



Investor Update

September 25, 2017



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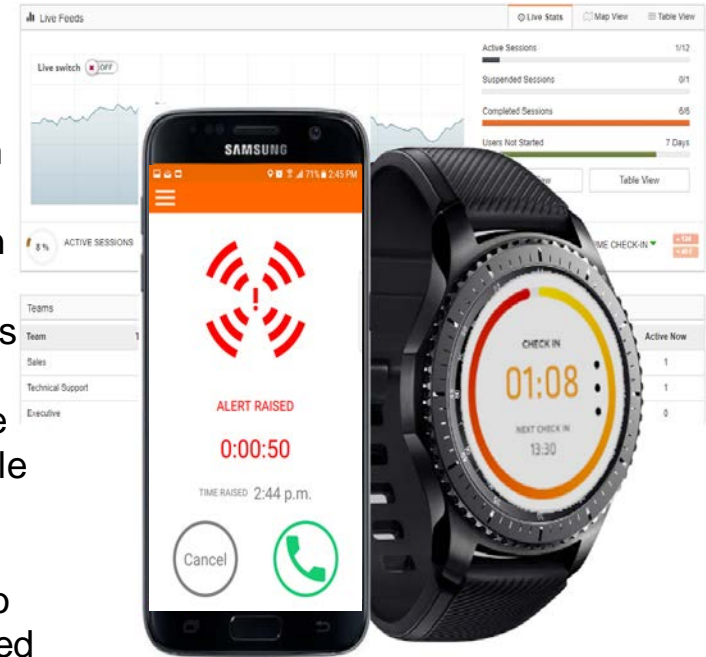
¹ Projections for ARR are based upon current ARR and the ARR attained Q4 2016-17 in contracted sales, together with continuing sales momentum at the level achieved in that quarter. The Company believes this is reasonable as it has experienced a substantial lift in the sales pipeline over the prior six months. The Company believes the sales pipeline will continue to generate new sales at this level (AUD400k - AUD500k ARR per quarter) for the next two years as it continues to grow and develop its sales team. The Company has a sophisticated sales management system which provides substantial detail on how the sales process is progressing in terms of sales progress and this together with sales team experience is utilised in assessing the likelihood of future contracts closing.

LEADERS

Vault Technology and Innovation

Working to Create new Solutions for a safer Work Place

- Vault Enterprise and mobile solutions fully integrated or operate stand alone
- Vault Enterprise fully responsive – PC to mobile usability
- Independent platform
- Moving towards open platform with value added plug in partners
- Working on disruptive next generation mobile IoT
- Conversion of apps to Chinese to be followed by Vault Enterprise



Key Catalysts

- ✓ Addressable Australian market size ~A\$1Bn (source, ABS)
- ✓ China momentum - First China Sale completed
- ✓ Sales pipeline \$16m and increasing
- ✓ Sales pipeline up 500% in 12 months
- ✓ Highly regulated environment will only get harder
- ✓ Vault has long term customers, 95% retention
- ✓ Software delivers ROI for customers
- ✓ Record Q4 2017 sets the bar
- ✓ Q1 2018 ARR forecast on track
- ✓ ARR growth at +50% 2017 v 2016
- ✓ Major strategic alliances being built
- ✓ New technology innovation
- ✓ Working on disruptive next generation mobile IoT with major partners
- ✓ Moving towards open platform with value add plug in partners



Broad Industry Sector Acceptance



AECOM

CONSTRUCTION

TRANSPORT



Mercedes-Benz



SERVICES

LOGISTICS



ENTERTAINMENT

COMMODITIES



GOVERNMENT

ENERGY



SHIPPING PORTS

EDUCATION



FACILITIES

RETAIL



FOOD

HEALTH



Latest Major Wins



121 NSW Local Government Councils
Rollout – Mid November 2017



Largest Electrical trade group in NZ – 600+ electricians
Roll out September 2017



175 Restaurants
Rollout – October 17
Australia and NZ



Shanghai Municipal Council – China
Iconic Major State Owned Enterprise
Rollout September 2017



Major Government contract
650 sites across New Zealand
Roll out – October 2017

Restaurant Group



Highlights - FY 2017 Financial and Operational



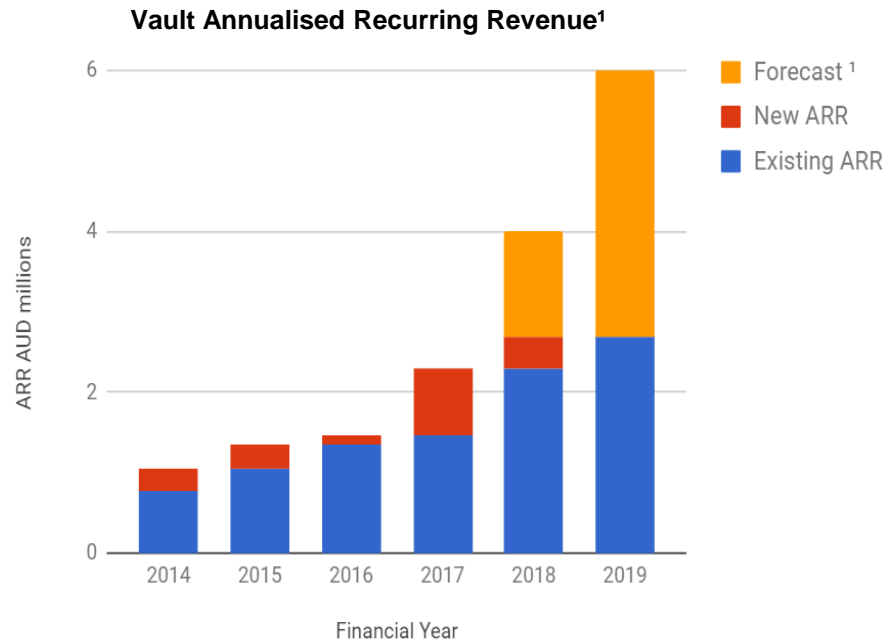
- Record final quarter
- Annualised Recurring Revenue growth up 57%v FY 2016
- Enterprise Sales focus and strategy in AUS/NZ rewarded
- Several new large accounts
- Three new Apps developed
- New Enterprise UI/ UX launching
- China Apps developed and being trialled
- Developing new disruptive mobile technology
- Significant strategic alliances formed
- Reseller and Partner program showing immediate returns



Highlights - Q4 2017; the Strategy kicks in



- Record quarter in number of signings and contracts
- 20 new contracts, 3 key signings
- New Annualised Recurring Revenue AUD430K
- 20% total ARR achieved in one quarter
- Three year contracted new sales AUD1.48m
- Lifetime Value (average 7 years) of new contracts AUD3.0m
- Invoiced for the Quarter – 800K +
- Refinement of sales strategy paying dividends
- Rapid advancement of major strategic alliances
- Proof of concept (POC) trials in multiple locations



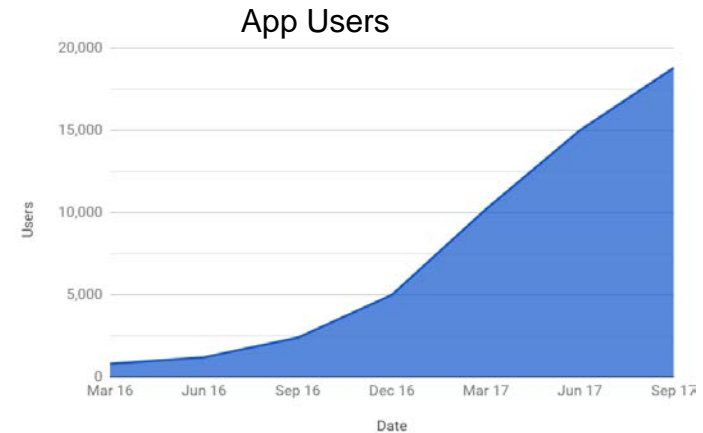
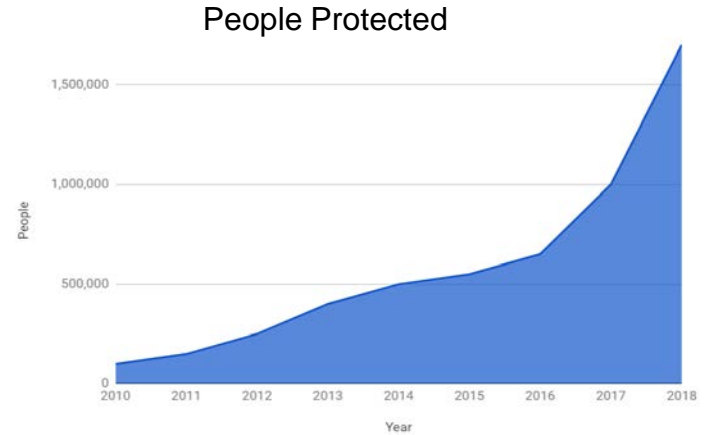
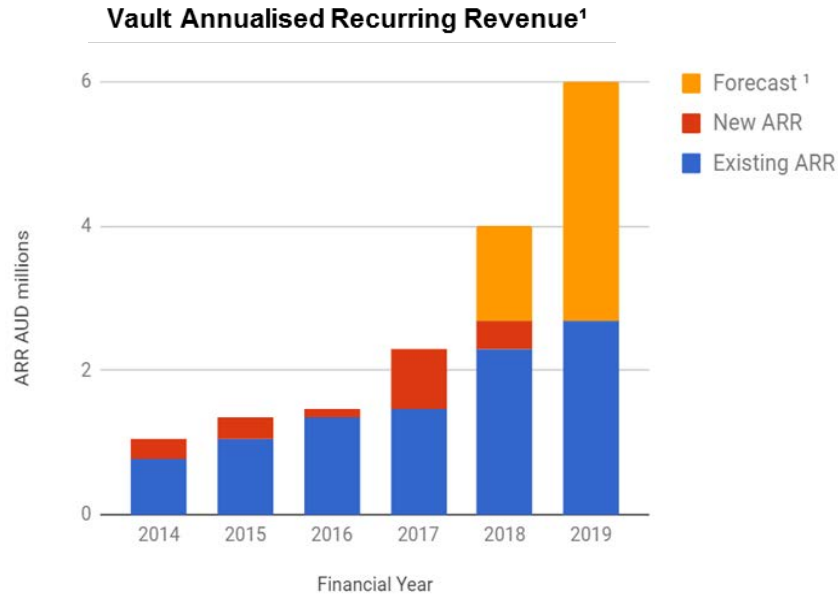
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Focus - Annualised Recurring Revenue (ARR)

- In its transition to becoming a ‘Software as a Service’ (SaaS) business, Vault has become one of the first adopters of the new AASB 15 - ‘Revenue’ accounting standard. Revenue from software services is to be recognised over the service period of the contract.
- ARR represents the annual value of all software subscriptions currently under contract.
- Vault has adopted the ARR as the key metric for measuring performance within the business as it demonstrates ongoing sustainable revenue and/or increasing customer contracts.
- For example, for a 3 year subscription deal signed at the start of April for \$10,000 per month, Vault will have added \$120,000 ARR. However in its end of year June financial statements, income from this deal will only show \$30,000, being 3 months of service provided at \$10,000.

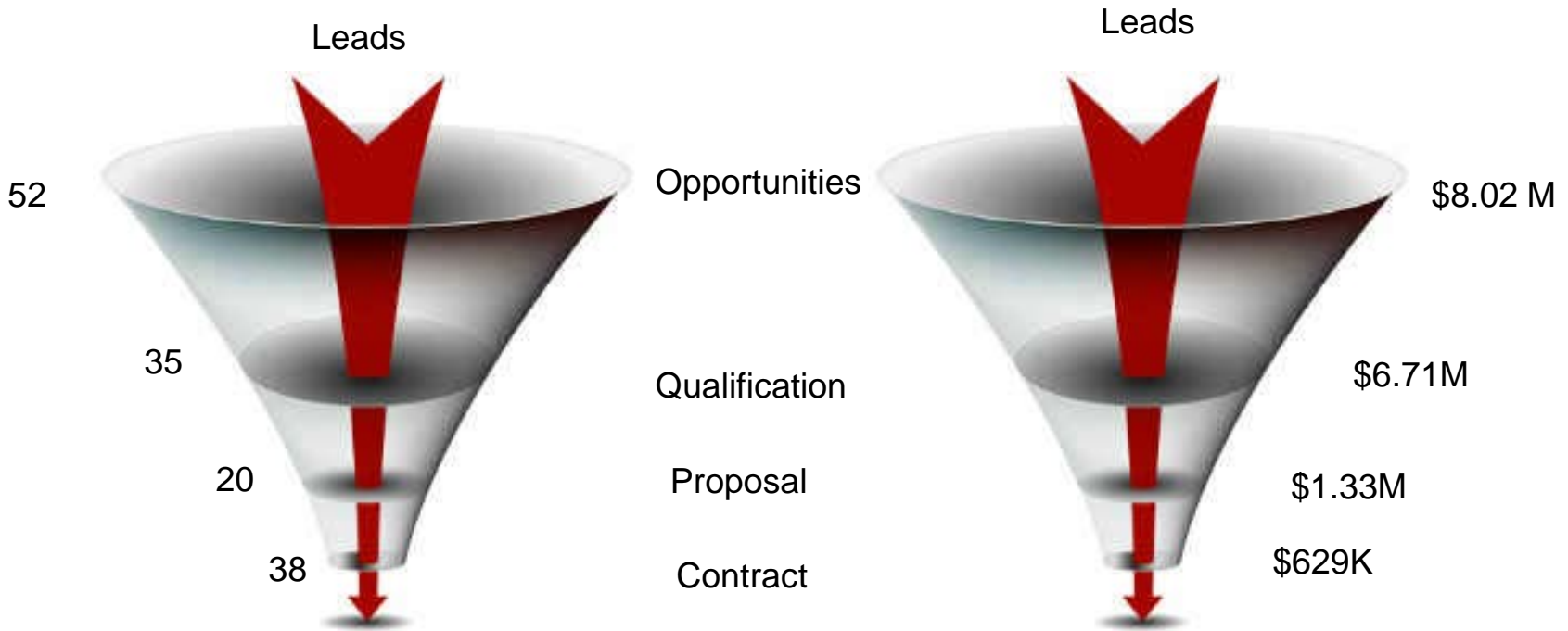


Key Metrics



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Vault Sales Pipeline - As at Q1 2017



Current Sales Pipe \$16.06M AUD



Opportunities

Australia

Major channel partner development
Pipeline growing exponentially
Strategic alliances

China & Asia

Strategic alliances
Significant demand
Proof of Concept underway
POC trials being conducted in SE Asia

New Zealand

Major channel partner development
Government institutional development
Pipeline growing at record levels
Alliances locking in

The screenshot displays the VAULT software interface. At the top, there is a search bar and user profile icon. Below is a navigation menu with icons for Risk, Events, and other functions. The main area shows an 'Event Register' table with columns for ID, Case #, Subject, Date, Event Type, Category, Person Type, Name, Fatality, Notifiable, Site, and Status. The table lists several incidents, including contact with heat/cold, body stressing, and falls from height. Below the table, there is a dashboard section with a bar chart titled '统计' (Statistics) for the period '六月27号 - 七月03号' (June 27 - July 3). The chart shows a peak on Wednesday. Below the chart are three summary cards: '4 已完成' (4 Completed), '1 检查中' (1 In Progress), and '18% 平均' (18% Average). To the right, there is a '状态' (Status) section with four circular indicators: '6 过期' (6 Expired), '0 今天' (0 Today), '0 明天' (0 Tomorrow), and '0 重复' (0 Repeat). At the bottom, there is a '检查列表' (Checklist) section with two photos of damaged vehicles.

ID	Case #	Subject	Date	Event Type	Category	Person Type	Name	Fatality	Notifiable	Site	Status
12203	5432	Contact or exposure to heat and cold (12)	09/09/2017	Injury	Concussion	Worker	Blake, Lawson	Yes	Yes	Canberra	Completed
12198	523	Body stressing	10/06/2017	Illness	Bacterial infection	Third Party		Yes	Yes	Canberra	Completed
12152		Being hit by moving objects (05) edited	17/09/2017	Injury	Concussion	Contracted Worker	Banks, Jim	No			
12140		Biological agency	16/09/2017	Injury	Asphyxiation edited	Worker	Dean, Philippa	No			
12069		Being hit by moving objects (05) edited	05/07/2017	Injury		Contracted Worker		No			
12053		Biological agency	03/07/2017	Injury		Contracted Worker	Gibston, Grant	No			
11951		Falls from a height (01)	14/02/2017	Injury		Third Party	Stone, Janet	No			
11950		Falls from a height (01)	15/02/2017	Incident (no injury) w		Third Party	Garside, Christine	No			
11949		Falls from a height (01)	15/02/2017	Injury		Worker	Narayan, Uditi	No			
11948		Falls from a height (01)									

RELATIONSHIPS OUR CUSTOMERS



370+

Enterprise
Customers

830+

Businesses

30+

Industry Sectors

18k+

Mobile app
users

1M+

Workers
protected



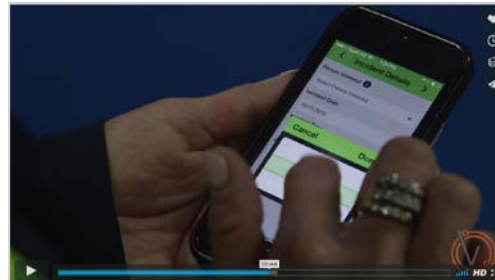
A sample of Vault's amazing customers



Our Customers, hear what some say



[Vault Customer Support and Education](#)



[NZME and Vault](#)



[How Vault Supports Heli Otago with the Largest Helicopter Fleet in South New Zealand](#)



[SPCA Canterbury and Vault](#)

"Since implementing Vault, SPCA have improved the engagement of staff, empowered them to take control of their own health and safety, and increased the amount of data captured to manage risk effectively."



[Vault Partner: Think What If](#)

"Paul Coleman, Director of safety auditing and advisory service Think What If, is a proud Partner of Vault. We work with Paul about how he uses Vault software and mobile apps to service his diverse range of clients and how to improve our software and service."



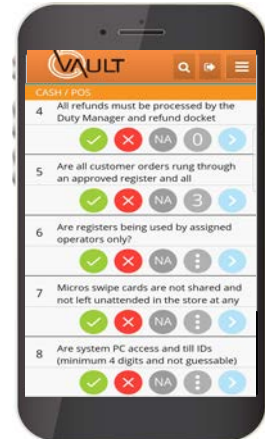
[Redland City Council and Vault](#)

"Vault provides us with that ultimate safety filing cabinet," Peter said. "It creates automatic reporting for us so that at the end of the month, it gives us the stats we need to be able to give a picture to our senior management of what's not going on and what is going on."

GROWTH OUR STRATEGY & FUTURE PROOFING

- Upgrading and innovating
- Building an unmatched SME product suite
- Taking the Vault platform to another level
- Mobility, mobility, mobility

Vault Enterprise Upgrade – New UI/UX Launch



- World class leading User interface providing improved user experience
- Platform, modules and apps fully integrated and reportable
- Fully responsive optioned allowing access down to mobile phone level
- Business Intelligence fully integrated providing configurable dashboards and reporting

Risk

Safety

Governance

Environment

Compliance

Mobility

Vault Mobile Applications



Health and safety in the pocket of every worker: more than 18,000 app users since launch in late 2016



ALL OPERATING SYSTEMS



MOBILE & TABLET OPTIMISED



CLOUD BASED



ONLINE & OFFLINE USE

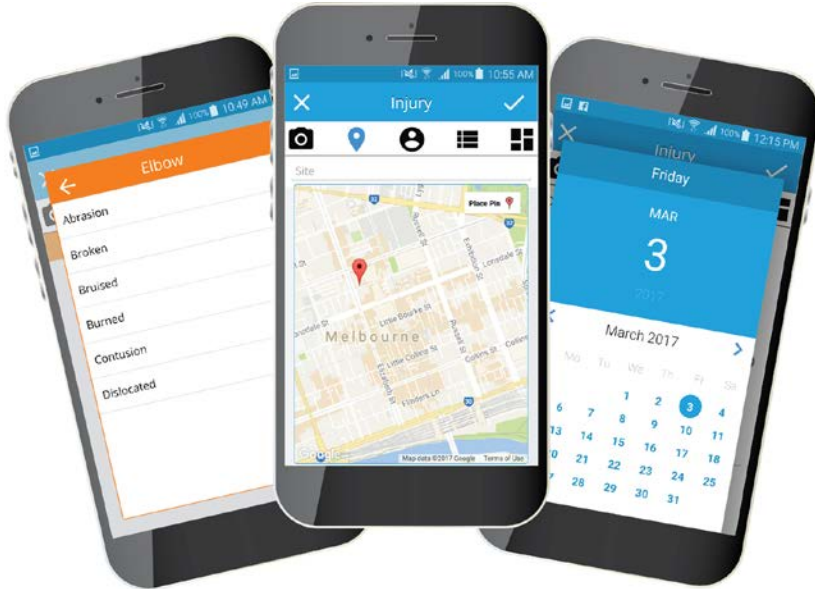


SECURITY GUARANTEED

Vault Notify, Check & Audit App Suite

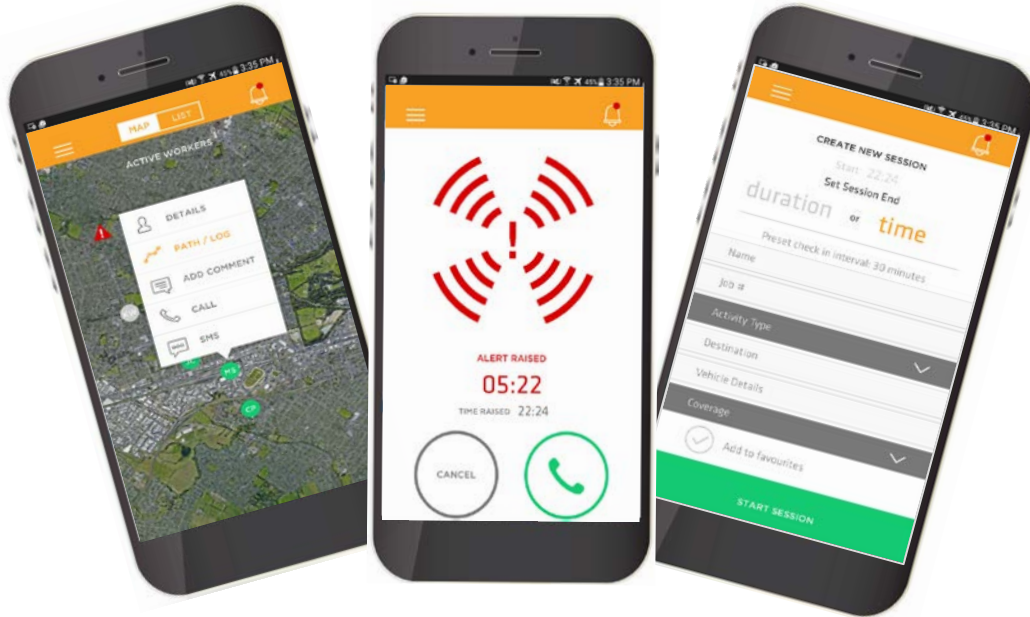


- Continual upgrading of all current Apps
- Three new Apps being prepared for launch



Vault Solo - Lone Worker

The eye in the sky. The Vault Lone worker app allows the ability to manage, monitor, protect, capture information, location details and notifications from staff and contractors while they are working alone in the field



- 📍 IN APP ALERTING FOR MANAGERS
- 📍 TEAM VISIBILITY AND MANAGEMENT
- 📍 ALERT AND FIND NEARBY TEAM MEMBERS
- 📍 GPS TRACKING/ALERTING/MAPPING
- 📍 AUDIBLE ALARMS/ALERTS/ESCALATIONS
- 📍 DISTRESS/PANIC BUTTON
- 📍 USER CONFIGURABLE CHECK INS

SUPPORT AND OPERATIONS UPGRADE



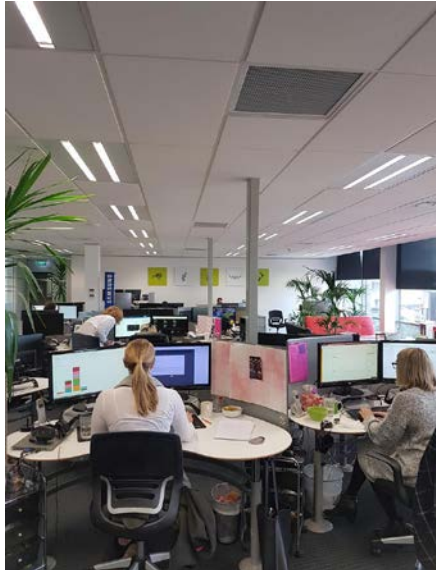
"The bar has been raised by winning..."

Large Government contracts, Restaurant Brands and others, plus future partnering opportunities with large groups and multinationals"



New improved Service Levels

- **Standard**
Existing service
- **Premium**
Faster Response times
Reporting
- **Custom**
As required - extended hours,
Hosting and service options
Encryption, DR options





CREATING SAFER
WORKPLACES THROUGH
SMART TECHNOLOGY.

www.vaultintel.com

Corporate Overview



Capital Structure

ASX Code	VLT
Shares on issue	347.3 million
Escrowed Shares	292.9 million
Unlisted options on issue	62.3 million <i>expire mid 2019</i>
Share price	\$0.03
Market Capitalisation	\$20 million
Cash	\$1.69 million <i>(at 30 June 2017)</i>

Top 10 Shareholders

David Moylan	12.5%
Wayne Ackers	10.1%
Bluespire Capital Pty Ltd	7.0%
Pershing Australia Nominees Pty Ltd	3.4%
New Frugalitas Fund Ltd	3.2%
Jan Michael Geesink	3.1%
Craig Meaclem	2.98%
Patricia Moylan	2.6%
Wilford Investment Trust Ltd	2.6%
Grant Michael Roberts	2.6%
	50.1%



About Vault

VAULT COMBINES THE BEST PRACTICE OF HEALTH, SAFETY, RISK MANAGEMENT AND COMPLIANCE IN ONE COMPREHENSIVE PLATFORM. WITH ITS ALL-IN-ONE APPROACH TO EHS, BUSINESSES CAN EASILY MEET AND EXCEED THEIR SAFETY AND COMPLIANCE GOALS.



HEALTH & SAFETY

- Create & share dashboards
- Review your processes
- Measure business performance



PEOPLE

- Manage employee records
- Manage contractors
- Schedule & record staff training
- Manage 3rd party information



REPORTING

- Over 100 inbuilt reports
- Customise reports to meet the needs of your business



COMPLIANCE

- Build audits
- Control multi-risk events
- Store & share key documents
- Assign accountabilities & follow up actions



RISK MANAGEMENT

- Create emergency response plans
- Track events & incidents
- Document new processes
- Develop JSA's



ASSETS

- Record & track PPE
- Manage the location, allocation and maintenance of plant & equipment

THE JOURNEY OF VAULT

