



# Vault Intelligence Limited

Governance, Risk & Compliance Leaders in  
Environment, Health and Safety

Delivered Online, Anytime, Anywhere, on Any Device

# Introducing Vault

Vault is an **Risk/EHS software development business** specialising in creating solutions to **manage risk** in the Environment, Health and Safety sector, across multiple industries and in many parts of the world

Driven by a passionate team of developers and **Risk/EHS industry experts**, they continue to **offer solutions** to the challenges of tomorrow, today

Leading the way with **cloud-based systems**, businesses are enjoying the benefits of productivity gains and cost savings with the availability of real time information

**Vault** software which encompasses enterprise level systems and mobile apps, is now used in over 30 industries, 700,000+ users, and deployed across 380+ companies

**Vault** listed on the ASX on July 1<sup>st</sup> 2016



# The EHS Market

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*“Globally, the International Labour Organisation estimates that one worker dies and a further 153 have accidents at work every 15 minutes. That equates to 2.3 million deaths and 313 million accidents every year”*

Environment Health and Safety is a critical factor in Businesses achieving regulatory compliance. Not only is there the need to achieve compliance, but effective EHS systems significantly enhance productivity and efficiencies in business.

The EHS sector is fragmented; **Vault** competes with the best systems in the world and is perfectly positioned at the leading edge in this new generation of cloud based software solutions.

Australian and New Zealand Legislation provides penalties up to \$3million (individually \$600,000 and 5 Years imprisonment) for unsafe work places or practices that lead to injury or death



# Vault: The First Four Months from Listing



## Aggressive Product Development Program

- ✓ Vault Enterprise Capability Enhanced and Fully Mobile and Future Proofed
- ✓ Technology Reach Expansion - Spatial, Virtual Reality and Augmented Reality Development
- ✓ Mobile App Launch and Expansion of Apps Suite
- ✓ New Website Built and Launching
- ✓ Multi Language Capability Developed



## Sales and Marketing Team Platform Built

- ✓ Appointment of Key Enterprise Sales Executives
- ✓ Immediate Growth in Sales Pipeline
- ✓ Reseller and Partner Program Launch
- ✓ Pilot Programs Launched in Enterprise and Mobile App Suite
- ✓ Strategic Alliances
- ✓ Website Redevelopment Opens Global Digital Market Place








## Operations and Strategic Plan Implemented

- ✓ Melbourne, Sydney and Perth Hubs Operational
- ✓ Structural Framework and Business Plan
- ✓ Potential Corporate and Business Development Opportunities Being Assessed

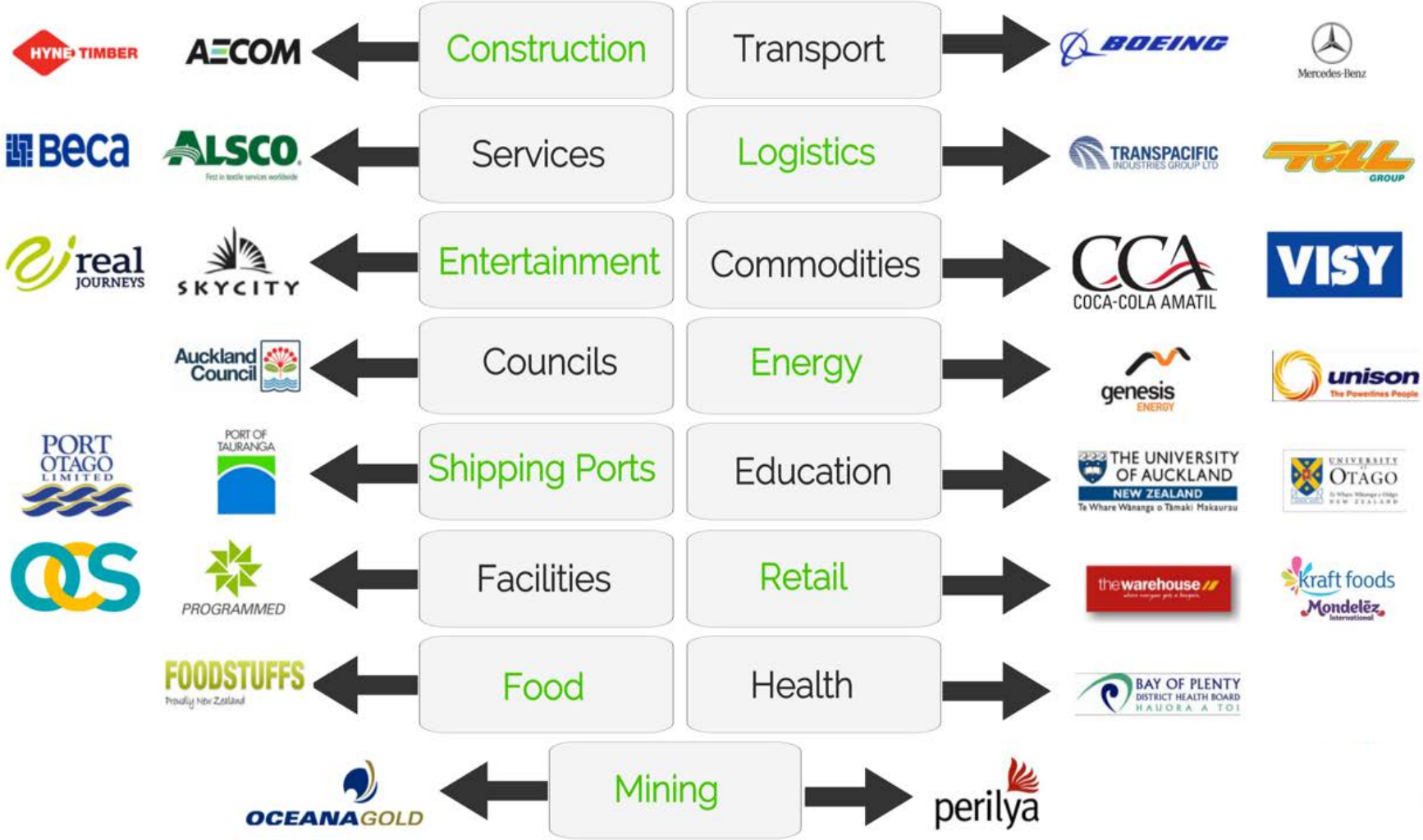


# The Growth of Vault

-  Convert Existing Pipeline Opportunities
-  Expand the Business across Australia and Asia
-  Drive Channel and Strategic Partner Sales Growth
-  Launch Digital Sales of Mobile App Suite
-  Continue Development of Cutting Edge Products



# Industry Sector Coverage



# The Capital Structure

Issued Capital	640.2 million
Cash	\$2 million
Debt Facilities	\$0 million
Market Capitalisation (u/d) @ 3c	~\$20 million
Enterprise Value	~\$18 million



## Notes:

- Escrowed shares
- i 27m to 06/2017
  - ii 266m to 06/2018
- Escrowed Options
- i 25m exc. at .025 by 06/'18
  - ii 32m mgt exc. at 0.04 by 06/'18

## Options

Type	Number	Exc. Price	Term	Hurdle
Prior Mgt	13m	0.25	Exp. 12/16	n/a
Management	2.3m	0.04	3 years	n/a
Management	25m	0.04	3 years	\$4m Revenue
Management	5m 5m	0.04 0.04-0.10	3 years	\$6m Revenue \$4-10m Revenue
Advisor	25m	0.025	3 years	n/a

# Vault Board

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**David Moylan**

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David is the founder and CEO of NGBI. He has 20 years plus experience working in high profile and demanding risk and EHS positions including Director of Safety for the Australian Army and Senior Risk Manager for Shell in China. Dave will hold ~80m shares (12.5%) in the new company.



**Trent Innes**

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Trent is the Managing Director of Xero (Australia) with over 16 years in developing high growth sales teams within the IT industry, his previous roles include former National Sales Director for Microsoft Australia. He holds ~2.5m shares in the Company.



**Robert Kirtlan**

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Rob is a former investment banker and has been involved in start up businesses for the last 15 years in the mining and other sectors. He was until recently Chairman of Decimal Software Limited and is a director of RMG Limited. He holds ~9m shares in the Company.



**Sam Smart**

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Sam is a corporate lawyer with considerable experience advising companies on mergers, acquisitions, joint ventures and capital raisings in a variety of sectors, including mining, telecommunications and hotels. He holds ~8.5m shares in the Company.



# Vault Snapshot

## Company Statistics:

- Business Founded in 2007, initially risk management consultancy then software, now online/SaaS
- Listed on ASX 1 July 2016
- 370+ Clients Covering 2,000 Businesses sites across 21 industries, managing the compliance of in excess of 600,000 people
- Blue chip client base has been won supported only by a small sales team of 2 -3 NZ based staff
- Significant contracted recurring revenue (~80% of headline revenue)
- Average revenue growth of ~20%pa
- Rapidly scalable product with global reach
- Imminent launch of mobile solution for SME's with major channel partners
- Well positioned for future growth in a dynamic emerging new market



## Development Timeline

Development Commenced	2007
<i>Vault I</i> - Risk Mgt released	2008
<i>Vault II</i> - EHS released	2014
App products released	2015
Vault Business Series released	2016

## Channel Partners

Samsung Aus	August,	2015
Samsung NZ	September,	2015
Spark NZ	October,	2015



# Identify and Manage Your Business Risks

Anytime, anywhere, anyhow, it's just smarter



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