

VirTra

*The World's Most Effective and
Advanced Training Simulator
Systems*

**INVESTOR
PRESENTATION**

NASDAQ: VTSI
June 2026



Forward Looking Statements

This presentation contains or incorporates by reference certain forward-looking statements that are subject to various risks and uncertainties. Forward-looking statements are generally identifiable by use of forward-looking terminology such as “may,” “will,” “should,” “potential,” “intend,” “expect,” “outlook,” “seek,” “anticipate,” “estimate,” “approximately,” “believe,” “could,” “project,” “predict,” or other similar words or expressions. Forward-looking statements are based on certain assumptions, discuss future expectations, describe future plans and strategies, contain financial and operating projections or state other forward-looking information. Our ability to predict results or the actual effect of future events, actions, plans or strategies is inherently uncertain. Although we believe that the expectations reflected in our forward-looking statements are based on reasonable assumptions, our actual results and performance could differ materially from those set forth or anticipated in our forward-looking statements. Factors that could have a material adverse effect on our forward-looking statements and upon our business, results of operations, financial condition, funds derived from operations, cash available for dividends, cash flows, liquidity and prospects include, but are not limited to, the factors referenced in this report, including those set forth below.

When considering forward-looking statements, you should keep in mind the information set forth under “Risk Factors” included in VirTra, Inc.’s annual report on Form 10-K for the year ended December 31, 2025, other cautionary statements in the annual report, and information contained in subsequent filings with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on any of these forward-looking statements, which reflect our views as of the date of this presentation. Our actual results and performance to differ materially from those set forth or anticipated in forward-looking statements. We cannot guarantee future results or performance. Furthermore, except as required by law, we are under no duty to, and we do not intend to, update any of our forward-looking statements after the date of this presentation, whether as a result of new information, future events or otherwise.

About VirTra

- VirTra provides the **world's finest training simulators** for the law enforcement and broader defense industries
- We **safely & cost-effectively** replicate the stress & uncertainty of real-world confrontations
- **Our mission** is to teach first responders how to de-escalate a potentially violent situation
- And how to respond with appropriate force when necessary to increase both **police *and* civilian safety**

By the Numbers



\$18.7 Million
in TTM Revenue



Deployed in
Hundreds of Agencies
in **44** Countries



\$25.6 Million
Backlog as of
March 31, 2026



95%+
Customer Retention

Police Training Is Needed & Supported

68%

of Americans support additional training for police ⁽¹⁾



*“A solid **majority** of Americans **approve** of de-escalation training even though most believe police officers use appropriate force and have integrity.” ⁽¹⁾*

(1) Ekins, Emily. “Policing in America: Understanding Public Attitudes Toward the Police. Results from a National Survey.” *Cato Institute*, 7 Dec. 2016, www.cato.org/survey-reports/policing-america.

Current Methods Are Insufficient or Too Expensive



Classroom/Academics/Online

- Knowledge does not equal performance



Simunition® Training with Actors

- Expensive, time consuming
- Very limited de-escalation training
- No debrief or review ability



Shooting Range/Live Fire

- No decision-making involved
- No stress
- Expensive (\$0.90 - \$1.60/round vs. \$0.02 w/ VirTra)

WHAT'S NEEDED?



Effective Training via Reviewable & Repeatable Scenarios



Safely Induced Stress

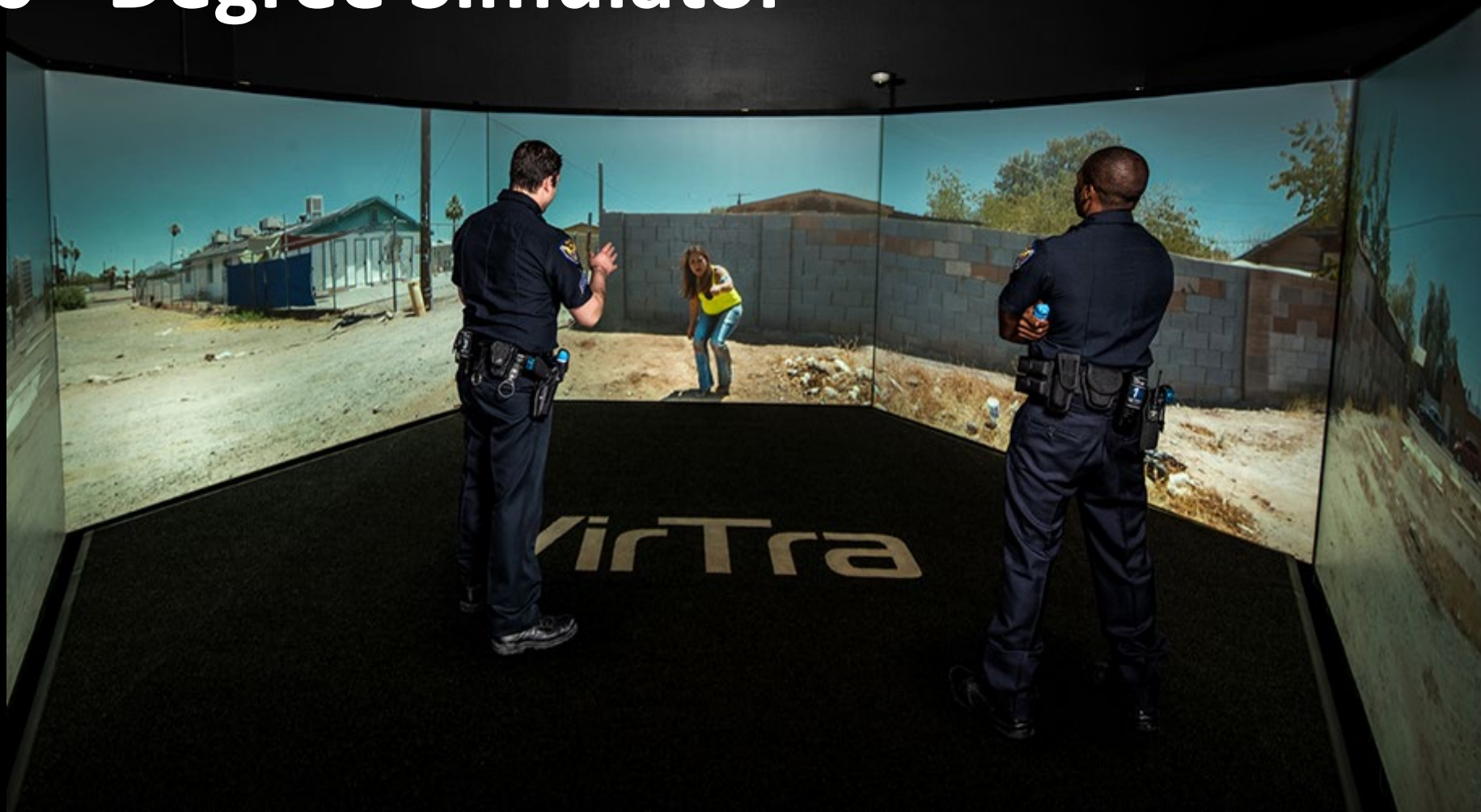


Quick Decision Making – Life/Death



Current headlines underscore the need for effective police training

V-300[®] Degree Simulator





V-100®

- Single-screen simulation training



V-180®

- 180-degree immersive training environment



V-ST PRO[®]

- Shooting and skills training simulator
- Up to 5 screens
- 1 to 30 lanes of marksmanship

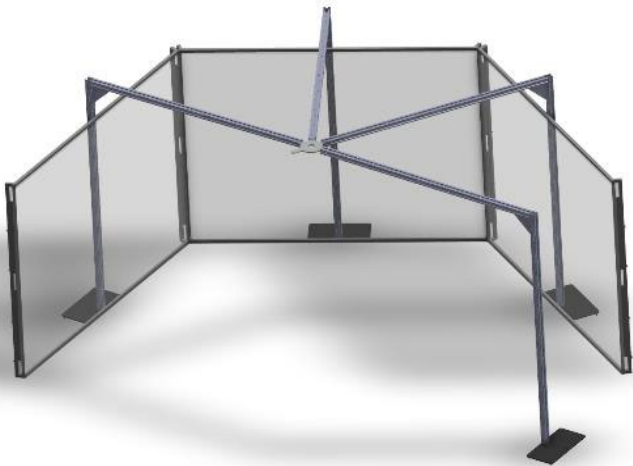
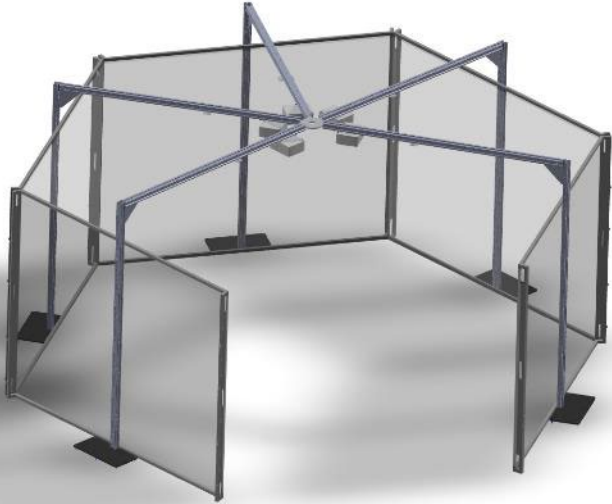


V-100 NG[®]

- Next Generation portable simulator released in 2026
- Portable and self-contained, ideal for travel
- Deployable in minutes



VirTra's Pro Truss



- New lightweight aluminum structural assembly
- Lower ceiling (as low as 9') and smaller room requirements (20'x20' V-300 and 20'x15'6" V-180)
- No room modifications required
- Superior cable management



Track Cam

1. New dual-duty camera (patentable and combines tracking and low-light cameras)
2. Higher Frame Rates (doubles the number of shots and devices that can be tracked)
3. Single cable (power and data over one cable means quicker install and less points of failure)
4. Wider Field of view (positions closer to the screen, allowing shorter throw)
5. Higher resolution (higher accuracy for improved marksmanship accuracy)

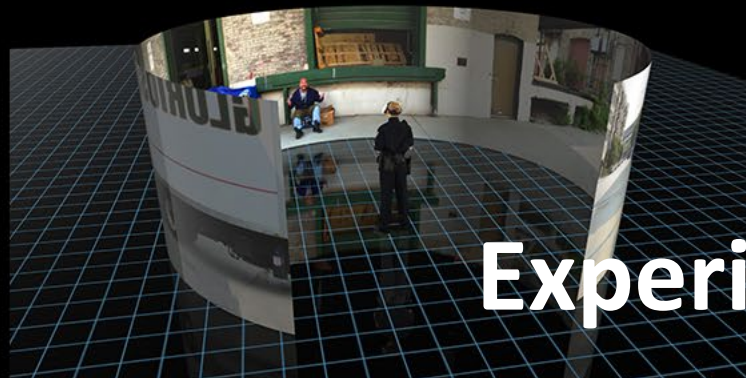


V-XR[®] Extended Reality Headset

- Low-Profile and Portable
- Instructor-led or self-driven
- Three Modes of Training Curriculum



Educate



Experience



Engage





V-3™ – Volumetric Capture







Studio

- Real actors, not CGI
- Enhanced Realism – Reduces Training Scars
- Most advanced studio in the simulation training industry



Industry-Leading Accessories



User Input	↔	System Feedback
Firearms & TASER		Threat-Fire®
 Realistic firearms parts swapped for simulation		 Patented technology delivers adjustable electric impulse
 Trainees use the weapons they carry every day		 Simulating hostile return fire changes Effectiveness
 Wide-selection of supported makes and models		 Skin-in-the-Game increases stress & physiological response



V-VICTA Curriculum

VirTra – Virtual Interactive Coursework Training Academy™

- Nationally recognized, certified curriculum and interactive virtual coursework
- Meets standards set by **IADLEST** National Certification Program for POST certification in **35** states



Law Enforcement Market

Domestic

- \$650 million TAM (6,500 larger U.S. agencies⁽¹⁾)
- Currently serving hundreds of domestic agencies
- STEP – potential to expand to all 18,000 U.S. agencies

International

- Currently in 40+ countries internationally

Notable Existing Deployments

Domestic

AZ Dept. of Public Safety
Denver Police Dept.
New Jersey Transit Police
L.A. County Sheriff's Dept.
San Francisco Police Dept.
Anaheim Police Dept.

International

Canada
Australia
Brazil
Colombia
Mexico
Ukraine
Pakistan

(1) Represents 1/3 of entire market (18,000 police departments)



Why Customers Choose VirTra

VirTra



Realistic **300°** and **180°** simulators with >100 deployments for each category



Far Superior Training Content Library



Add real stress through the patented **Threat-Fire®** product



Top Reputation for quality products and customer service



Higher quality training can **decrease** legal liabilities



Competition



None or very few **300°** and **180°** simulator deployments



Simplistic and low-budget scenarios, often lacking in realism and training value



Lacking patented device



Try to copy VirTra's products with inconsistent quality and customer service

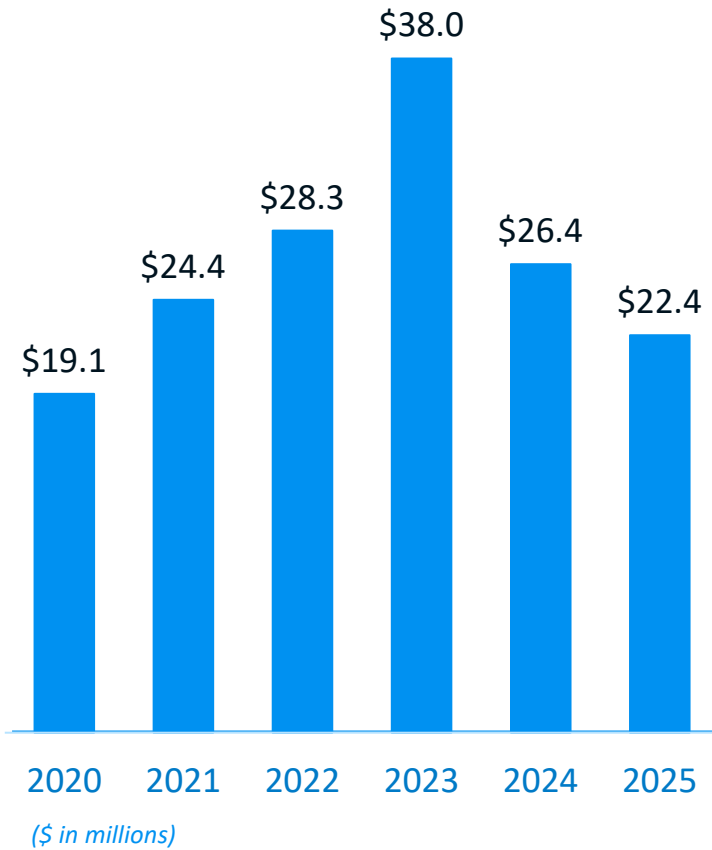


Inferior products make for poor legal defense and protection

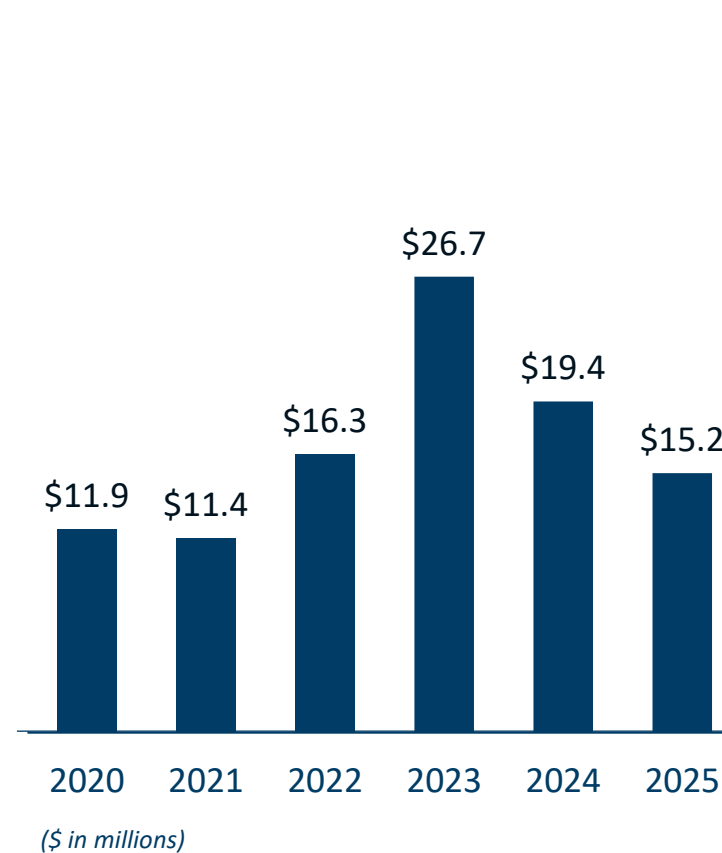
Financial Overview

High-Margin and Resilient Operating Model

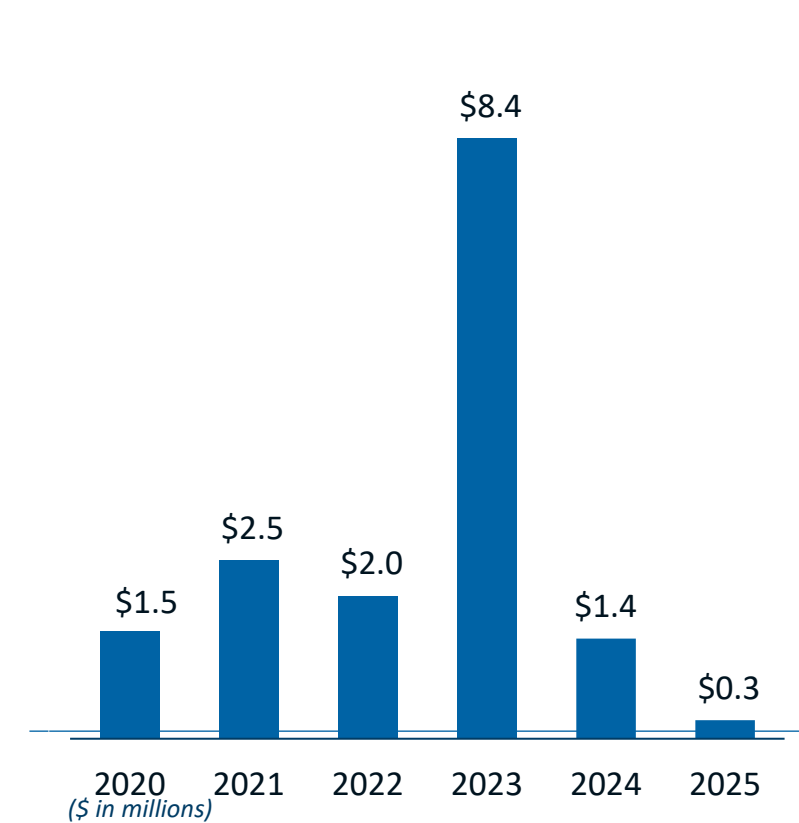
Total Revenue



Gross Profit



Net Income



Solid Balance Sheet to Fuel Growth

Clean Capital Structure

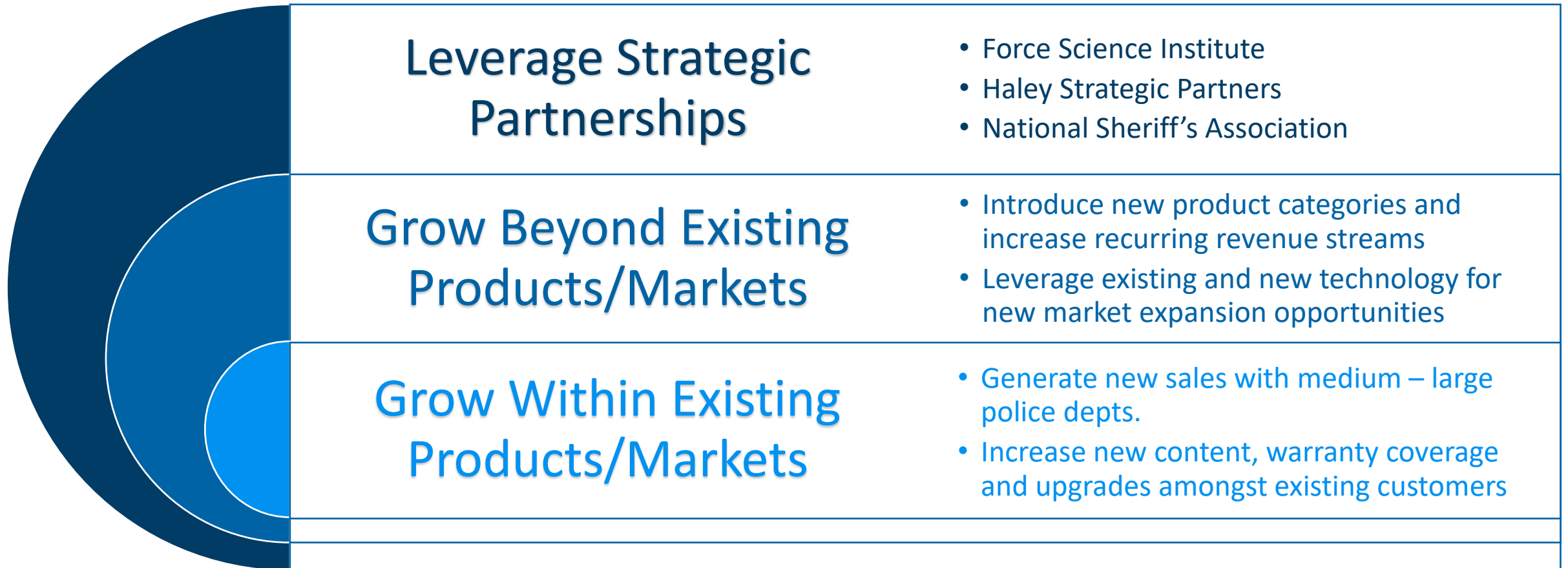
\$17.9 million in cash

11.3 million shares outstanding

<i>\$ in Millions</i>	Mar. 31, 2026	Dec. 31, 2025
Cash & Equivalents	\$17.9	\$18.6
Total Assets	\$63.2	\$65.1
Total Debt*	\$7.3	\$7.3
Total Equity	\$44.3	\$45.6

Growth Tactics

Building upon a strong foundational core to scale and grow our business



STEP — Subscription Training Equipment and Partnership Program

- Launched March 2019
- **Multi-year subscriptions**
- Increases **recurring revenue**
 - 95% of original STEP contracts renewed
- Increases **TAM**
 - Reduces upfront costs
 - **Lowers barrier to entry** for agencies

Additional Growth Opportunities: Military

- **Increased budgets and tech advancements** expand the military simulation market opportunity
- **Growing demand for AR/VR Tech, mission-oriented scenarios, and Recoil Kits** aligns with VirTra's culture of innovation and core immersive tech
- **Direct transfer of technology** from the law enforcement industry to the military market seamlessly optimizes production efficiency while meeting shared needs

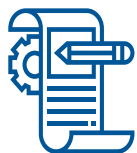


Investment Considerations



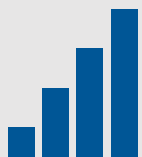
Industry Leader

- Best-in-class de-escalation and judgmental use-of-force simulators
- Technology that addresses critical concerns, such as limited range training space and environmental considerations
- Alternatives are often too expensive, too unrealistic or too dangerous



Superior Technology

- Comprehensive solution integrates simulators, training content, firearms, Threat-Fire® and more, ensuring effective training delivered precisely where needed
- Extensive training content library and product line, all designed and manufactured in-house in the USA



Strong Financial Performance

- Delivering Continued Positive Net Income
- \$17.8 million in cash¹
- \$25.6 million backlog¹

1. As of March 31, 2026

Contact Us

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www.virtra.com

Investor Relations

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(949) 574-3860



Appendix

Additional Officer Testimonials

“

I **definitely feel better** about going out on the next call after being put through the paces in the VirTra system.”

– *O’Fallon Police Officer*

“

It’s **not a one-time training tool** – the **opportunities are limitless.**”

– *First Sergeant Joe Bice
Stafford County Sheriff’s Office*

“

There are a lot of scenarios on the VirTra system that allow for us practicing de-escalation. If you do these things successfully, **you don’t have to use force** – you can just talk a subject through the situation.”

– *Officer Matthew Austin, Omaha Police Department*

Senior Management



John Givens, Director, Chief Executive Officer

John Givens has over 20 years of experience as a soldier, board member, entrepreneur and corporate executive. In 2010, Mr. Givens established the US company of BISim, and as president, took military simulation products from inception to production to the hands of trainees. Mr. Givens has achieved numerous awards and honors, including appointment to the board of directors of the National Center for Simulation (NCS), an association of defense companies, the “Pioneer Award” for outstanding contributions and innovations to the training and effectiveness of U.S. and overseas soldiers, sailors and airmen. Mr. Givens's most prized honor was receiving The Honorable Order of Saint Christopher from the Transportation Command for creating and implementing a pre-deployment convoy operation simulator and working directly with the soldiers before being deployed to Iraq and Afghanistan. Mr. Givens graduated from the Florida Institute of Technology and proudly served in the United States Army.



Alanna Boudreau, Chief Financial Officer

Alanna Boudreau has over 20 years of experience in managerial, financial and operating functions, most recently serving as group controller for The 600 Group PLC (AIM:SIXH), a publicly listed U.K.-based global industrial laser company. At The 600 Group, she oversaw all accounting activities for a business with over \$30 million of revenues that included two manufacturing plants and offices in Orlando, Florida and United Kingdom. Prior to The 600 Group, Boudreau was an Accounting Manager at AdventHealth, a leading U.S.-based nonprofit health care company, where she oversaw accounting functions for 12 locations. Boudreau graduated Summa Cum Laude from the New York Institute of Technology, receiving a Bachelor of Science in Business Administration. She received an MBA from the University of Phoenix.



Brandon Cox, Chief Technology Officer

Brandon Cox has over 20 years of experience leading technology innovation and developing advanced solutions in immersive 3D virtual training environments, cloud products, and data analytics. Brandon has a proven record of driving systems integration and spearheading new product development to meet the evolving needs of law enforcement and military clients. Brandon has held leadership positions at Amazon and AWS, where he spent seven years focusing on large-scale consumer products and cloud technology adoption. Prior to that, he served as Senior Director of Software Development and DevOps at Bohemia Interactive Simulations, playing a key role in advancing simulation technologies. He received an MBA and a Bachelor of Science degree in Computer Science from the University of Central Florida.



Rebecca Valdez, Senior Vice President of Human Resources

Rebecca Valdez joined VirTra in 2016 as Director of Human Resources, and then promoted to Vice President, Human Resources in 2019 and to Sr. Vice President, Human Resources 2023. Valdez has over 25 years in Human Resources including multi-state and Global HR, including Germany and The Netherlands. Previous experience includes senior staff positions such as Vice President US Operations - Human Resources, Interim Chief Financial Officer and Vice President, Human Resources. Valdez has 10+ years working at a public company manufacturing audio processors and her previous position at PHD Hospitality was Directing Human Resources for 19 Branded and Boutique hotels with over 2,000 employees in 14 states with 18 off-site locations. Valdez studied Business Management at the College of Southern Nevada.

Board of Directors

Lieutenant General Maria Gervais (Ret.), Independent Director

Lt. Gervais has served as a director since 2024. With over 36 years of Army service, she retired as the #2 Executive at the US Army Training and Doctrine Command, overseeing recruitment, training, and workforce development for over 800K employees annually. She spearheaded a \$2 billion modernization initiative for Army training and pioneered virtual, AR, live, and 3D terrain technologies. Lieutenant General Gervais holds extensive experience in leadership, workforce development, and training innovation, contributing significantly to military readiness and technological advancement.

Mike Ayers, Independent Director

Mr. Ayers as served as a director since 2024. He is the Executive Director of the Georgia Peace Officer Standards and Training Council (POST), leading the statewide overhaul of Georgia's police training programs, doubling required training hours and incorporating advanced psychological and physical preparedness methods. Mr. Ayers has served on various national and international law enforcement councils, including as president of the International Association of Directors of Law Enforcement Standards and Training (IADLEST). His leadership spans law enforcement training, policy innovation, and credentialing reform.

Jeffrey D. Brown, Independent Director

Mr. Brown has served as a director since 2011. He has been a Certified Public Accountant ("CPA") since 1993 and a financial planning service provider for over 12 years, performing financial services for a wide range companies. From 2002 to 2004, Mr. Brown was the Chief Financial Officer for Gold Canyon Candles, a provider of fragranced candles and accessories during a period of rapid growth in revenues. From 1990 to 1994, Mr. Brown was an auditor at Ernst & Young performing audits for a variety of organizations. Mr. Brown received a Bachelor of Science in Accounting from California State University, San Bernardino and his CPA designation in 1993.

Gregg Johnson, Independent Director

Gregg C.E. Johnson, KM, LL.B., J.D. has served as CEO and was Director of Serenus Therapeutics, Inc. from its formation in May 2021. In July 2016, Gregg was one of the founding officers and directors of Vivos Therapeutics, Inc. (NASDAQ: VVOS), and was a director and Secretary of Vivos from July 2016 until March 2018, and later as a director from December 2019 through May 2020. Johnson has also served as the CEO of Upeva, Inc. since January 2017 which is a company that provides strategic business consulting to growing businesses. Among other transactions while at Upeva, Gregg was seconded to the management team of Harvest Health & Recreation, Inc. where he oversaw the restructuring, finance and go-public transaction that resulted in its listing on the Canadian Securities Exchange (CSE). Mr. Johnson received a Bachelor of Arts in Economics & Political Science from Red Deer Polytechnic as well as an LL.B and J.D. in law from York University.