



Investor Update

AGM Presenatation
November 24, 2017



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¹ Projections for Annualised Recurring Revenue (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 advancing in terms of sales progress and this together with sales team experience is utilised in assessing the likelihood of future contracts closing.

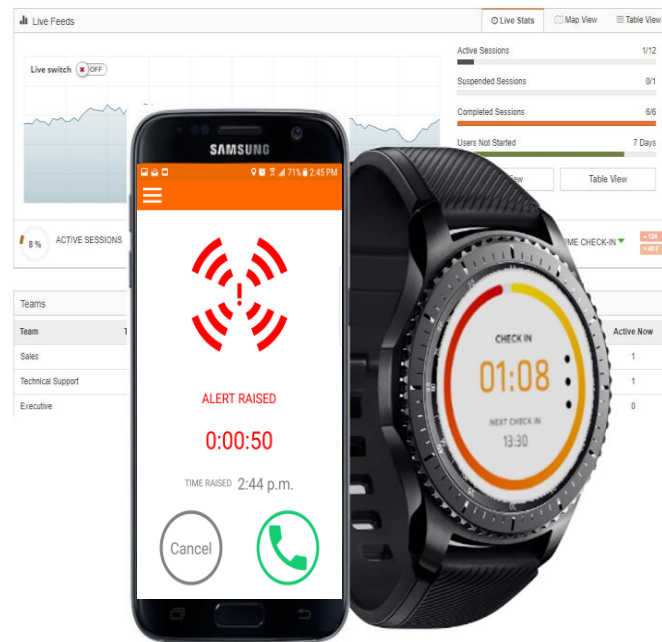
ARR is reported to the market on the basis of actual contract signing and there may be timing differences between the actual signing of new contracts and the commencement of payments by the new contracted party. For financial reporting purposes, the Company adheres to AASB 15 – Revenue from Contracts with Customers. As a guide payments typically commence within one to three months of contract signing.

LEADERS

Vault Technology and Innovation

Working to Create new Solutions for a safer Work Place

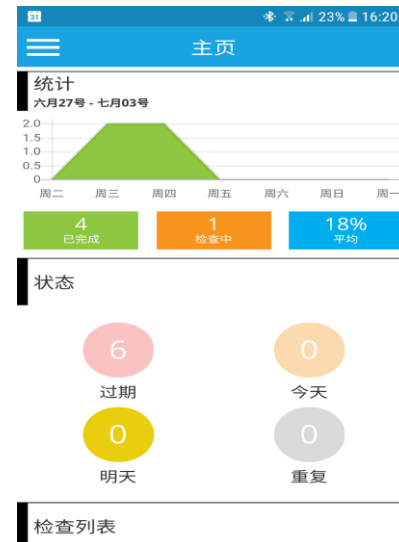
- Vault Enterprise and mobile solutions fully integrated or operate stand alone
- Vault Enterprise fully responsive – PC to mobile usability
- Independent platform
- Moving towards open platform with value added plug in partners
- Working on disruptive next generation mobile IoT
- Conversion of apps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



Highlights - FY 2017 Financial and Operational

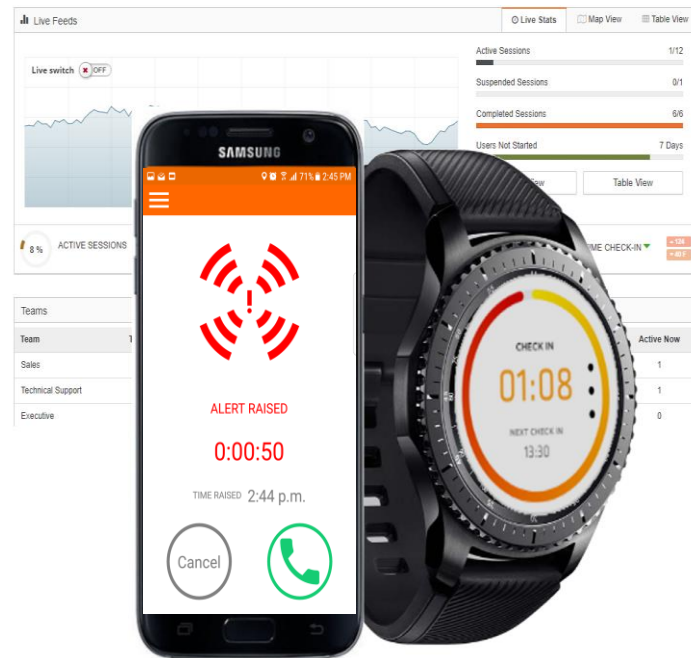


- Record final quarter
- Annualised Recurring Revenue growth up 57% v FY 2016
- Enterprise Sales focus and strategy in AUS/NZ rewarded
- Several new large accounts
- Three new Apps developed and ready for market
- New Enterprise UI/UX launching
- China Apps developed and being trialled
- Developing new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



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 delivered
- ✓ 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

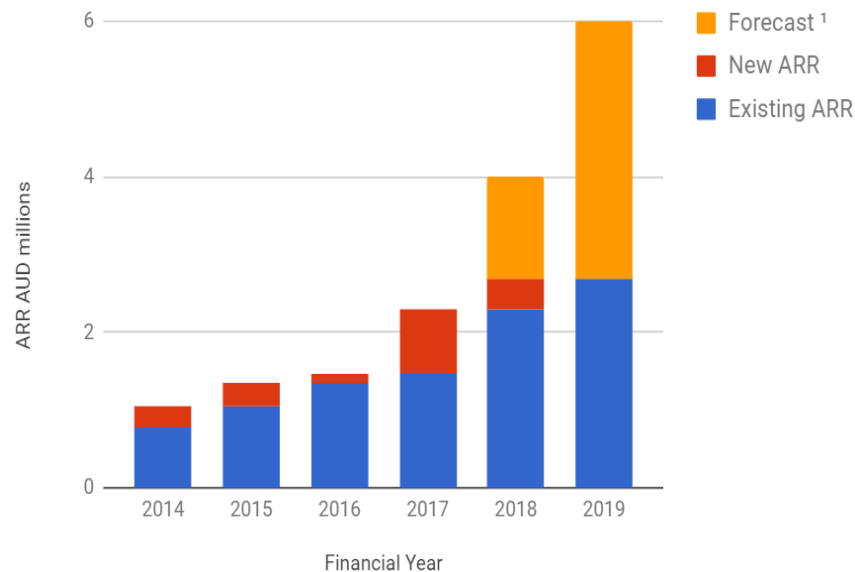


Highlights - Q4 2017; the Strategy kicks in



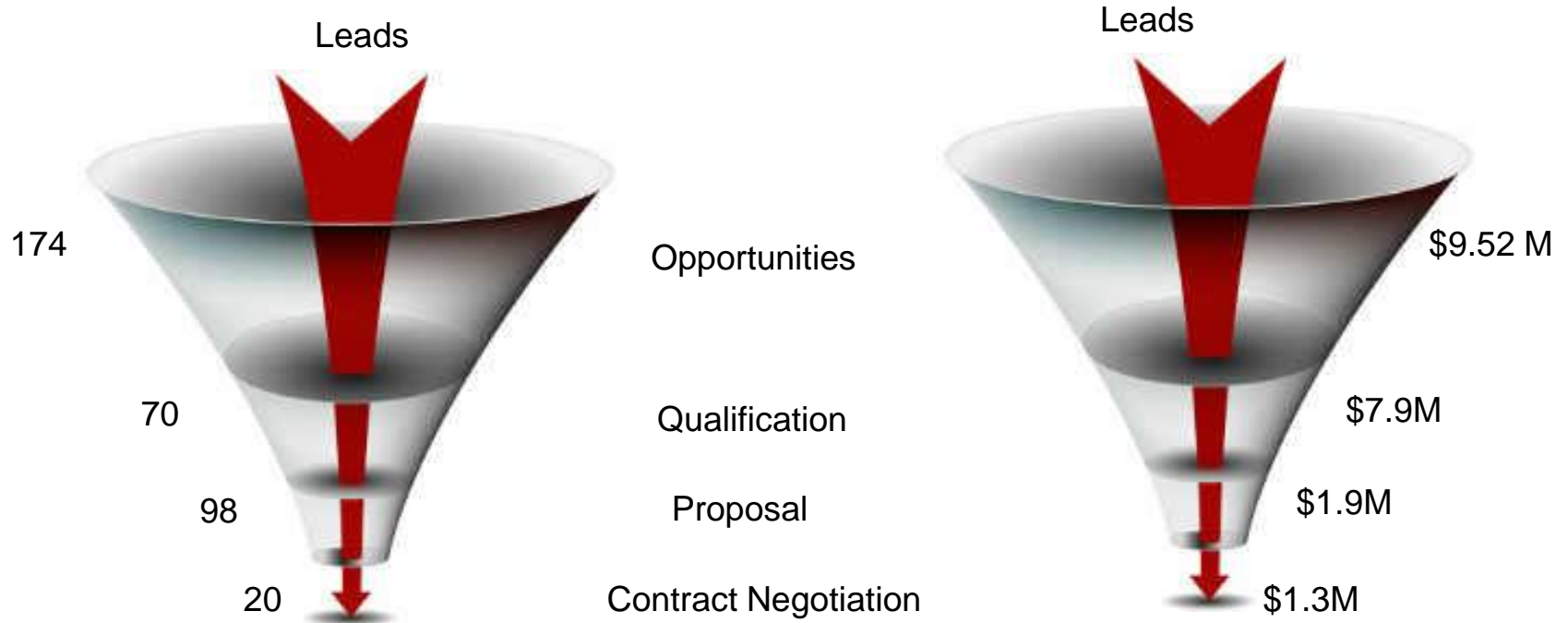
- Record quarter in number of signings and contracts
- 20 new contracts, 3 key signings
- New Annualised Recurring Revenue AUD430K
- 20% total ARR achieved in one quarter
- Three year contracted new sales AUD1.48m
- Lifetime Value (average 7 years) of new contracts AUD3.0m
- Invoiced for the Quarter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

Vault Annualised Recurring Revenue¹



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Vault Sales Pipeline



Current Sales Pipe \$20.62M AUD
as at 22/11/2017

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



Broad Industry Sector Acceptance



AECOM

CONSTRUCTION



SERVICES



ENTERTAINMENT



GOVERNMENT



SHIPPING PORTS



FACILITIES



FOOD

TRANSPORT



LOGISTICS



COMMODITIES



ENERGY



EDUCATION



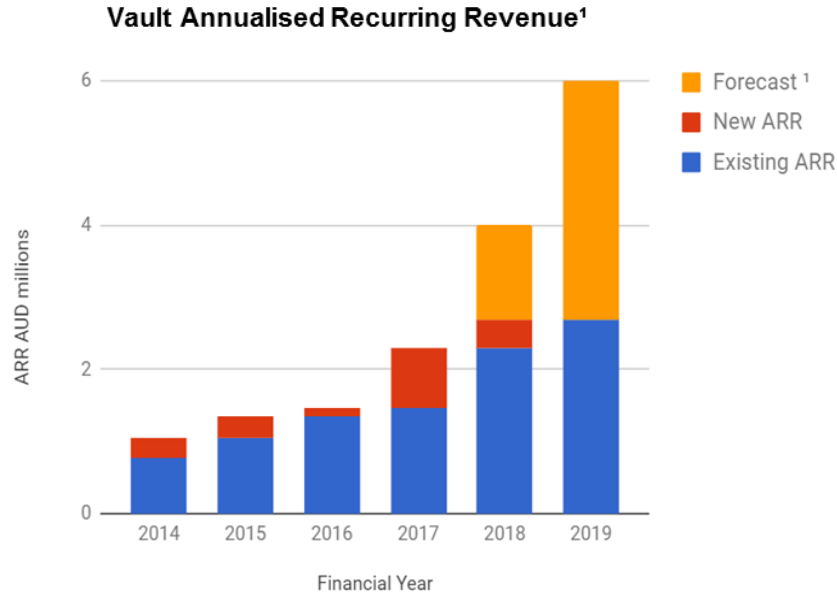
RETAIL



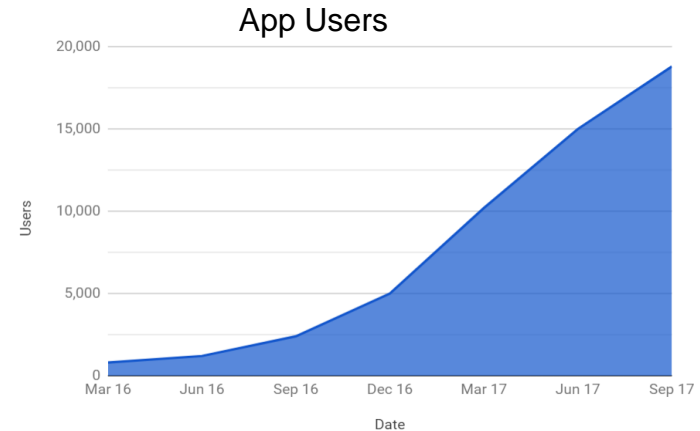
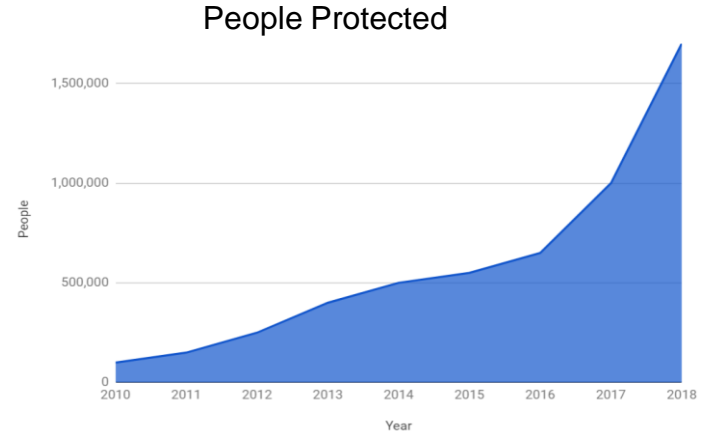
HEALTH



Key Metrics



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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 application interface, which is a risk management system. The main dashboard features a table of incidents 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. A sidebar on the left contains a navigation menu with options like Site Selection, Dashboard, Governance, Risk, Events, Compliance, Assets, and People. The top right of the interface includes a search bar and a user profile icon. Below the incident table, there is a detailed view of a specific incident (ID 12198) showing event details, location, and photos. The interface also includes a summary section with statistics and a status overview.

| ID | Case # | Subject | Date | Event Type | Category | Person Type | Name | Fatality | Notifiable | Site | Status |
|-------|--------|---|------------|------------------------|---------------------|-------------------|--------------------|----------|------------|----------|-----------|
| 12203 | 5432 | Contact or exposure to heat and cold (12) | 09/08/2017 | Injury | Concussion | Worker | Blake, Lavson | Yes | Yes | Canberra | Completed |
| 12198 | 523 | Body stressing | 10/08/2017 | Illness | Bacterial infection | Third Party | | Yes | Yes | Canberra | Completed |
| 12152 | | Being hit by moving objects (05) edited | 17/08/2017 | Injury | Concussion | Contracted Worker | Banks, Jim | No | | | |
| 12140 | | Biological agency | 16/08/2017 | 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 | Gibson, 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, Udit | No | | | |
| 11948 | | Falls from a height (01) | | | | | | | | | |

Showing 1 to 10 of 71 entries

统计
六月27号 - 七月03号

周二 周三 周四 周五 周六 周日 周一

4 已完成 1 检查中 18% 平均

状态

6 过期 0 今天 0 明天 0 重复

检查列表

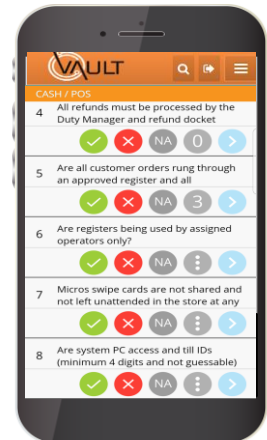
GROWTH OUR STRATEGY & FUTURE PROOFING

- 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



CREATING SAFER
WORKPLACES THROUGH
SMART TECHNOLOGY.

www.vaultintel.com