

Vault Intelligence

ASX: VLT

Investor Update

28 February 2018



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* Projections for ARR are based upon current ARR and new ARR 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 sales and the sales pipeline over the prior nine 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.

The Vault Story...

“To be the go to brand globally for Risk and Safety Technology”

Elevator Pitch

Vault is an industry leading safety technology company that develops software to improve the management of safety, risk and related compliance for business

Capabilities

- ✓ *Class leading end to end risk & safety platform*
- ✓ *Totally responsive platform down to phone level*
- ✓ *Brilliant apps that fully integrate into platform -*
- ✓ *Open configurable platform with unlimited plugins*

Who We Are

What We Do



Why Choose Us

Why We Succeed

Value Proposition

- ✓ *Proven system built by industry professionals*
- ✓ *Mobility and app capability second to none*
- ✓ *Provide genuine Return On Investment (ROI)*
- ✓ *The speed and ease to deploy the system*
- ✓ *Evolving technology capabilities*

Competitive Advantage

- ✓ *Our own Internal Agile development Environment*
- ✓ *Dedicated & professional customer success team*
- ✓ *First class enterprise sales team and strategy*
- ✓ *Unrivalled customer base across 30 industries*
- ✓ *Strong and committed R&D capability*

Vault Intelligence

Key Initiatives

Strategic

- Process underway to secure global SaaS experience at Director level;
- Strategic sales and marketing initiatives now being executed to drive business to next level
- Upgrading and refinement of PR / IR campaigns

Product

- Targeting Chief Product and Data Executive - Melbourne based
- Focus on driving QA of products to highest level
- Full release underway for Vault 3 and Vault Solo product lines

Commercial

- Global E-commerce capability to commence from May 2018 driving passive revenue
- Demand generation company to assist with product promotion
- Government R&D Grant application approved

Sales and Marketing Underway

- Finalising 2018 Three Year Strategic Sales & Marketing Plan
- Digital sales and marketing site under development
- Focus on dominating Australian SME market
- Continue drive of sales into China and Southeast Asia markets

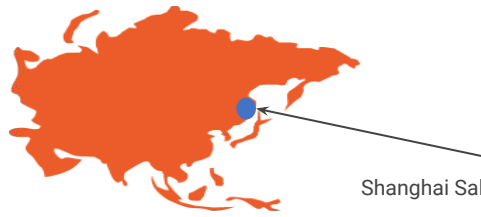
Vault International Sales Presence



Perth
Suite 5, Level One, 12-20
Railway Road, Subiaco, WA
Australia
6008



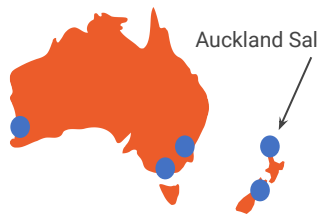
Sydney
Level 25, 88 Phillip St
NSW
Australia
2000



Shanghai Sales Presence



Melbourne
145 - 147 Bouverie St
Carlton, VIC
Australia
3053

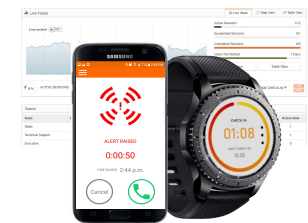


Auckland Sales Presence



Christchurch
Level 1, Enable House
106 Wrights Road, Addington
New Zealand
8024

Key Catalysts

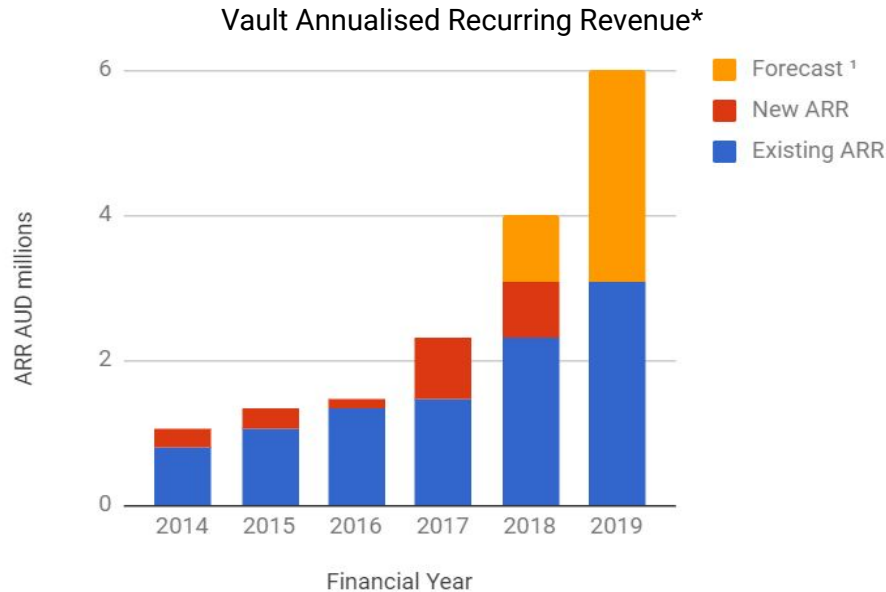


A snapshot of some of our key drivers and deliverables

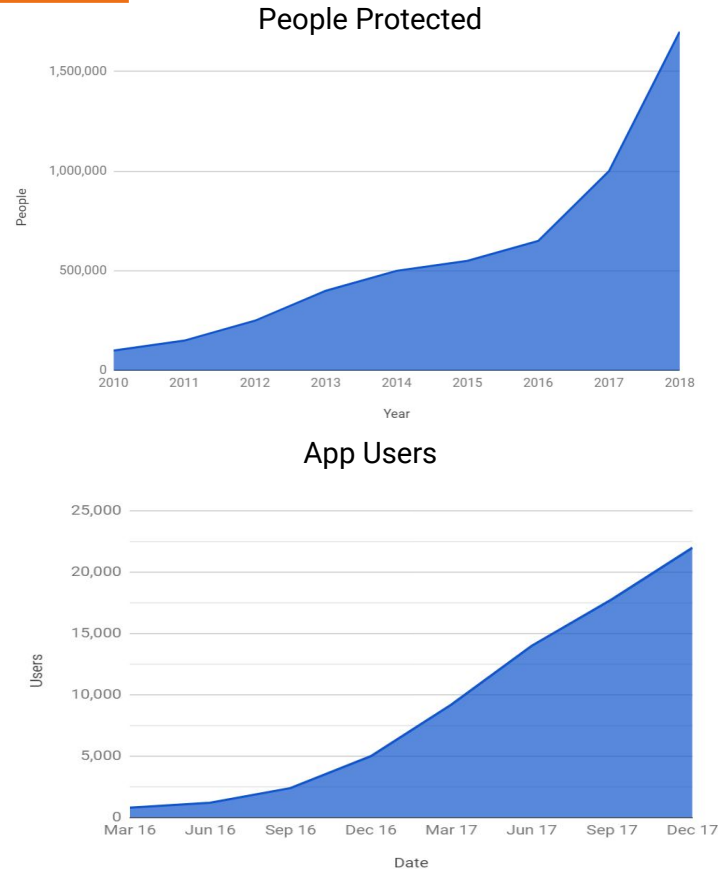
✓ Addressable Australian market size ~A\$1Bn (Australian Bureau of Statistics metrics, 2015 company data by turnover and employees)	✓ Record cash receipts for First half of FY 17/18 (~\$1.8m)
✓ China momentum - Initial Sales completed; more POC underway	✓ FY Second half sales historically stronger
✓ South East Asia - Initial Sales completed; more POC underway	✓ Targeting industry vertical opportunities with Telcos
✓ Sales pipeline \$20m and increasing; up 600% in 12 months	✓ Major strategic alliances now in place
✓ Highly regulated environment with compliance increasing	✓ Nearing completion of disruptive next generation mobile IoT
✓ Vault has long term customers; 96% retention	✓ Completed development of open enterprise platform
✓ Software delivers ROI for customers	✓ Market penetration likely to increase with Vault 3 release
✓ Record new ARR contracted for First half of FY 17/18 (~\$800K)	✓ Commencing global digital sales for apps

Key Metrics

Vault has adopted Annualised Recurring Revenue (ARR) as the key metric for measuring performance within the business as it demonstrates ongoing sustainable revenue and/or increasing customer contracts.



* Refer ARR Disclaimer on Page 2
Correct as 1 January 2018



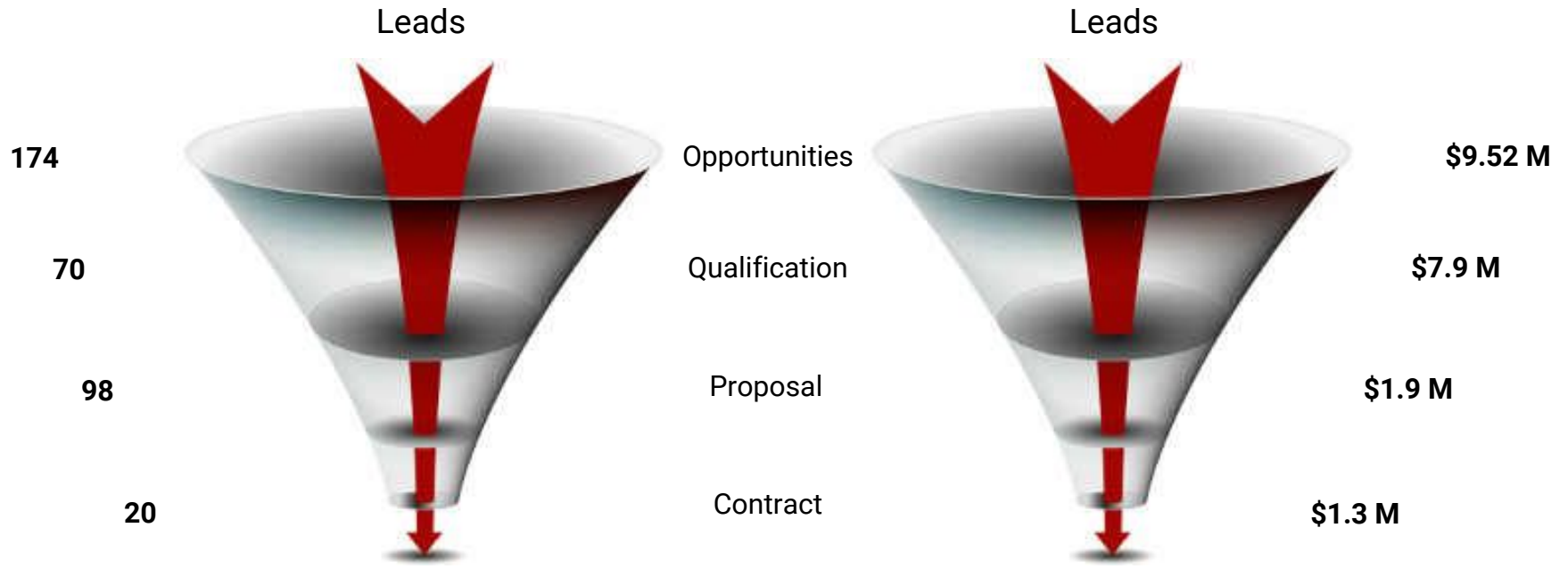
Sales Strategy

Sales Team Expansion	<ul style="list-style-type: none"> - 7 new business development roles created for Australia, SE Asia and China - Partner Manager (Australia based) currently being recruited - Demand Generator team recruited
Vault 3	<ul style="list-style-type: none"> - Lead generator initiative to upgrade existing Vault 1 & 2 customers to Vault 3 - Digital marketing campaign to attract new customers - Channel strategy initiative to enable partners to sell Vault 3
Vault Solo	<ul style="list-style-type: none"> - E-commerce capability from April 2018 - APAC partnership with Samsung to get Samsung's sales & marketing support to drive sales - Pilot in action with NZ Police - Upsell program to Vault 2 & 3 customers created
Vertical Expansion	<ul style="list-style-type: none"> - Vault has considerable depth (number of customers) in several verticals (health, retail, utilities, local govt. construction, transportation, forestry, supermarkets etc.) - Marketing collateral/videos created for each vertical - Sales team incentive to win new customers in each vertical
China Expansion	<ul style="list-style-type: none"> - Key Partners contracted - Vertical sales strategy in place targeting power generation, local government, construction and forestry - Mandarin speaking lead generation reps being recruited to win Chinese businesses based in Australia (11,200 registered)

Revenue Streams



Vault Sales Pipeline



Current Sales Pipe \$20.62M AUD

NB: Correct as at 1 January 2018

Vault Customer Snapshot

- Retention rate of Vault Enterprise Customers is in excess of 96%
- Customers enter a minimum 3 year SaaS contract period
- Lifetime Value (LTV) of Customers is greater than 7 years

400+

Enterprise Customers

30+

Industry Sectors

830+

Businesses

1m+

Workers Protected

22k+

Mobile App Users

Vault Intelligence

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Product Update

28 February 2018



Vault Product Strategy

Future Proofing and beyond

- #1 - Pushing mobility to the limits and beyond
- Creating a Vault Ecosystem with platforms, apps and 3rd party plugins that are second to none in the safety tech field
- Upgrading of Enterprise Platforms encompassing latest technologies
- Pushing the platforms and apps to a level where they are class leading and set the benchmark
- Creating an open platform to encourage 3rd party plugins and in doing so create the Vault Ecosystem as per Xero, Hubspot and Cisco models

Pushing the boundaries with high Quality Products that make a difference and have a ROI

- Consolidate and quality assure current product range
- Improve and refine product testing and assurance programs
- Maximise return incorporating an Agile development process



Vault Product Suite

Vault 3 Enterprise Platform



Governance
Risk
Compliance
Assets
People
(36 Modules)

Future
AI Analysis
Blockchain
Web Hooks

- Vault Check**
Inspection App
- Vault Notify**
Reporting App
- Vault Audit**
Auditing App
- Vault Solo**
Lone Worker Mobile App
- Vault Solo Watch**
Lone Worker Smartwatch App
- Vault Business Intelligence**
Customisable Report Writer
- Vault Contractor Service**
Contractor Management Portal
- API's**
Third Party Plugins

Vault Business Platform



Management
Dashboard
Reporting
Registers

Future
AI Analysis

- Vault Check**
Inspection App
- Vault Notify**
Reporting App
- Vault Audit**
Auditing App
- Vault Solo**
Lone Worker Mobile App
- Vault Solo Watch**
Lone Worker Smartwatch App
- Vault Contractor Service**
Contractor Management Portal

Upgraded V3 Enterprise Platform



Action

- Upgrade V2 (5 years old) with open enterprise platform

Result

- Class leading User interface
- Clean look and intuitive
- Latest web technologies
- Fully responsive to mobile phone
- Configurable dashboards and reporting
- Open Platform for 3rd party integration

Key Components

<u>Governance</u>	<u>Risk</u>	<u>Assets</u>	<u>People</u>	<u>Compliance</u>	<u>Mobility</u>
Dashboards	Events	PPE	Claims	Compliance	Vault 3 Platform
Business Intelligence	Event Register Reviews	Plant/Equipment	Clients	Observations	Check
Performance Indicators	Emergency	Substances	Contracted Workers	Documents	Audit
Governance	Formal Investigation	Transport	Training	Health Surveillance	Notify
Planner	JSA/SWMS		Third Party/Visitor	Environment	Solo App
Process Reviews	Multiple Risk		Volunteers	Skills Matrix	Solo Watch
Reports	Assessment		Workers	Vault Audit	Contractor Portal
Feedback	Risk Assessment		Vault Contractor	Vault Check	Live streaming
	Risk Register Review				

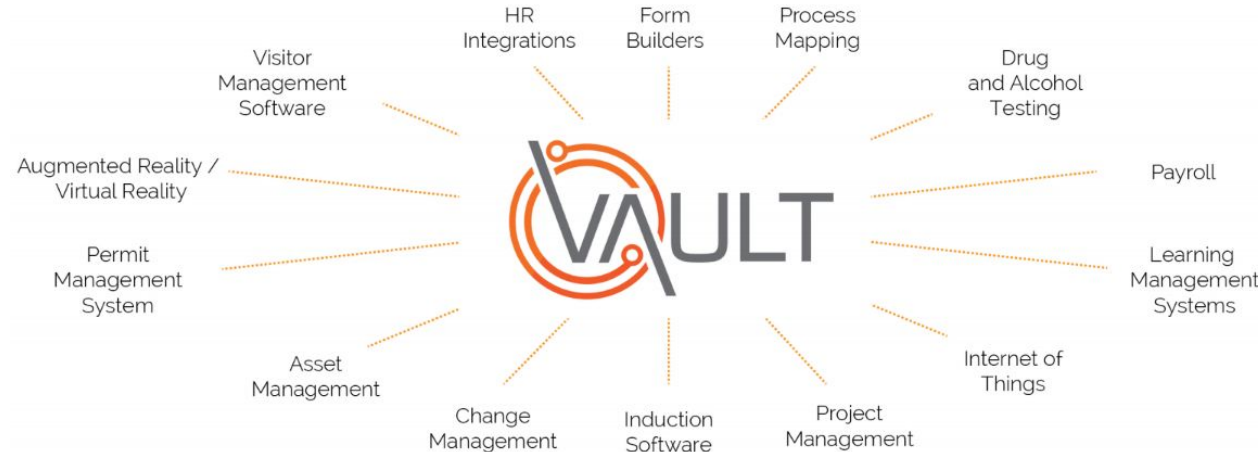
Vault Open Platform

Technical Benefits of Open Platform

- Easy flow of information to/from third parties to Vault
- Allow integration of Vault systems with third party software
- Extend capabilities of Vault without user switching sites

Commercial Benefits of Open Platform

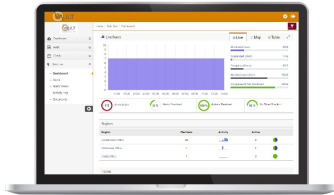
- Extend the Lifetime Value of Customer
- Additional new sales opportunities through third parties
- Allow partners to bundle Vault software with software from other providers



Vault Solo Suite - Lone Worker⁺ Plus

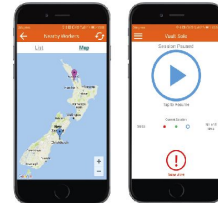
Vault Solo **Live**

- Protect and monitor workers and contractors:
 - **Panic**
 - **Duress**
 - **Interval report**
 - **Inaction**
- User configurable business rules to manage GPS frequencies and check-in timings
- Customisable escalation and notification options
- Adaptable session information options
- Send and receive notifications and alerts from workers
- Receive instant alert should a worker miss a check-in
- Create corrective actions to resolve active alerts
- Store and manage policies and procedures for alerts



Vault Solo **App**

- Adaptable session information options
- Send and receive notifications and alerts from workers
- Interval check ins
- GPS locator
- Missed check in alerts
- Instant alerts
- Active workers
- Monitor battery life
- Journey tracker
- Call and text directly from the watch
- Select teams and regions
- Get real time updates of a worker's status

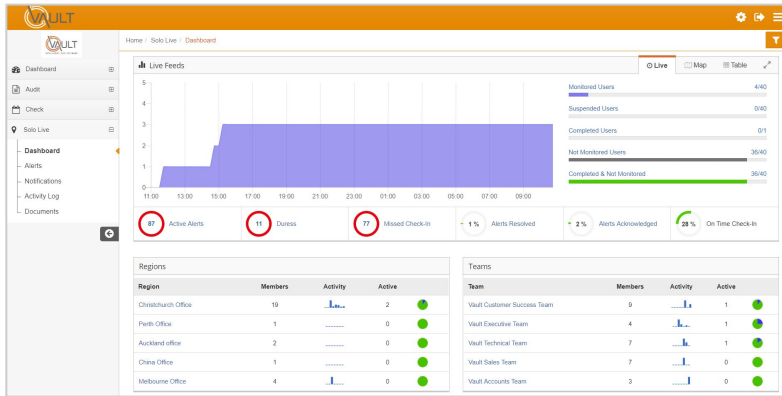


Vault Solo **Watch**

- Adaptable session information options
- Send and receive notifications and alerts from workers
- Interval check ins
- GPS locator
- Missed check in alerts
- Instant alerts
- Active workers
- Monitor battery life
- Journey tracker
- Call and text directly from the watch
- Access to S Health and S Voice
- Barometer
- Heart rate monitor
- Altimeter
- Step tracker

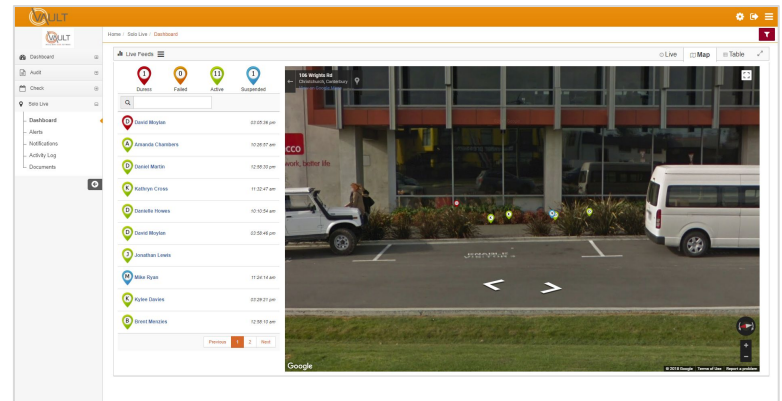
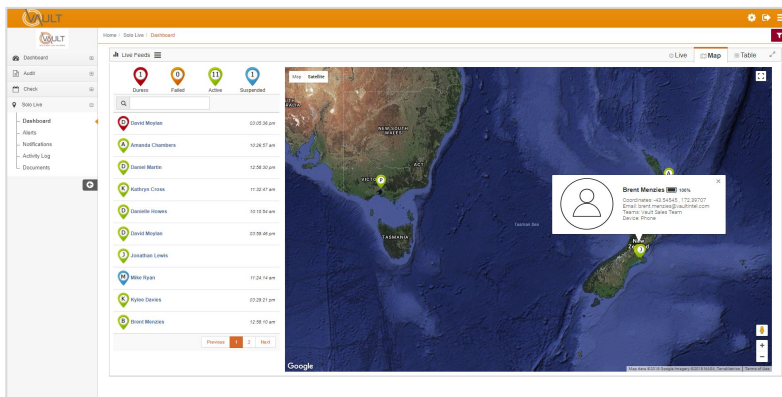


“Solo Live” Independent Platform

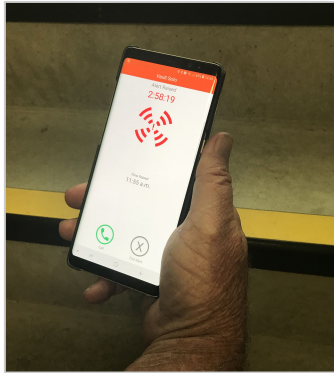







“Solo Suite” Action Plan

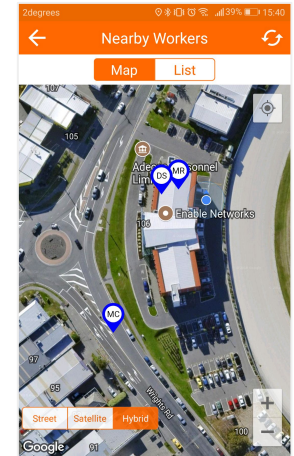
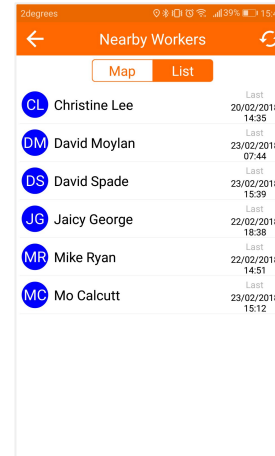
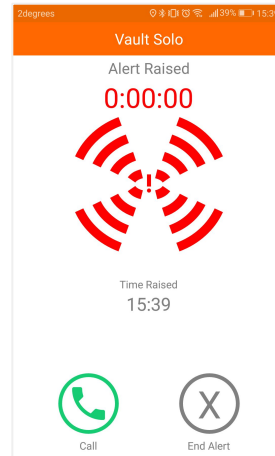
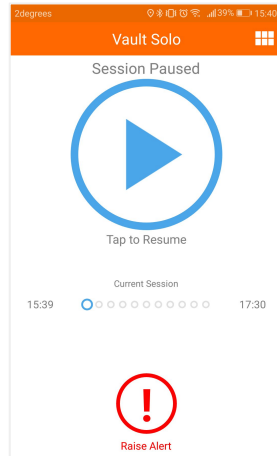
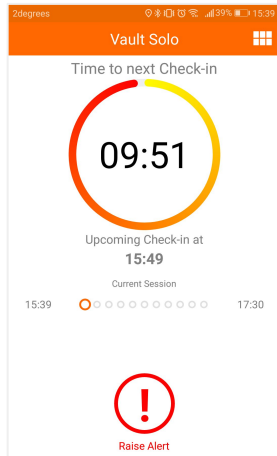
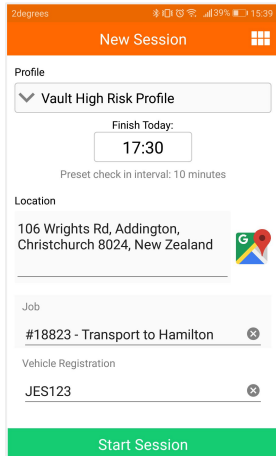
- Stage 1 release March 2018
- Solo watch release April 2018
- Digital sales globally May 2018
- Sales penetration - Direct sales to new and existing customers - strong demand received
- Joint marketing program with Hardware providers and Telcos



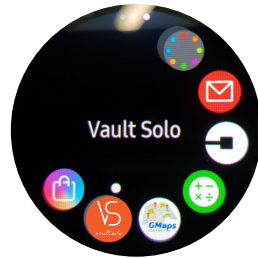
“Solo App” Tablets and Mobiles



-  All Operating Systems
-  Mobile and Tablet Optimised
-  Cloud Based
-  Online and Offline Use
-  Security of Information



“Vault Solo Range” - Samsung S3 Gear Watch



Classic

Sport

Luxe

Executive

Outdoor

Fresh

Fun



Traditional
Analog
Universal

Active/Health
Digital
Bright

Elegant
Light
Feminine

Professional
Smooth
Exclusive

Rugged
Adventurous
Bold

Minimalist
Contemporary
Crisp

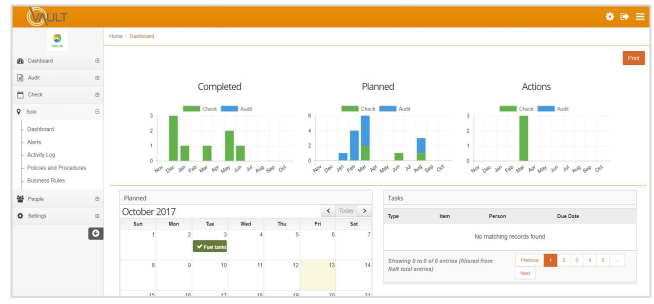
Funky
Vivid
Cheerful

Vault Business Platform

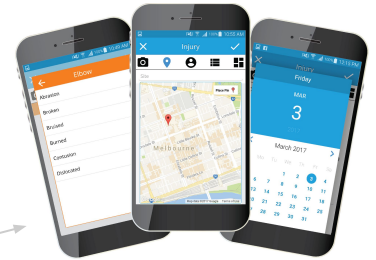
- Independent Backend housing all Vault Apps
- Management, reporting and dashboard capability
- Targeting SME and non-vault enterprise users



Vault Audit



Vault Contractor Management



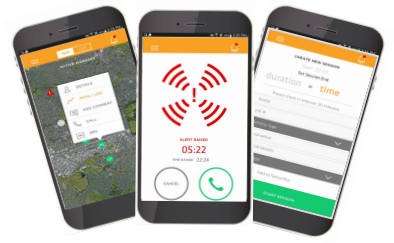
Vault Notify



Vault Check



Vault Solo



Vault Solo App

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WORKPLACES THROUGH
SMART TECHNOLOGY**

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