution of markerless opportunity</li> <li>Markerless for Life Sciences and core marker technology optimised</li> </ul>	<ul> <li>Combine capabilities, build a growth engine and scale</li> <li>Be the precision / vision provider across multiple aspects of quality and manufacturing processes</li> <li>Establish product-driven approach supported by development roadmap</li> <li>Selective M &amp; A to accelerate our ambition</li> </ul>	New three-year plan being formulated
6 – 12 months	6 – 12 months —	• 6 months
<ul> <li>Grow markerless sales including ARR</li> <li>Start Life Sciences Markerless Pioneer Programme leading to product launch</li> <li>Further inventory reduction</li> <li>Optimisation of working capital</li> </ul>	<ul> <li>Clear progress - 'Projects to products'</li> <li>Upsell / cross sell opportunities; capitalise on current sectors</li> <li>Order to revenue cycle optimised</li> <li>1-2 M&amp;A deals</li> </ul>	<ul> <li>Three-year plan expected to be launched at full year results</li> </ul>

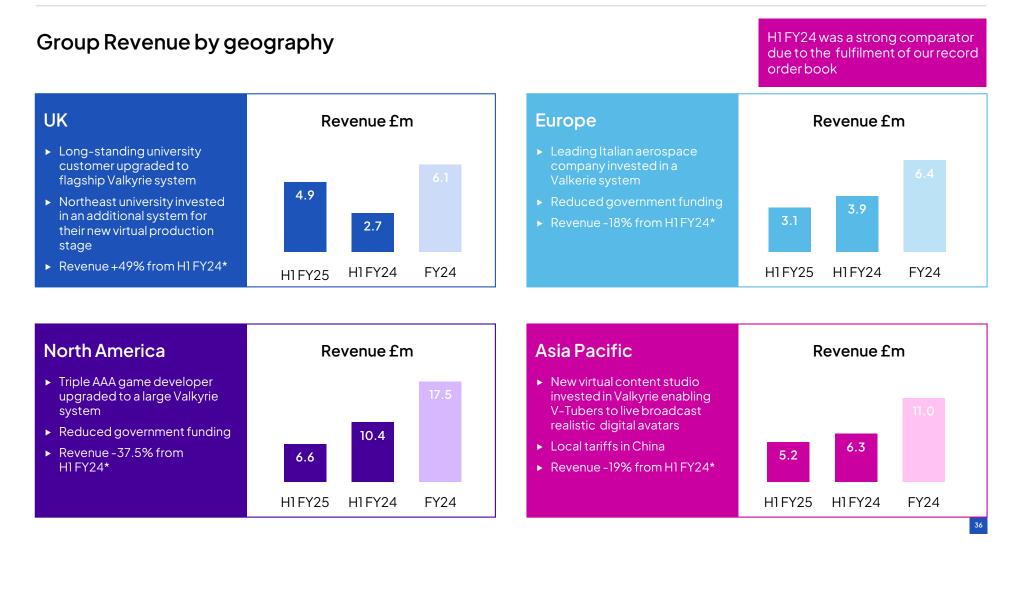


#### Outlook and H2 priorities



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#### Established\* motion capture competition

## NICON

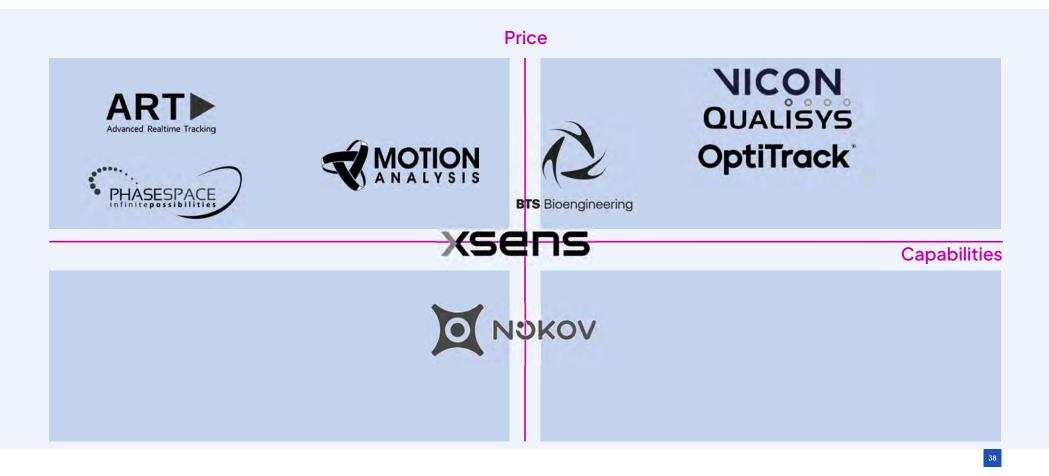
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\* Optical marker or inertial measurement unit motion capture

#### Marker based competitors

## NICON



#### Markerless motion capture market – Content Creation (selected competitors)

NICON

Generative Al	<ul> <li>Runway</li> <li>Many others</li> </ul>
Specialised Al	<ul> <li>Vicon, move.ai, Thia, Captury</li> <li>Deepmotion, Yoom</li> </ul>
Broadcast specific	<ul><li>EA Sports</li><li>Sony</li></ul>



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#### Disciplined and consistent M&A strategy

#### **Identify targets**

- ► Invest in non-linear growth
- Clear product and technical synergies – software oriented
- Proven market acceptance of technology and service
- Robust operations and delivery capability
- Able management teams with a growth mind-set
- Can accelerate company growth and delivery engine

#### LEVERAGE STRONG NETWORK OF ADVISORS



## Value creating M&A Sense. Analyse. Apply.



RIGHT ACQUISITION. RIGHT PRICE. RIGHT REASONS.

#### Strict financial criteria

- Disciplined valuation
- Attractive actual or potential cashflow metrics
- Good-to-high revenue visibility or a dominant position in a niche market
- ► Use of earnouts
- Screen and reject many targets

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## Group income statement

	S	ix months ended 31 March 2025	Six months ended 31 March 2024 Restated	Year ended 30 September 2024
		(unaudited)	(unaudited)	(audited)
	Note	£'000	£'000	£'000
Revenue	2	20,115	23,523	41,459
Cost of sales		(6,943)	(7,806)	(13,868)
Gross profit		13,172	15,717	27,591
Sales, support and marketing costs		(5,425)	(4,531)	(8,795)
Research and development		(2,534)	(2,676)	(5,152)
Administrative expenses		(6,548)	(5,908)	(12,920)
Operating (loss)/profit		(1,335)	2,602	724
Finance income		818	1,199	2,334
Finance expense		(149)	(132)	(276)
(Loss)/profit before taxation		(666)	3,669	2,782
Taxation		(148)	(598)	149
(Loss)/profit from continuing operations		(814)	3,071	2,931
Loss from discontinued operations, net of tax		(472)	(1,659)	(2,173)
(Loss)/profit for the period attributable to owners of the parent during the period		(1,286)	1,412	758
(Loss)/earnings per share for profit on continuing operations attributable to owners of the parent during the year				
Basic (loss)/earnings per share (pence)	6	(0.63)p	2.34p	2.24p
Diluted (loss)/earnings per share (pence)	6	(0.63)p	2.31p	2.22p
(Loss)/earnings per share for profit on total operations attributable to owners of the parent during the year				
Basic (loss)/earnings per share (pence)	6	(1.00)p	1.08p	0.58p
Diluted (loss)/earnings per share (pence)	6	(1.00)p	1.05p	0.56p

## Group balance sheet

		31 March 2025	31 March 2024	30 September 2024
		(unaudited)	(unaudited)	(audited)
	Note	£'000	£'000	£'000
Non-current assets				
Goodwill and intangible assets		23,786	17,242	18,714
Property, plant and equipment		3,292	3,191	3,257
Right of use assets		3,704	4,120	3,534
Financial asset – investments		236	236	236
		31,018	24,789	25,741
Current assets				
Inventories		8,116	9,032	7,737
Trade and other receivables		9,356	8,019	8,932
Current tax debtor		487		425
Fixed term deposits		25,000	44,000	30,000
Cash and cash equivalents		14,860	10,754	20,723
		57,819	71,805	67,817
Assets classified as held for sale		-	407	
Current liabilities				
Trade and other payables		(9,700)	(8,781)	(7,344
Current tax liability		-	(371)	(124
Deferred consideration payable		(1,157)	(436)	(436
Lease Nabilities		(1,357)	(1,214)	(1,174
		(12,214)	(10,802)	(9,078
Liabilities directly associated with assets classified as held for sale		-	(70)	
Net current assets		45,605	01,340	58,739
Total assets less current liabilities		76,623	86.129	84,480

Non-current liabilities				
Other liabilities		(1,029)	(1,302)	(848)
Lease liabilities		(2,626)	(3,177)	(2,601)
Provisions		(67)	(52)	(59)
Deferred tax liability		(2,582)	(1,652)	(1,879)
		(6,304)	(6,183)	(5,387)
Net assets		70,319	79,946	79,093
Shares to be issued	,	65	65	
Capital and reserves attributable to the owners of the Share capital	7	313	329	329
Share premium account		05	05	65
		19.494	19 494	65 19 494
Merger reserve		19,494 870	19,494 870	65 19,494 870
				19,494
Merger reserve		870	870	19,494 870
Merger reserve Retained earnings		870 48,927	870 58,347	19,494 870

#### **Oxford Metrics**

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## ${\it Group\, cash\, flow}$

	Six months ended 31 March 2025	Six months ended 31 March 2024	Year ended 30 September 2024
	(unaudited) £'000	Restated (unaudited) £'000	(audited) £'000
Cash flows from operating activities			
(Loss)/profit for the period from continuing operations	(814)	3,071	2,931
Loss for the period from discontinuing operations	(472)	(1,659)	(2,173)
Total (loss)/profit for the period	(1,286)	1,412	758
Income tax expense/(credit)	148	598	(216)
Finance income	(818)	(1,199)	(2,334)
Finance expense	149	132	276
Depreciation and amortisation	2,351	1,862	4,072
Impairment of intangible assets		1,076	1,273
Share based payments	139	66	211
Decrease/(increase) in inventories	334	(1,541)	(285)
Decrease in receivables	1,889	2,597	1,108
Increase/(decrease) in payables	170	(2,509)	(4,540)
Cash generated from operating activities	3,076	2,494	323
Tax paid	(322)	(305)	(755)
Net cash from operating activities	2,754	2,189	(432)
Cash flows from investing activities			
Purchase of property, plant and equipment	(249)	(969)	(1,611)
Purchase of intangible assets	(1,761)	(1,420)	(3,086)
Proceeds on disposal of property, plant and equipment	9	9	12
Acquisition of subsidiary undertaking, net of cash acquired	(4,290)	(6,231)	(6,231)
Cash placed on fixed term deposit	(25,000)	(22,968)	(57,968)
Fixed term deposits maturing	30,000	20,968	69,968
Interest received	1,062	650	2,388
Net cash used in investing activities	(229)	(9,961)	3,472

Cash flows from financing activities			
Principal paid on lease liabilities	(543)	(313)	(825)
Interest paid on lease liabilities	(139)	(132)	(291)
Interest paid	(10)		(3)
Issue of ordinary shares	-	7	10
Shares repurchased	(3,598)		-
Equity dividends paid	(4,193)	(3,615)	(3,615)
Net cash used in financing activities	(8,483)	(4,053)	(4,724)
Net (decrease)/increase in cash and cash equivalents	(5,958)	(11,825)	(1,684)
Cash and cash equivalents at beginning of the period	20,723	22,791	22,791
Exchange loss on cash and cash equivalents	95	(129)	(384)
Cash and cash equivalents	14,860	10,837	20,723
Cash and cash equivalents included in current assets	14,860	10,754	20,723
Cash and cash equivalents classified as held for sale	-	83	-
Cash and cash equivalents	14,860	10,837	20,723

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