



# Investor Update

AGM Presentation  
November 24, 2017



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<sup>1</sup> 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



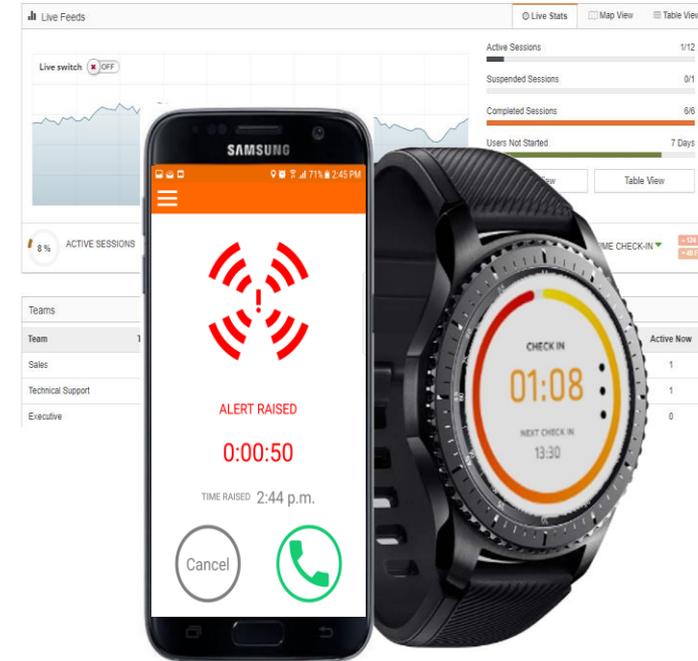
# Highlights - FY 2017 Financial and Operational

- 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

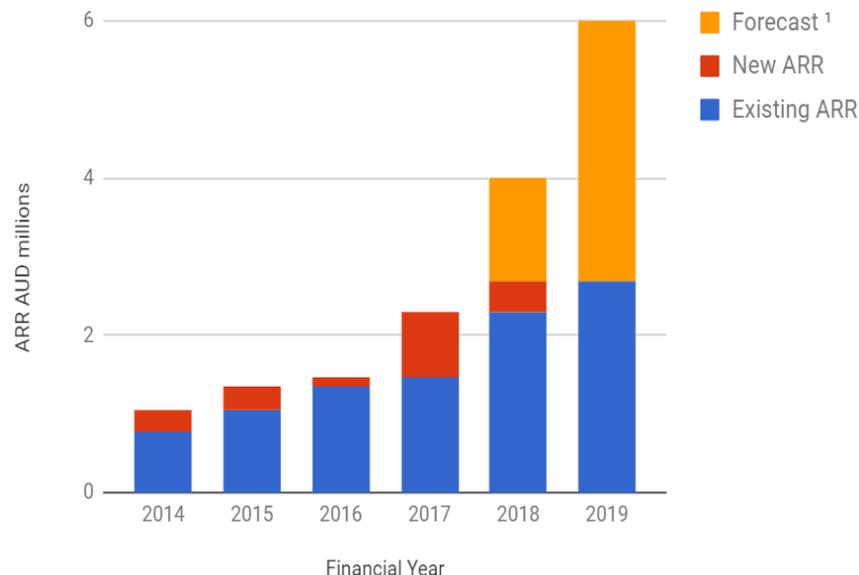


# Highlights - Q4 2017; the Strategy kicks in



- 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 Revenue<sup>1</sup>



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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

TRANSPORT



Mercedes-Benz



SERVICES

LOGISTICS



ENTERTAINMENT

COMMODITIES



GOVERNMENT

ENERGY



SHIPPING PORTS

EDUCATION



FACILITIES

RETAIL



FOOD

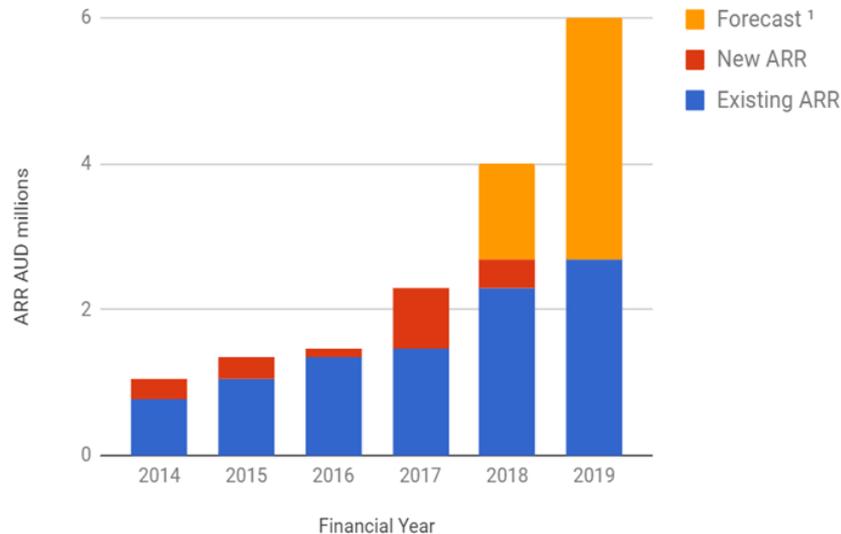
HEALTH



# Key Metrics

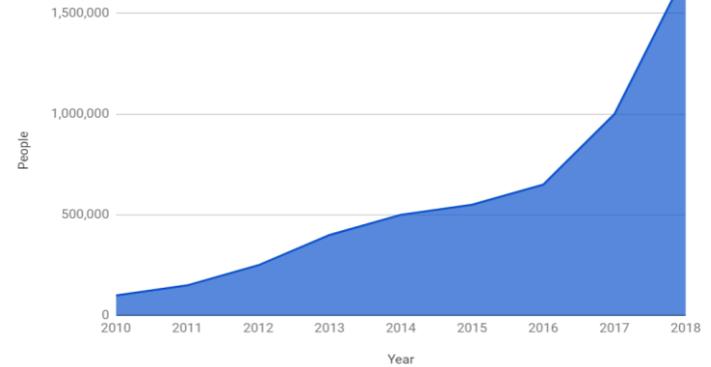


### Vault Annualised Recurring Revenue<sup>1</sup>

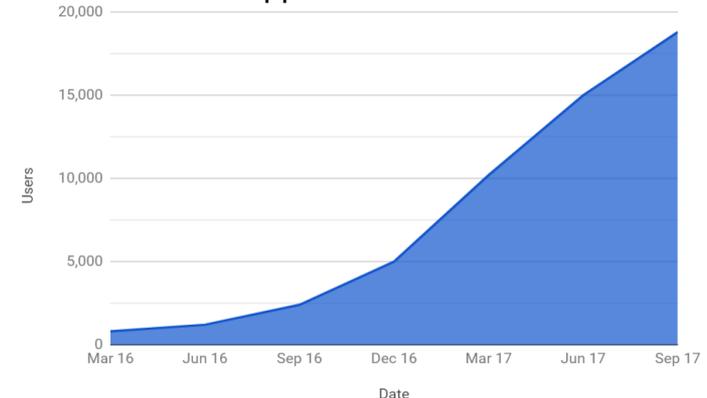


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### People Protected



### App Users





# 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 a table of risk events 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 are statistics for the current period (June 27th - July 3rd), showing 4 completed incidents, 1 under review, and a 18% average. A status section shows 6 overdue, 0 today, 0 tomorrow, and 0 repeat. At the bottom, there is a 'Checklist' section with 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)									

统计  
六月27号 - 七月03号

2.0  
1.5  
1.0  
0.5  
0

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

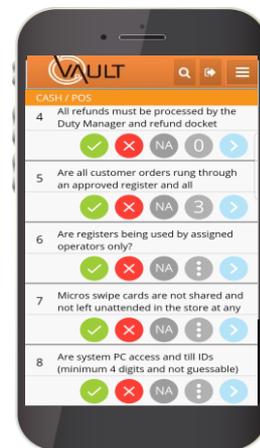
# GROWTH OUR STRATEGY & FUTURE PROOFING

- 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

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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](http://www.vaultintel.com)